

HEEL AND TOE LTD

England & Wales · Charity number 1125695

Details

Other names	STEP FORWARD TOGETHER - NE
Status	Registered
Legal form	Charitable company
Company number	06632056
Registered	2008-09-03
Register	View on the Charity Commission register

Contact

Address	40 Front Street Pelton Chester Le Street County Durham DH2 1DE
Phone	01913868606
Email	info@heelandtoe.org.uk
Website	www.heelandtoe.org.uk

Activities

Objects: TO PROVIDE RELIEF VIA CONDUCTIVE EDUCATION TO DISABLED CHILDREN AND ADULTS OF ALL AGES. SERVICES WE OFFER ARE NOT FREELY OFFERED BY THE HEALTH SERVICE, SOCIAL SERVICES OR AFFORDABLE BY THEIR FAMILIES.TO PROVIDE ADVICE, INFORMATION AND SUPPORT TO THE PARENTS AND /OR GUARDIANS, OR ADULTS WHO USE OUR SERVICE.

Activities: Heel & Toe Children's Charity provides therapy to children with Cerebral Palsy and other physical disabilities. Our highly experienced therapy service can provide assessments, block treatments or regular 1.1 sessions. Specific aims and outcomes will be discussed during assessment and goals set.

Classification

- **How:** Provides Services, Provides Advocacy/advice/information
- **What:** Education/training, Disability
- **Who:** People With Disabilities

Geography

- **Area of benefit:** UNDEFINED. IN PRACTICE, NATIONAL
- Darlington
- Durham
- Gateshead
- Hartlepool
- Newcastle Upon Tyne City
- North Tyneside
- North Yorkshire
- Northumberland
- South Tyneside
- Sunderland

Finances

Period end	Income	Expenditure	Assets	Employees
2025-12-31	£960,931	£831,947	£1,693,548	19
2024-12-31	£910,144	£962,000	£1,564,564	24
2023-12-31	£909,818	£984,342	£1,619,293	24
2022-12-31	£864,372	£909,615	£1,693,817	25
2021-12-31	£872,750	£843,602	£1,738,060	24

Trustees

Name	Role	Appointed
Angela Kirtley		2014-08-01
Anthony Michael Guest		2018-01-01
Craig Higgins		2024-10-17
HEATHER HASTIE		2014-03-10
Heather Plunkett		2019-07-20
Jacqueline Turner		2022-10-07
Mark Clasper		2022-05-01
Mark William Ward		2019-06-06
Paul Gilsenan		2014-08-01
Peter Bartley		2015-10-15

HEEL AND TOE LTD

England & Wales - Charity number 1125695

Accounts

Company Registration Number: 06632056
Charity Registration Number: 1125695

Heel and Toe Ltd
Financial Statements
For the Year Ending
31 December 2025

JANE ASCROFT ACCOUNTANCY LIMITED

Chartered Accountants
Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Heel and Toe Ltd

Financial Statements

Year Ended 31 December 2025

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Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report)

Year Ended 31 December 2025

The trustees, who are also the directors for the purposes of company law, present their report and the unaudited financial statements of the charity for the year ended 31 December 2025.

Objectives

Our Mission

Heel & Toe supports children and young people with profound physical and neurological disabilities from the North East region to live active, fulfilling, independent lives by the provision of free and subsidised therapy.

Achieving our Mission

We offer a range of services, led by highly qualified therapists, to children and young people of all ages from 3 months to 19 years (in line with current NHS Children and Young Adult Services criterion). Therapy sessions can be one-to-one or group, depending on the child's needs, and are available from 9.30am to 6.00pm, Monday to Friday. We liaise with all external organisations concerned with a child's care to aid and assist the NHS, Social Services and the LEA wherever possible and to develop and enhance our service.

Our Vision

Our vision is to support children with disabilities to live full, productive lives where possibilities and opportunities are not constrained by their disabilities. We focus on supporting achievement and building on a child's success. We aim to improve children and young people's quality of life, and that of their families, by supporting them to make real improvements to their physical and emotional health. This in turn improves their level of confidence and self-esteem, motivation and fun. We want children, young people and their families to have the chance to look forward to a more independent and fulfilling future.

Value Statement: we believe that no child or young person should be denied Conductive Education due to a lack of money.

Activities and Achievements

For details of our activities and achievements please see our annual report.

Financial Review

Total income for the year was £960,931 (2024 - £910,144) and expenditure was £831,947 (2024 - £962,000). There was a net surplus of £128,984 (2024 - deficit of £51,856).

At 31st December 2025 net assets were £1,693,548 (2024 - £1,564,564). We owned fixed assets and investment properties valued at £1,355,199 (2024 - £1,446,413) which are partly financed by long term loans of £75,452 (2024 - £265,970). Net current assets totalled £413,801 (2024 - £384,121). Restricted funds were £55,527 (2024 - £75,053) and general funds (reserves) were £369,096 (2024 - £342,529).

We aim to hold reserves equal to between 3 months and 6 months running costs excluding depreciation and fundraising costs which currently equates to between £180,000 and £360,000. Actual reserves at 31st December 2025 were £369,096 so are slightly above the desired range.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2025

Structure, Governance and Management

The charity was incorporated as a company limited by guarantee on 27th June 2008 with company number 06632056. It was registered as a charity on 3rd September 2008 with charity number 1125695. Initially the charity operated under the name Step Forward Together - NE Limited. The name was changed to Heel and Toe Limited on 6th October 2008. The charity is governed by the Memorandum and Articles of Association dated 27th June 2008 as amended upon the change of name on 6th October 2008.

Heel and Toe Limited is governed by its trustee board, which is responsible for setting the strategic direction of the organisation and the policy of the charity. The trustees carry the ultimate responsibility for the conduct of Heel and Toe Limited and for ensuring that the charity satisfies its legal and contractual obligations. The Trustees met a total of six times in the year to discuss and consider matters relating to the Charity.

Public Benefit

Our main activities and who we help are described elsewhere in this report. All our charitable activities are undertaken to further our charitable purposes for the public benefit. The Trustees have had regard to the Charity Commission's guidance on public benefit throughout the year when deciding on the activities of the charity.

Policies & Procedures

We have policies in place which include:

- Child Protection Policy
- Health & Safety
- Fire & Emergency Policy
- Equal Opportunity Policy
- Environmental Policy
- Organisational file
- Staff Induction
- Enhanced DBS (previously CRB)
- Recruitment procedure

Our policies are regularly updated and periodically checked, vetted and authorised.

The major risks facing the charity have been reviewed and systems or procedures have been established to manage those risks.

The remuneration of key management personnel is agreed by the trustee board.

At Heel and Toe we will endeavour to:

- Continue to provide the best support we can for children and families
- Continue to listen and involve children and families in the development of our services
- Continue to adopt and share 'best practice'
- Continue to update our knowledge and skills to reflect in our service provision
- Continue to use our funds effectively for the benefit of the children and families who attend

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2025

Reference and Administrative Details

Registered charity name Heel and Toe Ltd
Charity registration number 1125695
Company registration number 06632056
Principal office and registered office 40 Front Street
Pelton
Chester-Le-Street
County Durham
DH2 1DE

The Trustees

Mr P S Gilsenan
Ms A J Kirtley
Miss H E F Hastie
Mr P Bartley
Mr A M Guest
Mr C Higgins
Ms H Plunkett
Mr M W Ward
Mr M Clasper
Ms J Turner

Chief Executive Officer Mr D Long
Company Secretary Mr P S Gilsenan
Independent Examiner Jane Ascroft FCA MA (Cantab)
Enterprise House
Hamire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Small Company Provisions

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

The trustees' annual report was approved on 17/02/2026 and signed on behalf of the board of trustees by:



Mr P S Gilsenan
Charity Secretary

Heel and Toe Ltd

Independent Examiner's Report to the Trustees of Heel and Toe Ltd

Year Ended 31 December 2025

I report to the trustees on my examination of the financial statements of Heel and Toe Ltd ('the charity') for the year ended 31 December 2025.

Responsibilities and Basis of Report

As the trustees of the company (and also its directors for the purposes of company law) you are responsible for the preparation of the financial statements in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of the charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent Examiner's Statement

Since the charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales (ICAEW), which is one of the listed bodies.

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

1. accounting records were not kept in respect of the charity as required by section 386 of the 2006 Act; or
2. the financial statements do not accord with those records; or
3. the financial statements do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination; or
4. the financial statements have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Jane Ascroft FCA MA (Cantab)
Independent Examiner

Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Heel and Toe Ltd

Statement of Financial Activities (including income and expenditure account)

Year Ended 31 December 2025

		Unrestricted funds £	2025 Restricted funds £	Total funds £	2024 Total funds £
	Note				
Income and endowments					
Donations and legacies	5	137,822	131,403	269,225	264,334
Charitable activities	6	196,452	—	196,452	189,705
Other trading activities	7	441,022	—	441,022	402,084
Investment income	8	54,232	—	54,232	54,021
Total income		<u>829,528</u>	<u>131,403</u>	<u>960,931</u>	<u>910,144</u>
Expenditure					
Expenditure on raising funds:					
Costs of other trading activities	9	132,496	—	132,496	104,861
Expenditure on charitable activities	10,11	548,522	150,929	699,451	857,139
Total expenditure		<u>681,018</u>	<u>150,929</u>	<u>831,947</u>	<u>962,000</u>
Net income/(expenditure)		<u>148,510</u>	<u>(19,526)</u>	<u>128,984</u>	<u>(51,856)</u>
Other recognised gains and losses					
Gains/(losses) on revaluation of investment properties		—	—	—	(2,873)
Net movement in funds		148,510	(19,526)	128,984	(54,729)
Reconciliation of funds					
Total funds brought forward		1,489,511	75,053	1,564,564	1,619,293
Total funds carried forward		<u>1,638,021</u>	<u>55,527</u>	<u>1,693,548</u>	<u>1,564,564</u>

The statement of financial activities includes all gains and losses recognised in the year.
All income and expenditure derive from continuing activities.

The notes on pages 9 to 24 form part of these financial statements.

Heel and Toe Ltd

Statement of Financial Position

31 December 2025

	Note	2025 £	2024 £
Fixed Assets			
Tangible fixed assets	16	865,199	866,413
Investments	17	490,000	580,000
		<u>1,355,199</u>	<u>1,446,413</u>
Current Assets			
Stocks	18	1,500	1,400
Debtors	19	89,690	37,593
Cash at bank and in hand		404,993	407,402
		<u>496,183</u>	<u>446,395</u>
Creditors: amounts falling due within one year	20	<u>82,382</u>	<u>62,274</u>
Net Current Assets		<u>413,801</u>	<u>384,121</u>
Total Assets Less Current Liabilities		<u>1,769,000</u>	<u>1,830,534</u>
Creditors: amounts falling due after more than one year	21	<u>75,452</u>	<u>265,970</u>
Net Assets		<u>1,693,548</u>	<u>1,564,564</u>
Funds of the Charity			
Restricted funds		55,527	75,053
Unrestricted funds		1,638,021	1,489,511
Total charity funds	23	<u>1,693,548</u>	<u>1,564,564</u>

For the year ending 31 December 2025 the charity was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

Directors' responsibilities:

- The members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476;
- The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of financial statements.

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The statement of financial position
continues on the following page.

The notes on pages 9 to 24 form part of these financial statements.

Heel and Toe Ltd

Statement of Financial Position *(continued)*

31 December 2025

These financial statements were approved by the board of trustees and authorised for issue on 17/2/26, and are signed on behalf of the board by:

M. Ward .

Mr M W Ward
Trustee

The notes on pages 9 to 23 form part of these financial statements.

Heel and Toe Ltd

Statement of Cash Flows

Year Ended 31 December 2025

	2025 £	2024 £
Cash Flows from Operating Activities		
Net income/(expenditure)	128,984	(51,856)
<i>Adjustments for:</i>		
Depreciation of tangible fixed assets	6,606	6,209
Dividends, interest and rents from investments	(54,232)	(54,021)
Interest payable and similar charges	12,157	25,820
Gains on disposal of heritage assets	(35,000)	—
<i>Changes in:</i>		
Stocks	(100)	—
Trade and other debtors	(52,097)	(10,755)
Trade and other creditors	52,747	(5,089)
Cash generated from operations	59,065	(89,692)
Interest paid	(12,157)	(25,820)
Net cash from/(used in) operating activities	<u>46,908</u>	<u>(115,512)</u>
Cash Flows from Investing Activities		
Dividends, interest and rents from investments	54,232	54,021
Purchase of tangible assets	(5,392)	(11,692)
Proceeds from sale of heritage assets	35,000	—
Proceeds from sale of other investments	90,000	—
Net cash from investing activities	<u>173,840</u>	<u>42,329</u>
Cash Flows from Financing Activities		
Proceeds from borrowings	(223,157)	(47,627)
Net cash used in financing activities	<u>(223,157)</u>	<u>(47,627)</u>
Net Decrease in Cash and Cash Equivalents	(2,409)	(120,810)
Cash and Cash Equivalents at Beginning of Year	407,402	528,212
Cash and Cash Equivalents at End of Year	<u>404,993</u>	<u>407,402</u>

The notes on pages 9 to 24 form part of these financial statements.

Heel and Toe Ltd

Notes to the Financial Statements

Year Ended 31 December 2025

1. General Information

The charity is a public benefit entity and a private company limited by guarantee, registered in England and Wales and a registered charity in England and Wales. The address of the registered office is 40 Front Street, Pelton, Chester-Le-Street, County Durham, DH2 1DE.

2. Statement of Compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland', the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (Charities SORP (FRS 102)) and the Companies Act 2006.

3. Accounting Policies

Basis of Preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investments measured at fair value through income or expenditure.

The financial statements are prepared in sterling, which is the functional currency of the entity.

The entity is a Public Benefit Entity.

Going Concern

There are no material uncertainties about the charity's ability to continue.

Judgements and Key Sources of Estimation Uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The trustees consider that there are no significant estimates or judgements affecting these financial statements.

Fund Accounting

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the purposes of the charity. Unrestricted funds include a revaluation reserve representing the restatement of investment assets at market values.

Designated funds are unrestricted funds earmarked by the trustees for specific purposes.

Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2025

3. Accounting Policies *(continued)*

Income

All income is included in the statement of financial activities when the charity is entitled to the income, any performance related conditions attached have been met or are fully within the control of the charity, the income is considered probable and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacy income is received by way of donations, legacies, grants and gifts and is included in full in the Statement of Financial Activities when receivable. Where legacies have been notified to the charity but the criteria for income recognition have not been met, the legacy is treated as a contingent asset and disclosed if material. Grants, where entitlement is not conditional on the delivery of a specific performance by the charity, are recognised when the charity becomes unconditionally entitled to the grant.

Donated services and facilities are included at the value to the charity, being the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market.

Investment income is included when receivable.

Income from charitable trading activity is accounted for when earned.

Income from grants, where related to performance and specific deliverables, are accounted for as the charity earns the right to consideration by its performance.

Expenditure

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

Costs of raising funds comprise the costs associated with attracting donations, grants and legacies and the costs of trading for fundraising purposes.

Charitable expenditure comprises those costs incurred by the charity 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.

Other expenditure includes all expenditure that is neither related to raising funds for the charity nor part of its expenditure on charitable activities.

All costs are allocated between the expenditure categories of the SOFA on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly, others are apportioned on an appropriate basis, as set out in the notes to the accounts.

Tangible Assets

Tangible fixed assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. The costs of minor additions or those costing below £500 are not capitalised.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2025

3. Accounting Policies *(continued)*

Depreciation

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:

Freehold Property	-	1% straight line
Fixtures, Fittings & Equipment	-	20% reducing balance
Computer Equipment	-	Over 3 years straight line
Therapy & Sensory Equipment	-	20% reducing balance

Depreciation on freehold property has not been provided for as it is considered to be immaterial.

Investment Property

Investment property is measured initially at cost and subsequently at fair value at the reporting date. Depreciation is not provided.

Impairment of Fixed Assets

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stock to its present location and condition.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2025

3. Accounting Policies *(continued)*

Financial Instruments

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

Basic financial instruments are initially recognised at the amount receivable or payable including any related transaction costs, 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.

Current assets and current liabilities are subsequently measured at the cash or other consideration expected to be paid or received and not discounted.

Debt instruments are subsequently measured at amortised cost.

Defined Contribution Plans

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as an expense in the period in which it arises.

Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

Accrued income and tax recoverable is included at the best estimate of the amounts receivable at the balance sheet date.

Cash at Bank and in Hand

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2025

3. Accounting Policies *(continued)*

Creditors

Creditors are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors are normally recognised at their settlement amount after allowing for any trade discounts due.

Taxation

The company is considered to pass the tests set out in Paragraph 1 Schedule 6 of the Finance Act 2010 and therefore it meets the definition of a charitable company for UK corporation tax purposes. Accordingly, the company is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 Part 11 of the Corporation Tax Act 2010 or Section 256 of the taxation of Chargeable Gains Act 1992, to the extent that such income or gains are applied exclusively to charitable purposes.

4. Limited by Guarantee

The company is limited by guarantee. At 31st December 2025 there were 10 members each of whom had undertaken to contribute an amount not exceeding £10 in the event of a winding up.

The company is under the control of the directors as a body and as such is not controlled by any individual.

5. Donations and Legacies

	Unrestricted Funds £	Restricted Funds £	Total Funds 2025 £
Donations			
Donations	70,517	—	70,517
Hydro appeal donations	—	30,502	30,502
Gift Aid	67,305	—	67,305
Grants			
The William Leech Foundation	—	3,000	3,000
Baily Thomas Charitable Fund	—	5,000	5,000
Sir James Knott Foundation	—	9,876	9,876
Ballinger Charitable Trust	—	18,000	18,000
Garfield Weston	—	30,000	30,000
The Webb Family Charitable Trust	—	3,000	3,000
Northumberland Village Homes Trust (Community Foundation)	—	5,000	5,000
The Shears Foundation	—	5,850	5,850
Small grants £3,000 and less	—	21,175	21,175
	<u>137,822</u>	<u>131,403</u>	<u>269,225</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2025

5. Donations and Legacies (continued)

	Unrestricted Funds £	Restricted Funds £	Total Funds 2024 £
Donations			
Donations	87,313	—	87,313
Gift Aid	26,717	—	26,717
Grants			
The Masonic Charitable Foundation	—	30,115	30,115
The William Leech Foundation	—	5,000	5,000
Sport England	—	10,000	10,000
Ballinger Charitable Trust	—	18,000	18,000
James Tudor Trust	—	5,000	5,000
Barbour Foundation	—	15,000	15,000
Awards For All	—	17,036	17,036
Sir John Priestman Trust	—	5,000	5,000
The February Foundation	—	4,938	4,938
County Durham Community Foundation	—	5,000	5,000
Mortgage Advice Bureau Foundation	—	5,000	5,000
Percy Bilton Trust	—	5,000	5,000
The Shears Foundation	—	5,610	5,610
Small grants £3,000 and less	—	19,605	19,605
	<u>114,030</u>	<u>150,304</u>	<u>264,334</u>

6. Charitable Activities

	Unrestricted Funds £	Total Funds 2025 £	Unrestricted Funds £	Total Funds 2024 £
Massage	7,607	7,607	5,708	5,708
Hydrotherapy	130,378	130,378	95,382	95,382
Speech & language	11,741	11,741	36,066	36,066
Physiotherapy	40,833	40,833	45,537	45,537
Occupational Therapy	144	144	5,366	5,366
Other services	5,749	5,749	1,646	1,646
	<u>196,452</u>	<u>196,452</u>	<u>189,705</u>	<u>189,705</u>

7. Other Trading Activities

	Unrestricted Funds £	Total Funds 2025 £	Unrestricted Funds £	Total Funds 2024 £
Income from stores	14,536	14,536	15,781	15,781
Charity Ball	65,617	65,617	67,420	67,420
Great North Run	121,241	121,241	111,712	111,712
Brick Services Ball	20,346	20,346	30,169	30,169
Other fundraising events	219,282	219,282	177,002	177,002
	<u>441,022</u>	<u>441,022</u>	<u>402,084</u>	<u>402,084</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2025

8. Investment Income

	Unrestricted Funds £	Total Funds 2025 £	Unrestricted Funds £	Total Funds 2024 £
Rental income	<u>54,232</u>	<u>54,232</u>	<u>54,021</u>	<u>54,021</u>

9. Costs of Other Trading Activities

	Unrestricted Funds £	Total Funds 2025 £	Unrestricted Funds £	Total Funds 2024 £
Fundraising costs	<u>132,496</u>	<u>132,496</u>	<u>104,861</u>	<u>104,861</u>

10. Expenditure on Charitable Activities by Fund Type

	Unrestricted Funds £	Restricted Funds £	Total Funds 2025 £
Expenditure on charitable activities	547,022	150,929	697,951
Support costs	<u>1,500</u>	<u>—</u>	<u>1,500</u>
	<u>548,522</u>	<u>150,929</u>	<u>699,451</u>

	Unrestricted Funds £	Restricted Funds £	Total Funds 2024 £
Expenditure on charitable activities	704,132	151,567	855,699
Support costs	<u>1,440</u>	<u>—</u>	<u>1,440</u>
	<u>705,572</u>	<u>151,567</u>	<u>857,139</u>

11. Expenditure on Charitable Activities by Activity Type

	Activities undertaken directly	Support costs	Total funds 2025 £	Total fund 2024 £
Expenditure on charitable activities	697,951	—	697,951	855,699
Governance costs	<u>—</u>	<u>1,500</u>	<u>1,500</u>	<u>1,440</u>
	<u>697,951</u>	<u>1,500</u>	<u>699,451</u>	<u>857,139</u>

12. Net Income/(Expenditure)

Net income/(expenditure) is stated after charging/(crediting):

	2025 £	2024 £
Depreciation of tangible fixed assets	6,606	6,209
Gains on disposal of investment properties	<u>(35,000)</u>	<u>—</u>

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2025

13. Independent Examination Fees

	2025 £	2024 £
Fees payable to the independent examiner for: Independent examination of the financial statements	<u>1,500</u>	<u>1,440</u>

14. Staff Costs

The total staff costs and employee benefits for the reporting period are analysed as follows:

	2025 £	2024 £
Wages and salaries	467,632	560,658
Social security costs	39,507	42,893
Employer contributions to pension plans	21,810	25,689
	<u>528,949</u>	<u>629,240</u>

The average head count of employees during the year was 19 (2024: 24). The average number of full-time equivalent employees during the year is analysed as follows:

	2025 No.	2024 No.
Number of fundraising staff	2	2
Number of administration staff	2	2
Number of management staff	1	1
Number of clinical staff	14	19
	<u>19</u>	<u>24</u>

No employee received employee benefits of more than £60,000 during the year (2024: Nil).

Key Management Personnel

Key management personnel include all persons that have authority and responsibility for planning, directing and controlling the activities of the charity. The total compensation paid to key management personnel for services provided to the charity was £35,400 (2024:£35,400).

15. Trustee Remuneration and Expenses

Trustees received no remuneration or expenses during the current or previous year.

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2025

16. Tangible Fixed Assets

	Freehold property £	Fixtures, Fittings & Equipment £	Computer Equipment £	Therapy & Sensory Equipment £	Total £
Cost					
At 1 January 2025	1,092,612	40,519	56,578	50,595	1,240,304
Additions	—	5,392	—	—	5,392
At 31 December 2025	1,092,612	45,911	56,578	50,595	1,245,696
Depreciation					
At 1 January 2025	242,612	35,670	53,772	41,837	373,891
Charge for the year	—	2,048	2,806	1,752	6,606
At 31 December 2025	242,612	37,718	56,578	43,589	380,497
Carrying amount					
At 31 December 2025	850,000	8,193	—	7,006	865,199
At 31 December 2024	850,000	4,849	2,806	8,758	866,413

17. Investments

	Investment properties £
Cost or valuation	
At 1 January 2025	580,000
Additions	—
Disposals	(90,000)
At 31 December 2025	490,000
Impairment	
At 1 January 2025 and 31 December 2025	
Carrying amount	
At 31 December 2025	490,000
At 31 December 2024	580,000

All investments shown above are held at valuation.

Investment properties

The investment properties are valued annually by Peter Bartley, Trustee who is the Group Director of Bradley Hall, Chartered Surveyors and Estate Agents. Peter Bradley is a Chartered Surveyor (MRICS).

Investments comprise investment properties in Sherburn and Wallsend.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2025

18. Stocks

	2025	2024
	£	£
Merchandise stock	<u>1,500</u>	<u>1,400</u>

19. Debtors

	2025	2024
	£	£
Trade debtors	18,762	14,041
Prepayments	60,131	18,619
Gift Aid debtor	8,797	4,933
Pledged grant income	<u>2,000</u>	<u>—</u>
	<u>89,690</u>	<u>37,593</u>

20. Creditors: amounts falling due within one year

	2025	2024
	£	£
Bank loans and overdrafts	14,989	47,628
Trade creditors	38,552	—
Accruals	1,400	1,400
Social security and other taxes	8,239	10,746
Deferred income	19,202	—
Other creditors	<u>—</u>	<u>2,500</u>
	<u>82,382</u>	<u>62,274</u>

The bank loan is secured by a legal charge over 40 Front Street, Pelton.

21. Creditors: amounts falling due after more than one year

	2025	2024
	£	£
Bank loans and overdrafts	<u>75,452</u>	<u>265,970</u>

The bank loan is secured by a legal charge over 40 Front Street, Pelton.

Included within creditors: amounts falling due after more than one year is an amount of £32,166 (2024: £111,291) in respect of liabilities payable or repayable by instalments which fall due for payment after more than five years from the reporting date.

The two mortgages are repayable in instalments over 5 and 15 years at varying interest rates of 2.54% and 3.56% above Bank Base Rate.

22. Pensions and Other Post Retirement Benefits

Defined contribution plans

The amount recognised in income or expenditure as an expense in relation to defined contribution plans was £21,810 (2024: £25,689).

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2025

23. Analysis of Charitable Funds

Unrestricted funds

	At 1 Jan 2025 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2025 £
General Funds	342,529	829,528	(674,412)	(128,549)	—	369,096
Capital Fund	1,146,982	—	(6,606)	128,549	—	1,268,925
	<u>1,489,511</u>	<u>829,528</u>	<u>(681,018)</u>	<u>—</u>	<u>—</u>	<u>1,638,021</u>

	At 1 Jan 2024 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2024 £
General Funds	436,233	759,840	(804,224)	(49,320)	—	342,529
Capital Fund	1,106,744	—	(6,209)	49,320	(2,873)	1,146,982
	<u>1,542,977</u>	<u>759,840</u>	<u>(810,433)</u>	<u>—</u>	<u>(2,873)</u>	<u>1,489,511</u>

The capital fund is the value of assets held offset by loans held with security against those assets.

Restricted funds

	At 1 Jan 2025 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2025 £
Northumberland Village Homes Trust (Community Foundation)	—	5,000	—	—	—	5,000
Hydro Appeal donations	—	30,502	(30,502)	—	—	—
Karbon Homes	—	2,000	—	—	—	2,000
Garfield Weston	—	30,000	(30,000)	—	—	—
The February Foundation	4,938	—	(4,938)	—	—	—
Sir James Knott Foundation	—	9,876	(9,876)	—	—	—
The Webb Family Charitable Trust	—	3,000	—	—	—	3,000
Barbour Foundation	15,000	—	(15,000)	—	—	—
Sir John Priestman Charity Trust	5,000	—	(5,000)	—	—	—
The Masonic Charitable Foundation	30,115	—	(10,038)	—	—	20,077
Ballinger Charitable Trust	—	18,000	(18,000)	—	—	—
Sport England	10,000	—	(10,000)	—	—	—
The Shears Foundation	—	5,850	—	—	—	5,850
Baily Thomas Charitable Fund	—	5,000	—	—	—	5,000

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2025

23. Analysis of Charitable Funds (continued)

The William Leech Mortgage Advice Bureau Foundation	–	3,000	–	–	–	3,000
Other grants £3,000 or less	5,000	–	(5,000)	–	–	–
	<u>5,000</u>	<u>19,175</u>	<u>(12,575)</u>	<u>–</u>	<u>–</u>	<u>11,600</u>
	<u>75,053</u>	<u>131,403</u>	<u>(150,929)</u>	<u>–</u>	<u>–</u>	<u>55,527</u>

	At 1 Jan 2024 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2024 £
The February Foundation	–	4,938	–	–	–	4,938
Barbour Foundation	4,500	15,000	(4,500)	–	–	15,000
Sir John Priestman Charity Trust	–	5,000	–	–	–	5,000
The Edward Gostling Foundation	10,000	–	(10,000)	–	–	–
The Masonic Charitable Foundation	30,116	30,115	(30,116)	–	–	30,115
Nationwide	9,000	–	(9,000)	–	–	–
The Hospital Saturday Fund	7,000	–	(7,000)	–	–	–
The Gyll Leng Trust	3,000	–	(3,000)	–	–	–
The Joicey Trust	3,000	–	(3,000)	–	–	–
The Hedley Foundation	3,000	–	(3,000)	–	–	–
Awards For All Ballinger	–	17,036	(17,036)	–	–	–
Charitable Trust	–	18,000	(18,000)	–	–	–
Sport England	–	10,000	–	–	–	10,000
County Durham Community Foundation	–	5,000	(5,000)	–	–	–
Percy Bilton Trust	–	5,000	(5,000)	–	–	–
James Tudor Foundation	–	5,000	(5,000)	–	–	–
The Shears Foundation	–	5,610	(5,610)	–	–	–
The William Leech Mortgage Advice Bureau Foundation	–	5,000	–	–	–	5,000
Other grants £3,000 or less	<u>6,700</u>	<u>19,605</u>	<u>(21,305)</u>	<u>–</u>	<u>–</u>	<u>5,000</u>
	<u>76,316</u>	<u>150,304</u>	<u>(151,567)</u>	<u>–</u>	<u>–</u>	<u>75,053</u>

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2025

23. Analysis of Charitable Funds *(continued)*

The grants from the Ballinger Charitable Trust and the Garfield Weston Foundation is towards core costs.

The grant from the Masonic Charitable Foundation was towards hippotherapy.

The grants from the February Foundation, the Barbour Foundation, Sir John Priestman Charity Trust, Sport England, the Mortgage Advice Bureau Foundation and the Sir James Knott Foundation are all towards rebound therapy.

The grants from Karbon Homes, Children In Need, the Webb Family Charitable Trust, Baily Thomas Charitable Fund, Northumberland Village Homes Trust (Community Foundation), the Shears Foundation and the William Leech Foundation are towards sensory processing.

24. Analysis of Net Assets Between Funds

	Unrestricted Funds £	Restricted Funds £	Total Funds 2025 £
Tangible fixed assets	865,199	—	865,199
Investments	490,000	—	490,000
Current assets	440,656	55,527	496,183
Creditors less than 1 year	(82,382)	—	(82,382)
Creditors greater than 1 year	(75,452)	—	(75,452)
Net assets	1,638,021	55,527	1,693,548

	Unrestricted Funds £	Restricted Funds £	Total Funds 2024 £
Tangible fixed assets	866,413	—	866,413
Investments	580,000	—	580,000
Current assets	371,342	75,053	446,395
Creditors less than 1 year	(62,274)	—	(62,274)
Creditors greater than 1 year	(265,970)	—	(265,970)
Net assets	1,489,511	75,053	1,564,564

25. Analysis of Changes in Net Debt

	At 1 Jan 2025 £	Cash flows £	At 31 Dec 2025 £
Cash at bank and in hand	407,402	(2,409)	404,993
Debt due within one year	(47,628)	32,639	(14,989)
Debt due after one year	(265,970)	190,518	(75,452)
	93,804	220,748	314,552

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2025

26. Related Parties

Fees of £12,357 (2024 - £21,970) were paid to Bradley Hall, Chartered Surveyors and Estate Agents for management of the investment properties. Mr P Bartley is a director of Bradley Hall and a trustee of Heel & Toe.

The charity's pension scheme is managed by St James' Place Wealth Management. Mr P Gilsenan is the principal of Paul Gilsenan Wealth Management, a partner practice of St James' Place Wealth Management and he is also a trustee of the charity. No fees were paid by the charity to St James' Place Wealth Management during the year.

Heel and Toe Ltd
Management Information
Year Ended 31 December 2025

The Following Pages Do Not Form Part of the Financial Statements.

Heel and Toe Ltd

Detailed Statement of Financial Activities

Year Ended 31 December 2025

	2025 £	2024 £
Income and endowments		
Donations and legacies		
Donations	70,517	87,313
Hydro appeal donations	30,502	—
Gift Aid	67,305	26,717
The Masonic Charitable Foundation	—	30,115
The William Leech Foundation	3,000	5,000
Sport England	—	10,000
Baily Thomas Charitable Fund	5,000	—
Sir James Knott Foundation	9,876	—
Ballinger Charitable Trust	18,000	18,000
James Tudor Trust	—	5,000
Barbour Foundation	—	15,000
Awards For All	—	17,036
Garfield Weston	30,000	—
Sir John Priestman Trust	—	5,000
The February Foundation	—	4,938
County Durham Community Foundation	—	5,000
The Webb Family Charitable Trust	3,000	—
Northumberland Village Homes Trust (Community Foundation)	5,000	—
Mortgage Advice Bureau Foundation	—	5,000
Percy Bilton Trust	—	5,000
The Shears Foundation	5,850	5,610
Small grants £3,000 and less	21,175	19,605
	<u>269,225</u>	<u>264,334</u>
Charitable activities		
Massage	7,607	5,708
Hydrotherapy	130,378	95,382
Speech & language	11,741	36,066
Physiotherapy	40,833	45,537
Occupational Therapy	144	5,366
Other services	5,749	1,646
	<u>196,452</u>	<u>189,705</u>

Other trading activities

Heel and Toe Ltd

Detailed Statement of Financial Activities (continued)

Year Ended 31 December 2025

	2025 £	2024 £
Income from stores	14,536	15,781
Charity Ball	65,617	67,420
Great North Run	121,241	111,712
Brick Services Ball	20,346	30,169
Other fundraising events	219,282	177,002
	<u>441,022</u>	<u>402,084</u>
Investment income		
Rental income	54,232	54,021
	<u>54,232</u>	<u>54,021</u>
Total income	<u>960,931</u>	<u>910,144</u>
Expenditure		
Costs of other trading activities		
Event costs	132,496	104,861
	<u>132,496</u>	<u>104,861</u>
Expenditure on charitable activities		
Wages	467,632	560,658
NIC	39,507	42,893
Pension	21,810	25,689
Insurance	19,710	10,988
Other premises costs	32,222	35,528
Professional fees	30,877	36,342
Telephone	6,721	8,564
Stationery, postage and other office costs	24,314	32,747
Depreciation	6,606	6,209
Loan interest	12,157	25,820
Profit on disposal of investment property	(35,000)	—
Maintenance, consumables and miscellaneous	42,716	39,133
Expensed equipment	—	2,447
Staff expenses	28,679	28,681
	<u>697,951</u>	<u>855,699</u>
Governance costs		
Accountancy fees	1,500	1,440
	<u>1,500</u>	<u>1,440</u>
Expenditure on charitable activities	<u>699,451</u>	<u>857,139</u>
	<u>699,451</u>	<u>857,139</u>
Total expenditure	<u>831,947</u>	<u>962,000</u>
	<u>831,947</u>	<u>962,000</u>
Net income/(expenditure)	<u>128,984</u>	<u>(51,856)</u>

HEEL AND TOE LTD

England & Wales - Charity number 1125695

Accounts

Heel and Toe Ltd
Financial Statements
For the Year Ending
31 December 2024

JANE ASCROFT ACCOUNTANCY LIMITED

Chartered Accountants
Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Heel and Toe Ltd
Financial Statements
Year Ended 31 December 2024

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Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report)

Year Ended 31 December 2024

The trustees, who are also the directors for the purposes of company law, present their report and the unaudited financial statements of the charity for the year ended 31 December 2024.

Objectives

Our Mission

Heel & Toe supports children and young people with profound physical and neurological disabilities from the North East region to live active, fulfilling, independent lives by the provision of free and subsidised therapy.

Achieving our Mission

We offer a range of services, led by highly qualified therapists, to children and young people of all ages from 3 months to 19 years (in line with current NHS Children and Young Adult Services criterion). Therapy sessions can be one-to-one or group, depending on the child's needs, and are available from 9.30am to 6.00pm, Monday to Friday. We liaise with all external organisations concerned with a child's care to aid and assist the NHS, Social Services and the LEA wherever possible and to develop and enhance our service.

Our Vision

Our vision is to support children with disabilities to live full, productive lives where possibilities and opportunities are not constrained by their disabilities. We focus on supporting achievement and building on a child's success. We aim to improve children and young people's quality of life, and that of their families, by supporting them to make real improvements to their physical and emotional health. This in turn improves their level of confidence and self-esteem, motivation and fun. We want children, young people and their families to have the chance to look forward to a more independent and fulfilling future.

Value Statement: we believe that no child or young person should be denied Conductive Education due to a lack of money.

Activities and Achievements

For details of our activities and achievements please see our annual report.

Financial Review

Total income for the year was £910,144 (2023 - £909,818) and expenditure was £962,000 (2023 - £984,342). There was a deficit of £51,856 (2023 - £74,524).

At 31st December 2024 net assets were £1,564,564 (2023 - £1,619,293). We owned fixed assets and investment properties valued at £1,446,413 (2023 - £1,443,803) which are partly financed by long term loans of £265,970 (2023 - £320,102). Net current assets totalled £384,121 (2023 - £495,592). Restricted funds were £75,053 (2023 - £76,316) and general funds (reserves) were £342,529 (2023 - £436,233).

We aim to hold reserves equal to between 3 months and 6 months running costs excluding depreciation and fundraising costs which currently equates to between £212,500 and £425,000. Actual reserves at 31st December 2024 were £342,529 so are within the desired range.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2024

Structure, Governance and Management

The charity was incorporated as a company limited by guarantee on 27th June 2008 with company number 06632056. It was registered as a charity on 3rd September 2008 with charity number 1125695. Initially the charity operated under the name Step Forward Together - NE Limited. The name was changed to Heel and Toe Limited on 6th October 2008. The charity is governed by the Memorandum and Articles of Association dated 27th June 2008 as amended upon the change of name on 6th October 2008.

Heel and Toe Limited is governed by its trustee board, which is responsible for setting the strategic direction of the organisation and the policy of the charity. The trustees carry the ultimate responsibility for the conduct of Heel and Toe Limited and for ensuring that the charity satisfies its legal and contractual obligations. The Trustees met a total of six times in the year to discuss and consider matters relating to the Charity.

Public Benefit

Our main activities and who we help are described elsewhere in this report. All our charitable activities are undertaken to further our charitable purposes for the public benefit. The Trustees have had regard to the Charity Commission's guidance on public benefit throughout the year when deciding on the activities of the charity.

Policies & Procedures

We have policies in place which include:

- Child Protection Policy
- Health & Safety
- Fire & Emergency Policy
- Equal Opportunity Policy
- Environmental Policy
- Organisational file
- Staff Induction
- Enhanced DBS (previously CRB)
- Recruitment procedure

Our policies are regularly updated and periodically checked, vetted and authorised.

The major risks facing the charity have been reviewed and systems or procedures have been established to manage those risks.

The remuneration of key management personnel is agreed by the trustee board.

At Heel and Toe we will endeavour to:

- Continue to provide the best support we can for children and families
- Continue to listen and involve children and families in the development of our services
- Continue to adopt and share 'best practice'
- Continue to update our knowledge and skills to reflect in our service provision
- Continue to use our funds effectively for the benefit of the children and families who attend

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2024

Reference and Administrative Details

Registered charity name Heel and Toe Ltd
Charity registration number 1125695
Company registration number 06632056
Principal office and registered office 40 Front Street
Pelton
Chester-Le-Street
County Durham
DH2 1DE

The Trustees

Mr P S Gilsenan
Ms A J Kirtley
Miss H E F Hastie
Mr P Bartley
Mr A M Guest
Mr C Higgins
Ms H Plunkett
Mr M W Ward
Mr M Clasper
Ms J Turner

(Appointed 16 October 2024)

Mr D Long

Company Secretary Mr P S Gilsenan

Independent Examiner Jane Ascroft FCA MA (Cantab)
Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Small Company Provisions

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

The trustees' annual report was approved on 10/2/2025 and signed on behalf of the board of trustees by:



Mr P S Gilsenan
Charity Secretary

Heel and Toe Ltd

Independent Examiner's Report to the Trustees of Heel and Toe Ltd

Year Ended 31 December 2024

I report to the trustees on my examination of the financial statements of Heel and Toe Ltd ('the charity') for the year ended 31 December 2024.

Responsibilities and Basis of Report

As the trustees of the company (and also its directors for the purposes of company law) you are responsible for the preparation of the financial statements in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of the charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent Examiner's Statement

Since the charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales (ICAEW), which is one of the listed bodies.

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

1. accounting records were not kept in respect of the charity as required by section 386 of the 2006 Act; or
2. the financial statements do not accord with those records; or
3. the financial statements do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination; or
4. the financial statements have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Jane Ascroft FCA MA (Cantab)
Independent Examiner

Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Heel and Toe Ltd

Statement of Financial Activities (including income and expenditure account)

Year Ended 31 December 2024

			2024		2023
	Note	Unrestricted funds £	Restricted funds £	Total funds £	Total funds £
Income and endowments					
Donations and legacies	5	114,030	150,304	264,334	265,798
Charitable activities	6	189,705	—	189,705	179,257
Other trading activities	7	402,084	—	402,084	406,332
Investment income	8	54,021	—	54,021	58,431
Total income		<u>759,840</u>	<u>150,304</u>	<u>910,144</u>	<u>909,818</u>
Expenditure					
Expenditure on raising funds:					
Costs of other trading activities	9	104,861	—	104,861	107,335
Expenditure on charitable activities	10,11	705,572	151,567	857,139	877,007
Total expenditure		<u>810,433</u>	<u>151,567</u>	<u>962,000</u>	<u>984,342</u>
Net expenditure		<u>(50,593)</u>	<u>(1,263)</u>	<u>(51,856)</u>	<u>(74,524)</u>
Other recognised gains and losses					
Gains/(losses) on revaluation of investment properties		(2,873)	—	(2,873)	—
Net movement in funds		<u>(53,466)</u>	<u>(1,263)</u>	<u>(54,729)</u>	<u>(74,524)</u>
Reconciliation of funds					
Total funds brought forward		1,542,977	76,316	1,619,293	1,693,817
Total funds carried forward		<u>1,489,511</u>	<u>75,053</u>	<u>1,564,564</u>	<u>1,619,293</u>

The statement of financial activities includes all gains and losses recognised in the year.
All income and expenditure derive from continuing activities.

The notes on pages 9 to 22 form part of these financial statements.

Heel and Toe Ltd

Statement of Financial Position

31 December 2024

	Note	2024 £	2023 £
Fixed Assets			
Tangible fixed assets	16	866,413	863,803
Investments	17	580,000	580,000
		<u>1,446,413</u>	<u>1,443,803</u>
Current Assets			
Stocks	18	1,400	1,400
Debtors	19	37,593	26,838
Cash at bank and in hand		407,402	528,212
		<u>446,395</u>	<u>556,450</u>
Creditors: amounts falling due within one year	20	<u>62,274</u>	<u>60,858</u>
Net Current Assets		<u>384,121</u>	<u>495,592</u>
Total Assets Less Current Liabilities		<u>1,830,534</u>	<u>1,939,395</u>
Creditors: amounts falling due after more than one year	21	<u>265,970</u>	<u>320,102</u>
Net Assets		<u>1,564,564</u>	<u>1,619,293</u>
Funds of the Charity			
Restricted funds		75,053	76,316
Unrestricted funds		1,489,511	1,542,977
Total charity funds	23	<u>1,564,564</u>	<u>1,619,293</u>

For the year ending 31 December 2024 the charity was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

Directors' responsibilities:

- The members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476;
- The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of financial statements.

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The statement of financial position
continues on the following page.
The notes on pages 9 to 22 form part of these financial statements.

Heel and Toe Ltd

Statement of Financial Position *(continued)*

31 December 2024

These financial statements were approved by the board of trustees and authorised for issue on 10/02/2025., and are signed on behalf of the board by:



Mr M W Ward
Trustee

The notes on pages 9 to 22 form part of these financial statements.

Heel and Toe Ltd

Statement of Cash Flows

Year Ended 31 December 2024

	2024 £	2023 £
Cash Flows from Operating Activities		
Net expenditure	(51,856)	(74,524)
<i>Adjustments for:</i>		
Depreciation of tangible fixed assets	6,209	6,469
Dividends, interest and rents from investments	(54,021)	(58,431)
Interest payable and similar charges	25,820	26,840
Accrued income	–	(1,000)
<i>Changes in:</i>		
Stocks	–	600
Trade and other debtors	(10,755)	84
Trade and other creditors	(5,089)	(3,804)
Cash generated from operations	(89,692)	(103,766)
Interest paid	(25,820)	(26,840)
Net cash used in operating activities	<u>(115,512)</u>	<u>(130,606)</u>
Cash Flows from Investing Activities		
Dividends, interest and rents from investments	54,021	58,431
Purchase of tangible assets	(11,692)	(48,992)
Net cash from investing activities	<u>42,329</u>	<u>9,439</u>
Cash Flows from Financing Activities		
Proceeds from borrowings	(47,627)	(41,125)
Net cash used in financing activities	<u>(47,627)</u>	<u>(41,125)</u>
Net Decrease in Cash and Cash Equivalents	(120,810)	(162,292)
Cash and Cash Equivalents at Beginning of Year	528,212	690,504
Cash and Cash Equivalents at End of Year	<u>407,402</u>	<u>528,212</u>

The notes on pages 9 to 22 form part of these financial statements.

Heel and Toe Ltd

Notes to the Financial Statements

Year Ended 31 December 2024

1. General Information

The charity is a public benefit entity and a private company limited by guarantee, registered in England and Wales and a registered charity in England and Wales. The address of the registered office is 40 Front Street, Pelton, Chester-Le-Street, County Durham, DH2 1DE.

2. Statement of Compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland', the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (Charities SORP (FRS 102)) and the Companies Act 2006.

3. Accounting Policies

Basis of Preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investments measured at fair value through income or expenditure.

The financial statements are prepared in sterling, which is the functional currency of the entity.

The entity is a Public Benefit Entity.

Going Concern

There are no material uncertainties about the charity's ability to continue.

Judgements and Key Sources of Estimation Uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The trustees consider that there are no significant estimates or judgements affecting these financial statements.

Fund Accounting

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the purposes of the charity. Unrestricted funds include a revaluation reserve representing the restatement of investment assets at market values.

Designated funds are unrestricted funds earmarked by the trustees for specific purposes.

Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2024

3. Accounting Policies *(continued)*

Income

All income is included in the statement of financial activities when the charity is entitled to the income, any performance related conditions attached have been met or are fully within the control of the charity, the income is considered probable and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacy income is received by way of donations, legacies, grants and gifts and is included in full in the Statement of Financial Activities when receivable. Where legacies have been notified to the charity but the criteria for income recognition have not been met, the legacy is treated as a contingent asset and disclosed if material. Grants, where entitlement is not conditional on the delivery of a specific performance by the charity, are recognised when the charity becomes unconditionally entitled to the grant.

Donated services and facilities are included at the value to the charity, being the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market.

Investment income is included when receivable.

Income from charitable trading activity is accounted for when earned.

Income from grants, where related to performance and specific deliverables, are accounted for as the charity earns the right to consideration by its performance.

Expenditure

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

Costs of raising funds comprise the costs associated with attracting donations, grants and legacies and the costs of trading for fundraising purposes.

Charitable expenditure comprises those costs incurred by the charity 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.

Other expenditure includes all expenditure that is neither related to raising funds for the charity nor part of its expenditure on charitable activities.

All costs are allocated between the expenditure categories of the SOFA on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly, others are apportioned on an appropriate basis, as set out in the notes to the accounts.

Tangible Assets

Tangible fixed assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. The costs of minor additions or those costing below £500 are not capitalised.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2024

3. Accounting Policies *(continued)*

Depreciation

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:

Freehold Property	-	1% straight line
Fixtures, Fittings & Equipment	-	20% reducing balance
Computer Equipment	-	Over 3 years straight line
Therapy & Sensory Equipment	-	20% reducing balance

Depreciation on freehold property has not been provided for as it is considered to be immaterial.

Investments

Unlisted equity investments are initially recorded at cost, and subsequently measured at fair value. If fair value cannot be reliably measured, assets are measured at cost less impairment.

Listed investments are measured at fair value with changes in fair value being recognised in income or expenditure.

Investment Property

Investment property is measured initially at cost and subsequently at fair value at the reporting date. Depreciation is not provided.

Impairment of Fixed Assets

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stock to its present location and condition.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2024

3. Accounting Policies *(continued)*

Financial Instruments

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

Basic financial instruments are initially recognised at the amount receivable or payable including any related transaction costs, 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.

Current assets and current liabilities are subsequently measured at the cash or other consideration expected to be paid or received and not discounted.

Debt instruments are subsequently measured at amortised cost.

Defined Contribution Plans

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as an expense in the period in which it arises.

Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

Accrued income and tax recoverable is included at the best estimate of the amounts receivable at the balance sheet date.

Cash at Bank and in Hand

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2024

3. Accounting Policies *(continued)*

Creditors

Creditors are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors are normally recognised at their settlement amount after allowing for any trade discounts due.

Taxation

The company is considered to pass the tests set out in Paragraph 1 Schedule 6 of the Finance Act 2010 and therefore it meets the definition of a charitable company for UK corporation tax purposes. Accordingly, the company is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 Part 11 of the Corporation Tax Act 2010 or Section 256 of the taxation of Chargeable Gains Act 1992, to the extent that such income or gains are applied exclusively to charitable purposes.

4. Limited by Guarantee

The company is limited by guarantee. At 31st December 2024 there were 10 members each of whom had undertaken to contribute an amount not exceeding £10 in the event of a winding up.

The company is under the control of the directors as a body and as such is not controlled by any individual.

5. Donations and Legacies

	Unrestricted Funds £	Restricted Funds £	Total Funds 2024 £
Donations			
Donations	87,313	–	87,313
Gift Aid	26,717	–	26,717
Grants			
The Masonic Charitable Foundation	–	30,115	30,115
The William Leech Foundation	–	5,000	5,000
Sport England	–	10,000	10,000
Ballinger Charitable Trust	–	18,000	18,000
James Tudor Trust	–	5,000	5,000
Barbour Foundation	–	15,000	15,000
Awards For All	–	17,036	17,036
Sir John Priestman Trust	–	5,000	5,000
The February Foundation	–	4,938	4,938
County Durham Community Foundation	–	5,000	5,000
Mortgage Advice Bureau Foundation	–	5,000	5,000
Percy Bilton Trust	–	5,000	5,000
The Shears Foundation	–	5,610	5,610
Small grants £3,000 and less	–	19,605	19,605
	<u>114,030</u>	<u>150,304</u>	<u>264,334</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2024

	Unrestricted Funds £	Restricted Funds £	Total Funds 2023 £
Donations			
Donations	109,677	—	109,677
Gift Aid	34,442	—	34,442
Grants			
The Masonic Charitable Foundation	—	30,116	30,116
Baily Thomas Charitable Fund	—	4,500	4,500
Nationwide	—	9,000	9,000
Barbour Foundation	—	4,500	4,500
The Hospital Saturday Fund	—	7,000	7,000
Sir John Priestman Trust	—	5,000	5,000
The February Foundation	—	4,500	4,500
The Edward Gostling Trust	—	10,000	10,000
Hobson Charity	—	3,937	3,937
The Bernard Sunley Foundation	—	10,000	10,000
Small grants £3,000 and less	—	33,126	33,126
	<u>144,119</u>	<u>121,679</u>	<u>265,798</u>

6. Charitable Activities

	Unrestricted Funds £	Total Funds 2024 £	Unrestricted Funds £	Total Funds 2023 £
Hydrotherapy	95,382	95,382	84,702	84,702
Speech & language	36,066	36,066	35,766	35,766
Physiotherapy	45,537	45,537	40,154	40,154
Occupational Therapy	5,366	5,366	14,075	14,075
Other services	7,354	7,354	4,560	4,560
	<u>189,705</u>	<u>189,705</u>	<u>179,257</u>	<u>179,257</u>

7. Other Trading Activities

	Unrestricted Funds £	Total Funds 2024 £	Unrestricted Funds £	Total Funds 2023 £
Income from stores	15,781	15,781	12,423	12,423
Charity Ball	67,420	67,420	75,542	75,542
Great North Run	111,712	111,712	111,972	111,972
Brick Services Ball	30,169	30,169	32,130	32,130
Other fundraising events	177,002	177,002	174,265	174,265
	<u>402,084</u>	<u>402,084</u>	<u>406,332</u>	<u>406,332</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2024

8. Investment Income

	Unrestricted Funds	Total Funds 2024	Unrestricted Funds	Total Funds 2023
	£	£	£	£
Rental income	<u>54,021</u>	<u>54,021</u>	<u>58,431</u>	<u>58,431</u>

9. Costs of Other Trading Activities

	Unrestricted Funds	Total Funds 2024	Unrestricted Funds	Total Funds 2023
	£	£	£	£
Cost of fundraising events	<u>104,861</u>	<u>104,861</u>	<u>107,335</u>	<u>107,335</u>

10. Expenditure on Charitable Activities by Fund Type

	Unrestricted Funds	Restricted Funds	Total Funds 2024
	£	£	£
Expenditure on charitable activities	704,132	151,567	855,699
Support costs	<u>1,440</u>	<u>—</u>	<u>1,440</u>
	<u>705,572</u>	<u>151,567</u>	<u>857,139</u>

	Unrestricted Funds	Restricted Funds	Total Funds 2023
	£	£	£
Expenditure on charitable activities	828,677	46,930	875,607
Support costs	<u>1,400</u>	<u>—</u>	<u>1,400</u>
	<u>830,077</u>	<u>46,930</u>	<u>877,007</u>

11. Expenditure on Charitable Activities by Activity Type

	Activities undertaken directly	Support costs	Total funds 2024	Total fund 2023
	£	£	£	£
Expenditure on charitable activities	855,699	—	855,699	875,607
Governance costs	<u>—</u>	<u>1,440</u>	<u>1,440</u>	<u>1,400</u>
	<u>855,699</u>	<u>1,440</u>	<u>857,139</u>	<u>877,007</u>

12. Net Expenditure

Net expenditure is stated after charging/(crediting):

	2024	2023
	£	£
Depreciation of tangible fixed assets	<u>6,209</u>	<u>6,469</u>

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2024

13. Independent Examination Fees

	2024	2023
	£	£
Fees payable to the independent examiner for:		
Independent examination of the financial statements	<u>1,440</u>	<u>1,400</u>

14. Staff Costs

The total staff costs and employee benefits for the reporting period are analysed as follows:

	2024	2023
	£	£
Wages and salaries	560,658	556,820
Social security costs	42,893	42,233
Employer contributions to pension plans	<u>25,689</u>	<u>29,120</u>
	<u>629,240</u>	<u>628,173</u>

The average head count of employees during the year was 24 (2023: 24). The average number of full-time equivalent employees during the year is analysed as follows:

	2024	2023
	No.	No.
Number of fundraising staff	2	2
Number of administration staff	2	2
Number of management staff	1	1
Number of clinical staff	<u>19</u>	<u>19</u>
	<u>24</u>	<u>24</u>

No employee received employee benefits of more than £60,000 during the year (2023: Nil).

Key Management Personnel

Key management personnel include all persons that have authority and responsibility for planning, directing and controlling the activities of the charity. The total compensation paid to key management personnel for services provided to the charity was £35,400 (2023: £41,954).

15. Trustee Remuneration and Expenses

Trustees received no remuneration or expenses during the current or previous year.

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2024

16. Tangible Fixed Assets

	Freehold property £	Fixtures, Fittings & Equipment £	Computer Equipment £	Therapy & Sensory Equipment £	Total £
Cost					
At 1 January 2024	1,088,211	40,519	56,578	46,177	1,231,485
Additions	7,274	–	–	4,418	11,692
Revaluations	(2,873)	–	–	–	(2,873)
At 31 December 2024	1,092,612	40,519	56,578	50,595	1,240,304
Depreciation					
At 1 January 2024	242,612	34,457	50,966	39,647	367,682
Charge for the year	–	1,213	2,806	2,190	6,209
At 31 December 2024	242,612	35,670	53,772	41,837	373,891
Carrying amount					
At 31 December 2024	850,000	4,849	2,806	8,758	866,413
At 31 December 2023	845,599	6,062	5,612	6,530	863,803

17. Investments

	Investment properties £
Cost or valuation	
At 1 January 2024 and 31 December 2024	580,000
Impairment	
At 1 January 2024 and 31 December 2024	
Carrying amount	
At 31 December 2024	580,000
At 31 December 2023	580,000

All investments shown above are held at valuation.

Investment properties

The investment properties are valued annually by Peter Bartley, Trustee who is the Group Director of Bradley Hall, Chartered Surveyors and Estate Agents. Peter Bradley is a Chartered Surveyor (MRICS).

Investments comprise investment properties in Sherburn, Gateshead, Wallsend and Alnwick.

18. Stocks

	2024 £	2023 £
Merchandise stock	1,400	1,400

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2024

19. Debtors

	2024	2023
	£	£
Trade debtors	14,041	7,252
Prepayments and accrued income	18,619	11,381
Gift Aid debtor	4,933	7,305
Other debtors	—	900
	<u>37,593</u>	<u>26,838</u>

20. Creditors: amounts falling due within one year

	2024	2023
	£	£
Bank loans and overdrafts	47,628	41,123
Accruals and deferred income	1,400	1,400
Social security and other taxes	10,746	15,835
Other creditors	2,500	2,500
	<u>62,274</u>	<u>60,858</u>

The bank loans are secured by legal charges over 40 Front Street Pelton, 80-84 Park Road Wallsend and the hydrotherapy centre.

21. Creditors: amounts falling due after more than one year

	2024	2023
	£	£
Bank loans and overdrafts	<u>265,970</u>	<u>320,102</u>

The bank loans are secured by legal charges over 40 Front Street Pelton, 80-84 Park Road Wallsend and the hydrotherapy centre.

Included within creditors: amounts falling due after more than one year is an amount of £111,291 (2023: £181,441) in respect of liabilities payable or repayable by instalments which fall due for payment after more than five years from the reporting date.

The two mortgages are repayable in instalments over 5 and 15 years at varying interest rates of 2.54% and 3.56% above Bank Base Rate.

22. Pensions and Other Post Retirement Benefits

Defined contribution plans

The amount recognised in income or expenditure as an expense in relation to defined contribution plans was £25,689 (2023: £29,120).

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2024

23. Analysis of Charitable Funds

Unrestricted funds

	At 1 Jan 2024 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2024 £
General Funds	436,233	759,840	(804,224)	(49,320)	–	342,529
Capital Fund	1,106,744	–	(6,209)	49,320	(2,873)	1,146,982
	<u>1,542,977</u>	<u>759,840</u>	<u>(810,433)</u>	<u>–</u>	<u>(2,873)</u>	<u>1,489,511</u>

	At 1 Jan 2023 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2023 £
General Funds	620,640	788,139	(930,943)	(41,603)	–	436,233
Capital Fund	1,033,177	–	(6,469)	80,036	–	1,106,744
	<u>1,653,817</u>	<u>788,139</u>	<u>(937,412)</u>	<u>38,433</u>	<u>–</u>	<u>1,542,977</u>

The capital fund is the value of assets held offset by loans held with security against those assets.

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2024

23. Analysis of Charitable Funds (continued)

Restricted funds

	At 1 Jan 2024 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2024 £
The February Foundation	–	4,938	–	–	–	4,938
Hobson Charity Barbour Foundation	–	–	–	–	–	–
	4,500	15,000	(4,500)	–	–	15,000
Sir John Priestman Charity Trust	–	5,000	–	–	–	5,000
The Edward Gostling Foundation	10,000	–	(10,000)	–	–	–
The Masonic Charitable Foundation	30,116	30,115	(30,116)	–	–	30,115
Nationwide	9,000	–	(9,000)	–	–	–
The Hospital Saturday Fund	7,000	–	(7,000)	–	–	–
The Gyll Leng Trust	3,000	–	(3,000)	–	–	–
The Joicey Trust	3,000	–	(3,000)	–	–	–
The Hedley Foundation	3,000	–	(3,000)	–	–	–
Awards For All Ballinger	–	17,036	(17,036)	–	–	–
Charitable Trust	–	18,000	(18,000)	–	–	–
Sport England County Durham Community Foundation	–	10,000	–	–	–	10,000
	–	5,000	(5,000)	–	–	–
Percy Bilton Trust	–	5,000	(5,000)	–	–	–
James Tudor Foundation	–	5,000	(5,000)	–	–	–
The Shears Foundation	–	5,610	(5,610)	–	–	–
The William Leech	–	5,000	(5,000)	–	–	–
Mortgage Advice Bureau Foundation	–	5,000	–	–	–	5,000
Other grants £3,000 or less	6,700	19,605	(21,305)	–	–	5,000
	<u>76,316</u>	<u>150,304</u>	<u>(151,567)</u>	<u>–</u>	<u>–</u>	<u>75,053</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2024

23. Analysis of Charitable Funds (continued)

	At 1 Jan 2023 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2023 £
Clothworkers' Foundation	40,000	–	(2,785)	(37,215)	–	–
The Bernard Sunley Foundation	–	10,000	(10,000)	–	–	–
The February Foundation	–	4,500	(4,500)	–	–	–
Hobson Charity	–	3,937	(3,937)	–	–	–
Barbour Foundation	–	4,500	–	–	–	4,500
Sir John Priestman Charity Trust	–	5,000	(5,000)	–	–	–
Baily Thomas Charitable Fund	–	4,500	(4,500)	–	–	–
Beatrice Laing Trust	–	2,000	(2,000)	–	–	–
The Edward Gostling Foundation	–	10,000	–	–	–	10,000
The Masonic Charitable Foundation	–	30,116	–	–	–	30,116
Nationwide	–	9,000	–	–	–	9,000
The Hospital Saturday Fund	–	7,000	–	–	–	7,000
The Gyll Leng Trust	–	3,000	–	–	–	3,000
The Joicey Trust	–	3,000	–	–	–	3,000
The Hedley Foundation	–	3,000	–	–	–	3,000
Other grants	–	22,126	(14,208)	(1,218)	–	6,700
£3,000 or less	–	22,126	(14,208)	(1,218)	–	6,700
	<u>40,000</u>	<u>121,679</u>	<u>(46,930)</u>	<u>(38,433)</u>	<u>–</u>	<u>76,316</u>

The grant from the Percy Bilton Trust is towards equipment.

The grant from the Ballinger Charitable Trust is towards core costs.

The grants from the Edward Gostling Foundation, Awards For All, County Durham Community Foundation and the James Tudor Foundation are towards sensory integration therapy.

The grants from the Masonic Charitable Foundation, Nationwide, the Hospital Saturday Fund, the Gyll Leng Trust, the Joicey Trust and the Hedley Foundation are all towards hippotherapy.

The grants from the February Foundation, the Barbour Foundation, Sir John Priestman Charity Trust, Sport England, the Shears Foundation, the Mortgage Advice Bureau Foundation and the William Leech Foundation are all towards rebound therapy.

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2024

24. Analysis of Net Assets Between Funds

	Unrestricted Funds £	Restricted Funds £	Total Funds 2024 £
Tangible fixed assets	866,413	–	866,413
Investments	580,000	–	580,000
Current assets	371,342	75,053	446,395
Creditors less than 1 year	(62,274)	–	(62,274)
Creditors greater than 1 year	(265,970)	–	(265,970)
Net assets	1,489,511	75,053	1,564,564

	Unrestricted Funds £	Restricted Funds £	Total Funds 2023 £
Tangible fixed assets	863,803	–	863,803
Investments	580,000	–	580,000
Current assets	480,134	76,316	556,450
Creditors less than 1 year	(60,858)	–	(60,858)
Creditors greater than 1 year	(320,102)	–	(320,102)
Net assets	1,542,977	76,316	1,619,293

25. Analysis of Changes in Net Debt

	At 1 Jan 2024 £	Cash flows £	At 31 Dec 2024 £
Cash at bank and in hand	528,212	(120,810)	407,402
Debt due within one year	(41,123)	(6,505)	(47,628)
Debt due after one year	(320,102)	54,132	(265,970)
	166,987	(73,183)	93,804

26. Related Parties

Fees of £21,970 (2023 - £18,464) were paid to Bradley Hall, Chartered Surveyors and Estate Agents for management of the investment properties. Mr P Bartley is a director of Bradley Hall and a trustee of Heel & Toe.

The charity's pension scheme is managed by St James' Place Wealth Management. Mr P Gilsenan is the principal of Paul Gilsenan Wealth Management, a partner practice of St James' Place Wealth Management and he is also a trustee of the charity. No fees were paid by the charity to St James' Place Wealth Management during the year.

Heel and Toe Ltd
Management Information
Year Ended 31 December 2024

The Following Pages Do Not Form Part of the Financial Statements.

Heel and Toe Ltd

Detailed Statement of Financial Activities

Year Ended 31 December 2024

	2024 £	2023 £
Income and endowments		
Donations and legacies		
Donations	87,313	109,677
Gift Aid	26,717	34,442
The Masonic Charitable Foundation	30,115	30,116
The William Leech Foundation	5,000	—
Sport England	10,000	—
Baily Thomas Charitable Fund	—	4,500
Nationwide	—	9,000
Ballinger Charitable Trust	18,000	—
James Tudor Trust	5,000	—
Barbour Foundation	15,000	4,500
Awards For All	17,036	—
The Hospital Saturday Fund	—	7,000
Sir John Priestman Trust	5,000	5,000
The February Foundation	4,938	4,500
The Edward Gostling Trust	—	10,000
County Durham Community Foundation	5,000	—
Hobson Charity	—	3,937
The Bernard Sunley Foundation	—	10,000
Mortgage Advice Bureau Foundation	5,000	—
Percy Bilton Trust	5,000	—
The Shears Foundation	5,610	—
Small grants £3,000 and less	19,605	33,126
	<u>264,334</u>	<u>265,798</u>
Charitable activities		
Hydrotherapy	95,382	84,702
Speech & language	36,066	35,766
Physiotherapy	45,537	40,154
Occupational Therapy	5,366	14,075
Other services	7,354	4,560
	<u>189,705</u>	<u>179,257</u>
Other trading activities		
Income from stores	15,781	12,423
Charity Ball	67,420	75,542
Great North Run	111,712	111,972
Brick Services Ball	30,169	32,130
Other fundraising events	177,002	174,265
	<u>402,084</u>	<u>406,332</u>
Investment income		
Rental income	54,021	58,431
	<u>54,021</u>	<u>58,431</u>
Total income	<u>910,144</u>	<u>909,818</u>

Heel and Toe Ltd

Detailed Statement of Financial Activities *(continued)*

Year Ended 31 December 2024

	2024 £	2023 £
Expenditure		
Costs of other trading activities		
Event costs	<u>104,861</u>	<u>107,335</u>
Expenditure on charitable activities		
<i>Activities undertaken directly</i>		
Wages	560,658	556,820
NIC	42,893	42,233
Pension	25,689	29,120
Insurance	10,988	21,948
Other premises costs	35,528	34,808
Professional fees	36,342	24,690
Telephone	8,564	6,690
Stationery, postage and other office costs	32,747	37,003
Depreciation	6,209	6,469
Loan interest	25,820	26,840
Maintenance, consumables and miscellaneous	39,133	42,091
Expensed equipment	2,447	18,090
Staff expenses	<u>28,681</u>	<u>28,805</u>
	<u>855,699</u>	<u>875,607</u>
Governance costs		
Accountancy fees	<u>1,440</u>	<u>1,400</u>
Expenditure on charitable activities	<u>857,139</u>	<u>877,007</u>
Total expenditure	<u>962,000</u>	<u>984,342</u>
Net expenditure	<u>(51,856)</u>	<u>(74,524)</u>

HEEL AND TOE LTD

England & Wales - Charity number 1125695

Accounts

Heel and Toe Ltd
Financial Statements
For the Year Ending
31 December 2023

JANE ASCROFT ACCOUNTANCY LIMITED

Chartered Accountants
Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XP

Heel and Toe Ltd
Financial Statements
Year Ended 31 December 2023

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Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report)

Year Ended 31 December 2023

The trustees, who are also the directors for the purposes of company law, present their report and the unaudited financial statements of the charity for the year ended 31 December 2023.

Chair's report

Welcome to the Heel & Toe Children's Charity Annual Report 2023.

It has been a busy year for Heel & Toe with the completion of our Hydrotherapy centre wraparound extension late in 2022, meaning we now have additional space to help more children across the North East region.

The additional space houses a brand-new therapy suite and will see the introduction of Rebound Therapy and Sensory Integration Therapy in 2024 subject to funding.

It was also an exciting year for Heel & Toe as we secured enough funding to introduce a new service known as Hippotherapy. Hippotherapy is the use of horse riding as a therapeutic or rehabilitative treatment. We are proud to be able to deliver such an innovative new service, that has found incredible results from the blocks delivered in 2023. We look forward to offering this service to more families in 2024.

My fellow Trustees and I are proud to serve the children and young people of the North East and hope you will stay with us on our journey to support every young person to reach their potential, regardless of their disability.

Thank you for your continued support.

Paul Gilsenan
Chair

Small steps lead to great things

Our journey since opening in 2008, with four children in a port-a-cabin annex at the rear of the Meadows School in Spennymoor, has been exciting, sometimes exasperating, but always rewarding.

In 2023 we saw the introduction of a new service known as hippotherapy, we are extremely grateful to the many funders who believe and share our vision to continue helping disabled children across the North East region. The new services we aim to deliver in 2024 will be exciting and innovative for the families we help at Heel & Toe.

I would like to extend my thanks to our many supporters who generously continue to fund our work and the hundreds of people who help, volunteer, fundraise, sponsor, and donate to Heel & Toe.

Lastly, I would like to thank all the children, parents, and carers whose care, dedication and input has been vital to the development of Heel & Toe Children's Charity.

Doug Long
Chief Executive

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

Objectives and Activities

Our Mission

Heel & Toe supports children and young people with profound physical and neurological disabilities from the North East region to live active, fulfilling, independent lives by the provision of free and subsidised therapy.

Achieving our Mission

We offer a range of services, led by highly qualified therapists, to children and young people of all ages from 3 months to 19 years (in line with current NHS Children and Young Adult Services criterion). Therapy sessions can be one-to-one or group, depending on the child's needs, and are available from 9.30am to 6.00pm, Monday to Friday. We liaise with all external organisations concerned with a child's care to aid and assist the NHS, Social Services and the LEA wherever possible and to develop and enhance our service.

Our Vision

Our vision is to support children with disabilities to live full, productive lives where possibilities and opportunities are not constrained by their disabilities. We focus on supporting achievement and building on a child's success. We aim to improve children and young people's quality of life, and that of their families, by supporting them to make real improvements to their physical and emotional health. This in turn improves their level of confidence and self-esteem, motivation and fun. We want children, young people and their families to have the chance to look forward to a more independent and fulfilling future.

Value Statement: we believe that no child or young person should be denied Conductive Education due to a lack of money.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

Our Achievements 2008-2023

2008 Heel & Toe was established in June 2008, and was granted charity status on 4 September 2008. The first Centre opened on 4 October 2008. Operating from a portable cabin, we offered FREE Conductive Education Therapy for any child with Cerebral Palsy from the North East.

2011 Demand for Heel & Toe's services were high and in 2011 the Charity relocated to larger rented premises in a more central location.

2012 The Charity launched additional therapies, including: physiotherapy, occupational therapy and speech and language therapy.

2013 & 2014 As part of its three-year plan, in August 2013 the Charity purchased its first building. After a period of fundraising the building was refurbished. This represented a saving of £40,000 in rent each year and allowed the Charity to recruit additional clinical staff. The Centre comprises of four therapy rooms and a sensory room.

2015 Heel & Toe launched intensive weekly block physiotherapy programmes.

2018 In 2018, after a 2-year fundraising campaign, Heel & Toe opened a state-of-the-art Hydrotherapy Pool. It is the only pool in the region providing goal-focused, monitored hydrotherapy led by fully qualified paediatric therapists, for children and young people.

At 30 square metres it is one of the largest Hydrotherapy pools in the region. It has an automatic track hoist system to lift children safely and quickly and the changing rooms are fully adapted with the most up-to-date changing beds and specialist showers. The pool area is equipped with sensory lighting and music, both above and below the water, which can be changed to suit mood and therapy objectives. There is a projector system to radiate shapes, patterns and colours over the pool's surface.

2020 When the COVID-19 pandemic began our teams quickly adapted to new ways of working. Our fundraising team worked from home, and our clinical team created a new online therapy service delivering therapy to children in their own homes. We worked hard to make our centre 'COVID-secure' for the gradual return of children from the Autumn with staff wearing full PPE and carrying out enhanced hygiene cleaning between each session.

2022 & 2023 After a period of fundraising the wraparound extension was nearing completion by the end of 2022 and due to open early 2023. The new therapy suite allows more land-based therapy. In 2022 Heel & Toe piloted a new project - hippotherapy, with the aim of having the project fully funded to offer to families for free. In 2023 we secured enough funding to offer hippotherapy as a free service.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

Current Services

We currently support over 220 children and young people, and their families, with a variety of therapies. We focus on supporting achievement and building on individual success.

We provide:

- Conductive Education
- Hydrotherapy
- Physiotherapy
- Speech and Language therapy
- Occupational Therapy
- Hippotherapy
- Massage Therapy
- Weekly and intensive block sessions
- Remote video assessments and therapy sessions

Families can expect:

- Full professional assessments for children
- Individual learning and therapy plans with clear goals for each child
- Regular review and monitoring of achievements with progression reports
- Home tasks for parents/carers to consolidate children's learning

Additional services include:

- Outreach service at home or school
- Parent support groups and forums
- Parent information, advice and guidance service including leaflets and parent information packs
- A 'signposting' service to guide children, young people, parents/carers to other supporting agencies
- Advocacy service - supporting parents with all aspects of legal and/or welfare benefits issues
- Proactive information service to local schools, GP surgeries, local hospitals and social services within the region

Conductive Education

Conductive Education is a form of special education and habilitation/rehabilitation for children and adults with motor disorders. It is appropriate for conditions where disease or damage to the central nervous system affects a person's ability to control movement. Conductive Education is an educational approach.

The aim is so that children can learn to overcome problems of movement as a way of enabling them to live more active, independent and fulfilling lives. Goals are regularly reviewed. Children are treated in groups where possible, creating an environment where cooperation, peer encouragement, social interaction and healthy competition is encouraged.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

Hydrotherapy

During Hydrotherapy sessions, children complete a series of exercises led by a qualified clinician, including gentle stretching of arms and legs, floating and relaxation exercises, strengthening exercises using the water's natural resistance and movement exercises to mimic walking or running etc.

Hydrotherapy has many physical and emotional benefits for children and young people with disabilities:

- 90% of the child's bodyweight is supported encouraging movement
- Water provides resistance to help strengthen and improve muscle tone
- Increases circulation, heart function and breathing control
- Reduces muscle spasms, joint stress, and pain
- Improves physical function - movement, coordination, and posture
- Improves flexibility, balance, and endurance
- Improves self-confidence and self-esteem - the child is 'free' to move independently and experience success
- Encourages relaxation and fun!

Physiotherapy

Our Physiotherapists are highly qualified in treating children and have done a great deal of specialist post graduate training. The treatments we can offer are:

- Education on posture
- Postural management
- Specialist seating advice
- Orthotic advice
- Gait analysis
- Advice and education to school staff (we are happy to liaise with support and teaching staff on matters such as Moving and Handling of the child, Postural advice, exercise etc.)
- Advice on home exercise
- Letter and report writing for other staff
- Land based exercise prescription
- Bobath
- Hydrotherapy
- Advice on swimming
- Constraint Induced Movement Therapy
- Treadmill training
- Gym based programmes
- Rebound Therapy
- Advice on Riding Therapy

Our staff deliver a client centered approach where we ensure that the treatment programmes we devise are integrated into the child's daily routine and your family life. We can visit home, education settings or offer appointments at the centre at your convenience. We are happy to advise and teach family members how to best deliver therapy and ensure that this can be fun through play and social interaction in order to maximise the potential for the child.

Our therapists are all highly qualified with many years' experiences working with children. We have Bobath trained therapists and strive to continually update our professional knowledge to provide the most comprehensive assessment and treatments for your child.

Speech and Language Therapy

Our experienced Speech and Language therapist works with children of all abilities to develop their speech, language, and communication skills to the best of their ability. Our therapist provides a flexible approach to assessment by using a mix of formal (standardised and norm-referenced) and informal assessments to gain an accurate picture of a child's needs. This information is then used to plan effective, accessible and fun therapy for a child.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

Some children may need support to develop the building blocks necessary for language development, such as attention, listening, interaction and play skills. Others may be ready to develop their receptive and expressive language skills. Many children struggle to develop clear speech and so are likely to benefit from therapy to learn about sounds in words and how to use these sounds for talking. Some children require additional or alternative means to support their communication, such as signing or a symbol-based system. Play and games are often used in therapy sessions to ensure the treatment sessions are fun and engaging for each child.

Occupational Therapy

Occupational Therapy (OT) helps children with different needs develop skills to perform the purposeful activities that make up everyday life. It is useful for a wide range of conditions and problems and aims to help children be as independent as possible. Our Occupational Therapist is trained to assess the component areas involved in the performance of daily activities, which are sensory, motor, cognitive and psychosocial.

OT is helpful for children who are experiencing any difficulty in performing the daily activities expected of them, including self-care, movement and coordination, sensory processing, and modulation, play skills, attention and emotional regulation, handwriting and planning and organising skills at home or at school.

Hippotherapy

Heel and Toe are extremely proud to offer hippotherapy as part of our therapy offer. This unique therapy utilises the movement of a horse to stimulate and challenge the riders balance, tone, muscles, sensory and vestibular systems to promote motor learning. We offer hippotherapy in partnership with Washington Riding Centre.

In 2022 we conducted a pilot study, where 18 children received hippotherapy, and their outcomes were recorded in a variety of ways. We found that hippotherapy overwhelmingly promoted motor learning in all the children who took part, irrespective of how much their condition affected them. Results were particularly positive in younger children with complex disabilities, as well as those working on balance with emerging walking skills.

Currently hippotherapy is being offered to children who already access another service within Heel and Toe. Children with a wide range of challenges and diagnoses can benefit from hippotherapy, including Cerebral Palsy, development delay, genetic conditions, downs syndrome, coordination disorders, neuromuscular conditions amongst others.

Hippotherapy has been shown to have benefits across a range of areas including head control, postural control, normalizing tone, strength, balance, coordination, endurance, control, symmetry, communication, and participation.

We are delighted that this therapy is fully subsidised.

Massage Therapy

Therapeutic massage is the manipulation of soft body tissue, tendons, muscles, ligaments, skin, joints and connective tissues. The particular method used is a combination of 'pure massage' during which connective tissues and muscles are massaged, 'Swedish Massage' which concentrates on circular pressure/kneading/tapping to increase oxygen levels and improve circulation, 'Yoga' with soft movements to strengthen and improve muscle tone, and 'Chinese Reflexology' concentrating on reflex points on soles/tops/sides of feet, hands and face.

Massage Therapy:

- Stimulates digestion and elimination of waste thus helping with colic or constipation. It may also help premature babies absorb food and gain weight more easily
- Stimulates the flow of lymph and elimination of toxins. This will aid the immune system and help

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

resistance to infections

- Encourages muscle co-ordination
- Stimulates the central nervous system. This is important for both neurological and motor development
- Improves skin tone
- Aids recovery from childhood ailments such as asthma, catarrh, sleep problems, teething and earache
- Stimulates release of endorphins (happy hormones) that induce feelings of well-being
- Stimulates awareness
- Promotes trust between parent and child and can help children feel more secure
- Reduces anxiety, is calming and relaxing
- Improves bonding and attachment for parents and child through skin-to-skin contact, increased eye contact and gives parents confidence in caring for their child.

Intensive Block Therapy

Children typically have between one to four hours of different therapies each week. While regular therapy over a sustained timeframe is very beneficial, progress can be slower than desired. In recent years there has been much research to show that intensive, intermittent blocks of daily therapy, followed by a rest period, are highly effective in producing long-term gains more quickly, particularly in children with the most severe impairment.

During an Intensive Block children would have two hours of therapy every day for one or two weeks, followed by a rest period. Children can then return to ordinary weekly therapy, or have another block treatment, or a combination of these. We continue to see excellent results using this method of therapy. We are also able to combine disciplines to 'co-treat', whereby two or more specialist therapists will work together with children towards similar goals.

Remote Video Assessments and Therapy Sessions

During the pandemic we delivered therapy and carried out new child assessments using video call technology. Most children are planning to return to face-to-face therapy as soon as possible, but we understand that some children and families may feel more comfortable continuing to shield from unnecessary travel and interactions.

Therefore, we are pleased to be able to continue offering video therapy to children and young people, whether they have already attended Heel & Toe or if they are new to the charity, for as long as it is needed.

If you are interested in any of our services, please contact us on 0191 386 8606 or info@heelandtoe.org.uk

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

New Services - Rebound Therapy and Sensory Integration Therapy

In 2024 we hope to offer two new services, subject to funding.

Rebound Therapy

Rebound therapy increases physical health, motivation and confidence and enhances movement skills by using a specialist floor-sunken trampoline. Children and young people are accompanied on the trampoline by one or two therapists, depending on needs.

- Improves movement and balance due to the 'bounce' movement and gravity
- Increases heart/breathing rate and muscle tone
- Improves postural support by strengthening the joints and muscles
- Increases spatial awareness and coordination
- Improves communication skills - the child needs to interact with therapist
- Improves concentration - bouncing encourages the child to think about remaining stable
- Can be used with children with mild to complex disabilities.

Rebound therapy also provides a 'different' therapy for children who have limited access to do anything unusual, interesting and fun, whilst still supporting goal-focused outcomes for movement. The cost of the bespoke sunken trampoline, with a floor cover and XY hoist was £37,000. Our Physiotherapists are qualified to deliver Rebound Therapy and will be aided by our therapy assistants.

Sensory Integration Therapy

Sensory Integration refers to the processing, integration, and organisation of sensory information from the body and the environment. Sensory Integration is a part of everyone's development, and it is important in all things that we do daily. For most people, the development of sensory integration occurs when we are young as part of our normal development. However, for some people the sensory input is not organised appropriately in the brain and may produce varying degrees of problems in development, information processing, and behaviour.

Sensory Integration therapy includes structured exposure to sensory input, movement therapy, balance treatments, carefully designed and customised physical activities, and accommodations. This therapy uses play activities in ways designed to change how the brain reacts to touch, sounds, sight, and movement. Research has found that children receiving Sensory Integration therapy require less assistance from their parents in self-care and social situations.

Some of the benefits include modulation of sensory systems, self-regulations, improved function at school, home and community, improved independence, maximised functional ability to perform daily activities, enhanced motor planning ability, active involvement and exploration of environments, efficient organisation of sensory information, and improved communication and cognition. By changing how sensations are processed by the brain, we can help children make better sense of the information they receive and use it to better participate in everyday tasks.

Now that we have the resources, we would love to start offering this service to help children be as independent as possible with everyday activities at home, nursery, and school.

If you think you can help with our new projects, then please contact us on 0191 386 8606 or email info@heelandtoe.org.uk

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

Financial Review

Total income for the year was £909,818 (2022 - £864,372) and expenditure was £984,342 (2022 - £909,615). There was a deficit of £74,524 (2022 - £44,243).

At 31st December 2023 net assets were £1,619,293 (2022 - £1,693,817). We owned fixed assets and investment properties valued at £1,443,803 (2022 - £1,401,280) which are partly financed by long term loans of £320,102 (2022 - £357,293). Net current assets totalled £495,592 (2022 - £649,830). Restricted funds were £76,316 (2022 - £40,000) and general funds (reserves) were £436,233 (2022 - £620,640).

We aim to hold reserves equal to between 6 months and 12 months running costs excluding depreciation and fundraising costs which currently equates to between £435,000 and £870,000. Actual reserves at 31st December 2023 were £436,233 so are within the desired range.

Corporate Support

Heel & Toe receives an overwhelming amount of corporate support from many businesses every year. No matter how big or small a company is, there are always ways to support the charity including entering a team into one of our events, sponsoring t-shirts, fundraising in your place of work, volunteering at our events or even monthly donations through pay roll giving. A big thank you to Eco Simplified for donating £200 every month to the charity, raising a total of £7,500 so far!

Many businesses adopt us as their chosen charity, and this is not only good for Heel & Toe but encourages staff to get involved in the community and can boost team spirit. We have many events that are suitable for a business to enter a team, for example Everyone Active Sunderland have entered staff into the Ghyll Scramble, Canyon Challenge and Total Warrior. Lowes Financial Management Limited have entered a team in the Hadrian's Wall Walk, Three Peaks Challenge and organised their own walk. Co-op Birtley Depot supported Heel & Toe by entering a team into the Golf Day. A special thanks to businesses for getting so involved in supporting Heel & Toe.

Not only can a business get involved with one of our events, but a business can also organise their own event with the help and support from the Fundraising Team. For many years Bradley Hall Estate Agents have organised a Festive Fundraiser to support Heel & Toe. Brick Services have also organised their own event for four years in a row and raised £100,000 for the charity. The company organises an annual ball to celebrate their relationship with construction companies, but to also raise money for Heel & Toe.

CECA organise an awards evening annually and for three years in a row have chosen to support Heel & Toe, raising £17,000 in total. We thank you for your continued support, and for the introduction to so many other businesses within the North East.

Another way for businesses to support Heel & Toe is through sponsoring our events. A big thank you goes to Irwin Mitchell for their partnership with Heel & Toe for many years. Irwin Mitchell have sponsored numerous events and produced charity material at no cost. Their commitment to the charity is appreciated wholeheartedly.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

In 2022 Slater & Gordon Lawyers also partnered up with Heel & Toe and since then have sponsored several of our events including the Great North Run. We are so thrilled to have their support and look forward to our relationship growing in the future.

A big thank you to HFS Group who have supported Heel & Toe for many years. In 2023 HFS Group sponsored the Mini and Junior Great North Run event, and for two years in a row has bought all the children at Heel & Toe an Easter egg and a Christmas present. Thank you so much for your kindness.

We would like to thank Stanley Travel and The Scott Family for their ongoing support of the charity every year, bringing the total raised to over £10,000.

A big thank you to Starkold for their continued support of the charity every year, bringing the total raised to £10,000.

Another huge thank you to Nissan who donate to the charity every year, and in 2023 entered a team into the skydive. They have now raised £15,000 for the charity.

Finally, a huge thank you to Integrated Care Group for their monthly support in 2023, bringing their total raised to over £13,500.

If you think your business can support Heel & Toe in any way, please contact the Fundraising Team on 0191 386 8606 or email info@heelandtoe.org.uk

We look forward to working with you.

Our Fundraising Events

If you or someone you know would like to get involved with fundraising for Heel & Toe, please contact reception or speak to one of our Fundraisers on (0191) 386 8606, to find out more.

We have a huge range of opportunities available with something guaranteed to suit everyone! In 2024, events include:

- Bingo Goes Bonkers
- Northumberland Coast Challenge
- Canyon Challenge
- Superhero Walk
- Color Obstacle Rush
- All Ability Bike ride
- Annual Golf Day
- Summer Celebration and Awards
- Total Warrior
- Great North 10K
- Lakes Five Peaks
- Skydive
- Mini and Junior Great North Run
- Great North Run
- Annual Charity Ball
- Children's Christmas Party

Community Support

Heel & Toe relies on support from the community to continue offering our services to so many children. We would like to thank everyone who donates weekly in supermarkets to our volunteers who tin collect and bag pack. We would also like to thank schools and groups who choose to support us through different activities. If you think your school or group can support Heel & Toe in any way, please contact the Fundraising Team on 0191 386 8606 or email info@heelandtoe.org.uk

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

With Special Thanks

Heel & Toe would not be able to operate without the remarkable generosity of its volunteers, supporters, corporate sponsors, and donors. We are immensely grateful to the hundreds of wonderful people who challenge themselves to run, walk, swim, or jump out of planes for us each year, taking part in our annual fundraising events programme.

Grants received from charitable trusts and foundations have enabled us to develop our facilities and services to meet the needs of the amazing children we serve.

We would like to say a special thank you to the following funders.

- Be More Bailey Charitable Foundation for donating £1,000 for hydrotherapy equipment
- The DWF Foundation for donating £1,000 towards our hippotherapy project
- The Boshier-Hinton Foundation for donating £1,218 for the cost of a bubble tube in our sensory room
- Bernard Sunley Foundation for donating £10,000 for extension equipment
- The David Family Foundation for donating £1,000 towards our hippotherapy project
- The Joicey Trust for donating £3,000 towards our hippotherapy project
- Masonic Charitable Foundation for donating £60,231 towards our hippotherapy project
- The Hospital Saturday Fund for donating £7,000 towards our hippotherapy project
- The Dr. James & Dr. Bozena Bain Memorial Trust for donating £1,000 towards our massage therapy project, along with a special mention to their sister Company T B Patterson Associates

We are so grateful for their support.

Our biggest "Thank You" of course goes to the inspiring children and families whose wisdom and guidance steers everything we do.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

Structure, Governance and Management

The charity was incorporated as a company limited by guarantee on 27th June 2008 with company number 06632056. It was registered as a charity on 3rd September 2008 with charity number 1125695. Initially the charity operated under the name Step Forward Together - NE Limited. The name was changed to Heel and Toe Limited on 6th October 2008. The charity is governed by the Memorandum and Articles of Association dated 27th June 2008 as amended upon the change of name on 6th October 2008.

Heel and Toe Limited is governed by its trustee board, which is responsible for setting the strategic direction of the organisation and the policy of the charity. The trustees carry the ultimate responsibility for the conduct of Heel and Toe Limited and for ensuring that the charity satisfies its legal and contractual obligations. The Trustees met a total of six times in the year to discuss and consider matters relating to the Charity.

Public Benefit

Our main activities and who we help are described elsewhere in this report. All our charitable activities are undertaken to further our charitable purposes for the public benefit. The Trustees have had regard to the Charity Commission's guidance on public benefit throughout the year when deciding on the activities of the charity.

Policies & Procedures

We have policies in place which include:

- Child Protection Policy
- Health & Safety
- Fire & Emergency Policy
- Equal Opportunity Policy
- Environmental Policy
- Organisational file
- Staff Induction
- Enhanced DBS (previously CRB)
- Recruitment procedure

Our policies are regularly updated and periodically checked, vetted and authorised.

The major risks facing the charity have been reviewed and systems or procedures have been established to manage those risks.

The remuneration of key management personnel is agreed by the trustee board.

At Heel and Toe we will endeavour to:

- Continue to provide the best support we can for children and families
- Continue to listen and involve children and families in the development of our services
- Continue to adopt and share 'best practice'
- Continue to update our knowledge and skills to reflect in our service provision
- Continue to use our funds effectively for the benefit of the children and families who attend

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year Ended 31 December 2023

Reference and Administrative Details

Registered charity name	Heel and Toe Ltd
Charity registration number	1125695
Company registration number	06632056
Principal office and registered office	40 Front Street Pelton Chester-Le-Street County Durham DH2 1DE

The Trustees

Mr P S Gilsenan
Ms A J Kirtley
Miss H E F Hastie
Mr P Bartley
Mr A M Guest
Ms H Plunkett
Mr M W Ward
Mr M Clasper
Ms J Turner

Chief Executive Officer	Mr D Long
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Company Secretary	Mr P S Gilsenan
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Independent Examiner	Jane Ascroft FCA MA (Cantab) Enterprise House Harmire Enterprise Park Barnard Castle County Durham DL12 8XP
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Small Company Provisions

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

The trustees' annual report was approved on and signed on behalf of the board of trustees by:

Mr P S Gilsenan
Charity Secretary

Heel and Toe Ltd

Independent Examiner's Report to the Trustees of Heel and Toe Ltd

Year Ended 31 December 2023

I report to the trustees on my examination of the financial statements of Heel and Toe Ltd ('the charity') for the year ended 31 December 2023.

Responsibilities and Basis of Report

As the trustees of the company (and also its directors for the purposes of company law) you are responsible for the preparation of the financial statements in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of the charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent Examiner's Statement

Since the charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales (ICAEW), which is one of the listed bodies.

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

1. accounting records were not kept in respect of the charity as required by section 386 of the 2006 Act; or
2. the financial statements do not accord with those records; or
3. the financial statements do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination; or
4. the financial statements have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Jane Ascroft FCA MA (Cantab)
Independent Examiner

Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XP

Heel and Toe Ltd

Statement of Financial Activities (including income and expenditure account)

Year Ended 31 December 2023

			2023		2022
	Note	Unrestricted funds £	Restricted funds £	Total funds £	Total funds £
Income and endowments					
Donations and legacies	5	144,119	121,679	265,798	180,321
Charitable activities	6	179,257	–	179,257	199,995
Other trading activities	7	406,332	–	406,332	420,173
Investment income	8	58,431	–	58,431	60,794
Other income	9	–	–	–	3,089
Total income		<u>788,139</u>	<u>121,679</u>	<u>909,818</u>	<u>864,372</u>
Expenditure					
Expenditure on raising funds:					
Costs of other trading activities	10	107,335	–	107,335	99,828
Expenditure on charitable activities	11,12	830,077	46,930	877,007	809,787
Total expenditure		<u>937,412</u>	<u>46,930</u>	<u>984,342</u>	<u>909,615</u>
Net gains on investments	13	–	–	–	1,000
Net expenditure		<u>(149,273)</u>	<u>74,749</u>	<u>(74,524)</u>	<u>(44,243)</u>
Transfers between funds		38,433	(38,433)	–	–
Other recognised gains and losses					
Net movement in funds		<u>(110,840)</u>	<u>36,316</u>	<u>(74,524)</u>	<u>(44,243)</u>
Reconciliation of funds					
Total funds brought forward		<u>1,653,817</u>	<u>40,000</u>	<u>1,693,817</u>	<u>1,738,060</u>
Total funds carried forward		<u>1,542,977</u>	<u>76,316</u>	<u>1,619,293</u>	<u>1,693,817</u>

The statement of financial activities includes all gains and losses recognised in the year.
All income and expenditure derive from continuing activities.

The notes on pages 19 to 35 form part of these financial statements.

Heel and Toe Ltd

Statement of Financial Position

31 December 2023

	Note	2023 £	2022 £
Fixed Assets			
Tangible fixed assets	20	863,803	821,280
Investments	21	580,000	580,000
		1,443,803	1,401,280
Current Assets			
Stocks	22	1,400	2,000
Debtors	23	26,838	26,922
Cash at bank and in hand		528,212	690,504
		556,450	719,426
Creditors: amounts falling due within one year	24	60,858	69,596
Net Current Assets		495,592	649,830
Total Assets Less Current Liabilities		1,939,395	2,051,110
Creditors: amounts falling due after more than one year	25	320,102	357,293
Net Assets		1,619,293	1,693,817
Funds of the Charity			
Restricted funds		76,316	40,000
Unrestricted funds		1,542,977	1,653,817
Total charity funds	27	1,619,293	1,693,817

For the year ending 31 December 2023 the charity was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

Directors' responsibilities:

- The members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476;
- The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of financial statements.

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The statement of financial position
continues on the following page.
The notes on pages 19 to 35 form part of these financial statements.

Heel and Toe Ltd

Statement of Financial Position *(continued)*

31 December 2023

These financial statements were approved by the board of trustees and authorised for issue on, and are signed on behalf of the board by:

Mr M W Ward
Trustee

The notes on pages 19 to 35 form part of these financial statements.

Heel and Toe Ltd

Statement of Cash Flows

Year Ended 31 December 2023

	2023 £	2022 £
Cash Flows from Operating Activities		
Net expenditure	(74,524)	(44,243)
<i>Adjustments for:</i>		
Depreciation of tangible fixed assets	6,469	5,438
Net gains on investments	–	(1,000)
Dividends, interest and rents from investments	(58,431)	(60,615)
Other interest receivable and similar income	–	(179)
Interest payable and similar charges	26,840	18,542
Accrued (income)/expenses	(1,000)	45,130
<i>Changes in:</i>		
Stocks	600	885
Trade and other debtors	84	13,253
Trade and other creditors	(3,804)	10,427
Cash generated from operations	(103,766)	(12,362)
Interest paid	(26,840)	(18,542)
Interest received	–	179
Net cash used in operating activities	<u>(130,606)</u>	<u>(30,725)</u>
Cash Flows from Investing Activities		
Dividends, interest and rents from investments	58,431	79,137
Purchase of tangible assets	(48,992)	(263,384)
Proceeds from sale of other investments	–	252,000
Net cash from investing activities	<u>9,439</u>	<u>67,753</u>
Cash Flows from Financing Activities		
Proceeds from borrowings	(41,125)	–
Repayments of borrowings	–	(193,579)
Net cash used in financing activities	<u>(41,125)</u>	<u>(193,579)</u>
Net Decrease in Cash and Cash Equivalents	(162,292)	(156,551)
Cash and Cash Equivalents at Beginning of Year	690,504	848,055
Cash and Cash Equivalents at End of Year	<u>528,212</u>	<u>690,504</u>

The notes on pages 19 to 35 form part of these financial statements.

Heel and Toe Ltd

Notes to the Financial Statements

Year Ended 31 December 2023

1. General Information

The charity is a public benefit entity and a private company limited by guarantee, registered in England and Wales and a registered charity in England and Wales. The address of the registered office is 40 Front Street, Pelton, Chester-Le-Street, County Durham, DH2 1DE.

2. Statement of Compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland', the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (Charities SORP (FRS 102)) and the Companies Act 2006.

3. Accounting Policies

Basis of Preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investments measured at fair value through income or expenditure.

The financial statements are prepared in sterling, which is the functional currency of the entity.

The entity is a Public Benefit Entity.

Going Concern

There are no material uncertainties about the charity's ability to continue.

Judgements and Key Sources of Estimation Uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The trustees consider that there are no significant estimates or judgements affecting these financial statements.

Fund Accounting

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the purposes of the charity. Unrestricted funds include a revaluation reserve representing the restatement of investment assets at market values.

Designated funds are unrestricted funds earmarked by the trustees for specific purposes.

Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2023

3. Accounting Policies *(continued)*

Income

All income is included in the statement of financial activities when the charity is entitled to the income, any performance related conditions attached have been met or are fully within the control of the charity, the income is considered probable and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacy income is received by way of donations, legacies, grants and gifts and is included in full in the Statement of Financial Activities when receivable. Where legacies have been notified to the charity but the criteria for income recognition have not been met, the legacy is treated as a contingent asset and disclosed if material. Grants, where entitlement is not conditional on the delivery of a specific performance by the charity, are recognised when the charity becomes unconditionally entitled to the grant.

Donated services and facilities are included at the value to the charity, being the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market.

Investment income is included when receivable.

Income from charitable trading activity is accounted for when earned.

Income from grants, where related to performance and specific deliverables, are accounted for as the charity earns the right to consideration by its performance.

Expenditure

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

Costs of raising funds comprise the costs associated with attracting donations, grants and legacies and the costs of trading for fundraising purposes.

Charitable expenditure comprises those costs incurred by the charity 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.

Other expenditure includes all expenditure that is neither related to raising funds for the charity nor part of its expenditure on charitable activities.

All costs are allocated between the expenditure categories of the SOFA on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly, others are apportioned on an appropriate basis, as set out in the notes to the accounts.

Tangible Assets

Tangible fixed assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. The costs of minor additions or those costing below £500 are not capitalised.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2023

3. Accounting Policies *(continued)*

Depreciation

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:

Freehold Property	-	1% straight line
Fixtures, Fittings & Equipment	-	20% reducing balance
Computer Equipment	-	Over 3 years straight line
Therapy & Sensory Equipment	-	20% reducing balance

Depreciation on freehold property has not been provided for as it is considered to be immaterial.

Investments

Unlisted equity investments are initially recorded at cost, and subsequently measured at fair value. If fair value cannot be reliably measured, assets are measured at cost less impairment.

Listed investments are measured at fair value with changes in fair value being recognised in income or expenditure.

Investment Property

Investment property is measured initially at cost and subsequently at fair value at the reporting date. Depreciation is not provided.

Impairment of Fixed Assets

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stock to its present location and condition.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2023

3. Accounting Policies *(continued)*

Financial Instruments

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

Basic financial instruments are initially recognised at the amount receivable or payable including any related transaction costs, 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.

Current assets and current liabilities are subsequently measured at the cash or other consideration expected to be paid or received and not discounted.

Debt instruments are subsequently measured at amortised cost.

Defined Contribution Plans

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as an expense in the period in which it arises.

Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

Accrued income and tax recoverable is included at the best estimate of the amounts receivable at the balance sheet date.

Cash at Bank and in Hand

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2023

3. Accounting Policies *(continued)*

Creditors

Creditors are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors are normally recognised at their settlement amount after allowing for any trade discounts due.

Taxation

The company is considered to pass the tests set out in Paragraph 1 Schedule 6 of the Finance Act 2010 and therefore it meets the definition of a charitable company for UK corporation tax purposes. Accordingly, the company is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 Part 11 of the Corporation Tax Act 2010 or Section 256 of the taxation of Chargeable Gains Act 1992, to the extent that such income or gains are applied exclusively to charitable purposes.

4. Limited by Guarantee

The company is limited by guarantee. At 31st December 2023 there were 9 members each of whom had undertaken to contribute an amount not exceeding £10 in the event of a winding up.

The company is under the control of the directors as a body and as such is not controlled by any individual.

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2023

5. Donations and Legacies

	Unrestricted Funds £	Restricted Funds £	Total Funds 2023 £
Donations			
Donations	109,677	–	109,677
Gift Aid	34,442	–	34,442
Grants			
The Masonic Charitable Foundation	–	30,116	30,116
Baily Thomas Charitable Fund	–	4,500	4,500
Nationwide	–	9,000	9,000
Barbour Foundation	–	4,500	4,500
Beatrice Laing Trust	–	2,000	2,000
The Hospital Saturday Fund	–	7,000	7,000
Sir John Priestman Trust	–	5,000	5,000
The February Foundation	–	4,500	4,500
The Edward Gostling Trust	–	10,000	10,000
The Hedley Foundation	–	3,000	3,000
Hobson Charity	–	3,937	3,937
The Bernard Sunley Foundation	–	10,000	10,000
The Gyll Leng Trust	–	3,000	3,000
The Joicey Trust	–	3,000	3,000
Small grants under £3,000	–	22,126	22,126
	<u>144,119</u>	<u>121,679</u>	<u>265,798</u>
	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Donations			
Donations	87,825	–	87,825
Gift Aid	18,778	–	18,778
Grants			
The William Leech Foundation	5,000	–	5,000
Sir James Knott Foundation	5,000	–	5,000
The Catherine Cookson Charitable Trust	–	5,000	5,000
James Tudor Trust	–	5,000	5,000
Beatrice Laing Trust	–	5,000	5,000
Sir John Priestman Trust	–	5,000	5,000
The Edward Gostling Trust	–	15,000	15,000
1989 Willan Charitable Trust	5,000	–	5,000
Small grants under £3,000	22,718	1,000	23,718
	<u>144,321</u>	<u>36,000</u>	<u>180,321</u>

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2023

6. Charitable Activities

	Unrestricted Funds £	Total Funds 2023 £	Unrestricted Funds £	Total Funds 2022 £
Hydrotherapy	84,702	84,702	86,037	86,037
Speech & language	35,766	35,766	35,395	35,395
Physiotherapy	40,154	40,154	60,508	60,508
Occupational Therapy	14,075	14,075	14,146	14,146
Other services	4,560	4,560	3,909	3,909
	<u>179,257</u>	<u>179,257</u>	<u>199,995</u>	<u>199,995</u>

7. Other Trading Activities

	Unrestricted Funds £	Total Funds 2023 £	Unrestricted Funds £	Total Funds 2022 £
Tin collections and bag packs	12,423	12,423	12,739	12,739
Charity Ball	75,542	75,542	66,376	66,376
Other fundraising events	168,765	168,765	182,872	182,872
Great North Run	111,972	111,972	65,664	65,664
Brick Services Ball	32,130	32,130	50,508	50,508
Bradley Hall	5,500	5,500	42,014	42,014
	<u>406,332</u>	<u>406,332</u>	<u>420,173</u>	<u>420,173</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2023

8. Investment Income

	Unrestricted Funds	Total Funds 2023	Unrestricted Funds	Total Funds 2022
	£	£	£	£
Rental income	58,431	58,431	60,615	60,615
Bank interest receivable	—	—	179	179
	<u>58,431</u>	<u>58,431</u>	<u>60,794</u>	<u>60,794</u>

9. Other Income

	Unrestricted Funds	Total Funds 2023	Unrestricted Funds	Total Funds 2022
	£	£	£	£
Other income	—	—	3,089	3,089
	<u>—</u>	<u>—</u>	<u>3,089</u>	<u>3,089</u>

10. Costs of Other Trading Activities

	Unrestricted Funds	Total Funds 2023	Unrestricted Funds	Total Funds 2022
	£	£	£	£
Fundraising costs	107,335	107,335	99,828	99,828
	<u>107,335</u>	<u>107,335</u>	<u>99,828</u>	<u>99,828</u>

11. Expenditure on Charitable Activities by Fund Type

	Unrestricted Funds	Restricted Funds	Total Funds 2023
	£	£	£
Expenditure on charitable activities (see page 38)	828,677	46,930	875,607
Support costs	1,400	—	1,400
	<u>830,077</u>	<u>46,930</u>	<u>877,007</u>

	Unrestricted Funds	Restricted Funds	Total Funds 2022
	£	£	£
Expenditure on charitable activities (see page 38)	772,388	34,819	807,207
Support costs	2,580	—	2,580
	<u>774,968</u>	<u>34,819</u>	<u>809,787</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2023

12. Expenditure on Charitable Activities by Activity Type

	Activities undertaken directly	Support costs	Total funds 2023	Total fund 2022
	£	£	£	£
Expenditure on charitable activities (see page 38)	875,607	–	875,607	807,207
Governance costs	–	1,400	1,400	2,580
	<u>875,607</u>	<u>1,400</u>	<u>877,007</u>	<u>809,787</u>

13. Net Gains on Investments

	Unrestricted Funds	Total Funds 2023	Unrestricted Funds	Total Funds 2022
	£	£	£	£
Gains/(losses) on investment property	–	–	1,000	1,000
	<u>–</u>	<u>–</u>	<u>1,000</u>	<u>1,000</u>

14. Net Expenditure

Net expenditure is stated after charging/(crediting):

	2023	2022
	£	£
Depreciation of tangible fixed assets	6,469	5,438
	<u>6,469</u>	<u>5,438</u>

15. Auditors Remuneration

	2023	2022
	£	£
Fees payable for the audit of the financial statements	–	4,200
	<u>–</u>	<u>4,200</u>

16. Independent Examination Fees

	2023	2022
	£	£
Fees payable to the independent examiner for:		
Independent examination of the financial statements	1,400	–
Other financial services	–	1,200
	<u>1,400</u>	<u>1,200</u>

17. Staff Costs

The total staff costs and employee benefits for the reporting period are analysed as follows:

	2023	2022
	£	£
Wages and salaries	556,820	534,699
Social security costs	42,233	41,060
Employer contributions to pension plans	29,120	27,873
	<u>628,173</u>	<u>603,632</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2023

17. Staff Costs (continued)

The average head count of employees during the year was 24 (2022: 25). The average number of full-time equivalent employees during the year is analysed as follows:

	2023 No.	2022 No.
Number of fundraising staff	2	2
Number of administration staff	2	2
Number of management staff	1	1
Number of clinical staff	19	20
	<u>24</u>	<u>25</u>

No employee received employee benefits of more than £60,000 during the year (2022: Nil).

Key Management Personnel

Key management personnel include all persons that have authority and responsibility for planning, directing and controlling the activities of the charity. The total compensation paid to key management personnel for services provided to the charity was £41,954 (2022:£61,266).

18. Trustee Remuneration and Expenses

Trustees received no remuneration or expenses during the current or previous year.

19. Transfers Between Funds

During the year £38,433 was transferred from restricted to unrestricted funds. This represented restricted grants spent on capital items including the new building and equipment.

20. Tangible Fixed Assets

	Freehold property £	Fixtures, Fittings & Equipment £	Computer Equipment £	Therapy & Sensory Equipment £	Total £
Cost					
At 1 January 2023	1,050,996	40,519	48,161	42,817	1,182,493
Additions	37,215	–	8,417	3,360	48,992
At 31 December 2023	<u>1,088,211</u>	<u>40,519</u>	<u>56,578</u>	<u>46,177</u>	<u>1,231,485</u>
Depreciation					
At 1 January 2023	242,612	32,941	47,646	38,014	361,213
Charge for the year	–	1,516	3,320	1,633	6,469
At 31 December 2023	<u>242,612</u>	<u>34,457</u>	<u>50,966</u>	<u>39,647</u>	<u>367,682</u>
Carrying amount					
At 31 December 2023	<u>845,599</u>	<u>6,062</u>	<u>5,612</u>	<u>6,530</u>	<u>863,803</u>
At 31 December 2022	<u>808,384</u>	<u>7,578</u>	<u>515</u>	<u>4,803</u>	<u>821,280</u>

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2023

21. Investments

	Investment properties £
Cost or valuation	
At 1 January 2023 and 31 December 2023	<u>580,000</u>
Impairment	
At 1 January 2023 and 31 December 2023	
Carrying amount	
At 31 December 2023	<u>580,000</u>
At 31 December 2022	<u>580,000</u>

All investments shown above are held at valuation.

Investment properties

The investment properties are valued annually by Peter Bartley, Trustee who is the Group Director of Bradley Hall, Chartered Surveyors and Estate Agents. Peter Bradley is a Chartered Surveyor (MRICS).

Investments comprise investment properties in Sherburn, Gateshead, Wallsend and Alnwick.

22. Stocks

	2023 £	2022 £
Merchandise stock	<u>1,400</u>	<u>2,000</u>

23. Debtors

	2023 £	2022 £
Trade debtors	7,252	14,719
Prepayments and accrued income	11,381	8,144
Gift Aid debtor	7,305	4,059
Other debtors	900	—
	<u>26,838</u>	<u>26,922</u>

24. Creditors: amounts falling due within one year

	2023 £	2022 £
Bank loans and overdrafts	41,123	45,057
Accruals and deferred income	1,400	2,400
Social security and other taxes	15,835	19,639
Other creditors	2,500	2,500
	<u>60,858</u>	<u>69,596</u>

The bank loans are secured by legal charges over 40 Front Street Pelton, 80-84 Park Road Wallsend and the hydrotherapy centre.

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2023

25. Creditors: amounts falling due after more than one year

	2023 £	2022 £
Bank loans and overdrafts	<u>320,102</u>	<u>357,293</u>

The bank loans are secured by legal charges over 40 Front Street Pelton, 80-84 Park Road Wallsend and the hydrotherapy centre.

Included within creditors: amounts falling due after more than one year is an amount of £181,441 (2022: £192,896) in respect of liabilities payable or repayable by instalments which fall due for payment after more than five years from the reporting date.

The two mortgages are repayable in instalments over 5 and 15 years at varying interest rates of 2.54% and 3.56% above Bank Base Rate.

26. Pensions and Other Post Retirement Benefits

Defined contribution plans

The amount recognised in income or expenditure as an expense in relation to defined contribution plans was £29,120 (2022: £27,873).

27. Analysis of Charitable Funds

Unrestricted funds

	At 1 Jan 2023 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2023 £
General Funds	620,640	788,139	(930,943)	(41,603)	–	436,233
Capital Fund	1,033,177	–	(6,469)	80,036	–	1,106,744
Long term liabilities	–	–	–	–	–	–
	<u>1,653,817</u>	<u>788,139</u>	<u>(937,412)</u>	<u>38,433</u>	<u>–</u>	<u>1,542,977</u>

	At 1 Jan 2022 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2022 £
General Funds	580,904	828,372	(869,358)	80,722	–	620,640
Capital Fund	1,393,334	–	(5,438)	(355,719)	1,000	1,033,177
Long term liabilities	(532,738)	–	–	532,738	–	–
	<u>1,441,500</u>	<u>828,372</u>	<u>(874,796)</u>	<u>257,741</u>	<u>1,000</u>	<u>1,653,817</u>

The capital fund is the value of assets held offset by loans held with security against those assets.

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2023

27. Analysis of Charitable Funds (continued)

Restricted funds

	At 1 Jan 2023 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2023 £
Clothworkers' Foundation	40,000	–	(2,785)	(37,215)	–	–
The Bernard Sunley Foundation	–	10,000	(10,000)	–	–	–
The February Foundation	–	4,500	(4,500)	–	–	–
Hobson Charity	–	3,937	(3,937)	–	–	–
Barbour Foundation	–	4,500	–	–	–	4,500
Sir John Priestman Charity Trust	–	5,000	(5,000)	–	–	–
Baily Thomas Charitable Fund	–	4,500	(4,500)	–	–	–
Beatrice Laing Trust	–	2,000	(2,000)	–	–	–
The Edward Gostling Foundation	–	10,000	–	–	–	10,000
The Masonic Charitable Foundation	–	30,116	–	–	–	30,116
Smaller grants for video therapy	–	–	–	–	–	–
Nationwide	–	9,000	–	–	–	9,000
The Hospital Saturday Fund	–	7,000	–	–	–	7,000
The Gyll Leng Trust	–	3,000	–	–	–	3,000
The Joicey Trust	–	3,000	–	–	–	3,000
The Hedley Foundation	–	3,000	–	–	–	3,000
Other funds	–	22,126	(14,208)	(1,218)	–	6,700
	<u>40,000</u>	<u>121,679</u>	<u>(46,930)</u>	<u>(38,433)</u>	<u>–</u>	<u>76,316</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2023

27. Analysis of Charitable Funds (continued)

	At 1 Jan 2022 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2022 £
National Lottery Community Fund						
- Awards For All	9,179	—	—	(9,179)	—	—
Smaller building grants	3,000	—	—	(3,000)	—	—
St James' Place	150,000	—	—	(150,000)	—	—
Equipment grants	1,908	—	—	(1,908)	—	—
Clothworkers' Foundation	40,000	—	—	—	—	40,000
National Lottery Community Fund	15,447	—	(15,447)	—	—	—
Garfield Weston	30,000	—	—	(30,000)	—	—
The Bernard Sunley Foundation	10,000	—	—	(10,000)	—	—
Morrisons Foundation	3,936	—	—	(3,936)	—	—
The February Foundation	4,941	—	—	(4,941)	—	—
Sir James Knott Foundation	5,000	—	—	(5,000)	—	—
Screwfix Foundation	5,000	—	—	(5,000)	—	—
County Durham Community Foundation	4,836	—	—	(4,836)	—	—
Baily Thomas Charitable Fund	4,941	—	—	(4,941)	—	—
Beatrice Laing Trust	—	5,000	—	(5,000)	—	—
James Tudor Trust	—	5,000	(5,000)	—	—	—
The Catherine Cookson Charitable Trust	—	5,000	—	(5,000)	—	—
John Priestman Trust	—	5,000	(5,000)	—	—	—
Grace Trust	—	1,000	(1,000)	—	—	—
The Edward Gostling Foundation	—	15,000	—	(15,000)	—	—
Smaller grants for video therapy	8,372	—	(8,372)	—	—	—
	<u>296,560</u>	<u>36,000</u>	<u>(34,819)</u>	<u>(257,741)</u>	<u>—</u>	<u>40,000</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2023

27. Analysis of Charitable Funds (continued)

The grant from the Clothworkers' Foundation is towards the new building.

Grants from the Bernard Sunley Foundation, the Sir John Priestman Charity Trust, the Hobson Charity and the Beatrice Laing Trust are towards equipment.

The grant from the Edward Gostling Foundation is towards sensory integration therapy.

The grants from the Masonic Charitable Foundation, Nationwide, the Hospital Saturday Fund, St James Place Charitable Foundation, the Barbour Foundation, the February Foundation, The Baily Thomas Charitable Fund, the Gyll Leng Trust, the Joicey Trust, the Hedley Foundation and Little Lives UK are all towards hippotherapy.

28. Analysis of Net Assets Between Funds

	Unrestricted Funds £	Restricted Funds £	Total Funds 2023 £
Tangible fixed assets	863,803	—	863,803
Investments	580,000	—	580,000
Current assets	480,134	76,316	556,450
Creditors less than 1 year	(60,858)	—	(60,858)
Creditors greater than 1 year	(320,102)	—	(320,102)
Net assets	1,542,977	76,316	1,619,293

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Tangible fixed assets	821,280	—	821,280
Investments	580,000	—	580,000
Current assets	679,426	40,000	719,426
Creditors less than 1 year	(69,596)	—	(69,596)
Creditors greater than 1 year	(357,293)	—	(357,293)
Net assets	1,653,817	40,000	1,693,817

29. Analysis of Changes in Net Debt

	At 1 Jan 2023 £	Cash flows £	At 31 Dec 2023 £
Cash at bank and in hand	690,504	(162,292)	528,212
Debt due within one year	(45,057)	3,934	(41,123)
Debt due after one year	(357,293)	37,191	(320,102)
	288,154	(121,167)	166,987

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2023

30. Related Parties

Fees of £18,464 (2022 - £13,416) were paid to Bradley Hall, Chartered Surveyors and Estate Agents for management of the investment properties. Mr P Bartley is a director of Bradley Hall and a trustee of Heel & Toe.

The charity's pension scheme is managed by St James' Place Wealth Management. Mr P Gilsenan is the principal of Paul Gilsenan Wealth Management, a partner practice of St James' Place Wealth Management and he is also a trustee of the charity. No fees were paid by the charity to St James' Place Wealth Management during the year.

Heel and Toe Ltd
Management Information
Year Ended 31 December 2023

The Following Pages Do Not Form Part of the Financial Statements.

Heel and Toe Ltd

Detailed Statement of Financial Activities

Year Ended 31 December 2023

	2023 £	2022 £
Income and endowments		
Donations and legacies		
Donations	109,677	87,825
Gift Aid	34,442	18,778
The Masonic Charitable Foundation	30,116	—
The William Leech Foundation	—	5,000
Sir James Knott Foundation	—	5,000
Baily Thomas Charitable Fund	4,500	—
Nationwide	9,000	—
The Catherine Cookson Charitable Trust	—	5,000
James Tudor Trust	—	5,000
Barbour Foundation	4,500	—
Beatrice Laing Trust	2,000	5,000
The Hospital Saturday Fund	7,000	—
Sir John Priestman Trust	5,000	5,000
The February Foundation	4,500	—
The Edward Gostling Trust	10,000	15,000
The Hedley Foundation	3,000	—
Hobson Charity	3,937	—
The Bernard Sunley Foundation	10,000	—
The Gyll Leng Trust	3,000	—
The Joicey Trust	3,000	—
1989 Willan Charitable Trust	—	5,000
Small grants under £3,000	22,126	23,718
	<u>265,798</u>	<u>180,321</u>
Charitable activities		
Hydrotherapy	84,702	86,037
Speech & language	35,766	35,395
Physiotherapy	40,154	60,508
Occupational Therapy	14,075	14,146
Other services	4,560	3,909
	<u>179,257</u>	<u>199,995</u>
Other trading activities		
Tin collections and bag packs	12,423	12,739
	<u>(12,423)</u>	<u>(12,739)</u>

Carried forward

Heel and Toe Ltd

Detailed Statement of Financial Activities *(continued)*

Year Ended 31 December 2023

	2023 £	2022 £
Brought forward	(12,423)	(12,739)
Charity Ball	75,542	66,376
Other fundraising events	168,765	182,872
Great North Run	111,972	65,664
Brick Services Ball	32,130	50,508
Bradley Hall	5,500	42,014
	<u>406,332</u>	<u>420,173</u>
Investment income		
Rental income	58,431	60,615
Bank interest receivable	—	179
	<u>58,431</u>	<u>60,794</u>
Other income		
Other income	—	3,089
	<u>—</u>	<u>3,089</u>
Total income	<u>909,818</u>	<u>864,372</u>

Heel and Toe Ltd

Notes to the Detailed Statement of Financial Activities

Year Ended 31 December 2023

	2023	2022
	£	£
Expenditure		
Costs of other trading activities		
Event costs	<u>107,335</u>	<u>99,828</u>
Expenditure on charitable activities		
<i>Activities undertaken directly</i>		
Wages	556,820	534,699
NIC	42,233	41,060
Pension	29,120	27,873
Insurance	21,948	17,717
Other premises costs	34,808	23,416
Professional fees	24,690	29,505
Telephone	6,690	5,285
Stationery, postage and other office costs	34,474	36,398
Depreciation	6,469	5,438
Loan interest	26,840	18,542
Maintenance, consumables and miscellaneous	42,091	29,533
Marketing and printing	2,529	12,049
Expensed equipment	18,090	—
Staff expenses	<u>28,805</u>	<u>25,692</u>
	<u>875,607</u>	<u>807,207</u>
Governance costs		
Governance costs - accountancy fees	1,400	—
Governance costs - audit fees	<u>—</u>	<u>2,580</u>
	<u>1,400</u>	<u>2,580</u>
Expenditure on charitable activities	<u>877,007</u>	<u>809,787</u>
Total expenditure	<u>984,342</u>	<u>909,615</u>
Net gains on investments		
Gains/(losses) on investment property	<u>—</u>	<u>1,000</u>
Net expenditure	<u>(74,524)</u>	<u>(44,243)</u>

HEEL AND TOE LTD

England & Wales - Charity number 1125695

Accounts

Company Registration Number: 06632056
Charity Registration Number: 1125695

Heel and Toe Ltd
Financial Statements
For the Year Ending
31 December 2022

ALLEN SYKES LTD
Chartered Accountants & statutory auditor
5 Henson Close
South Church Enterprise Park
Bishop Auckland
County Durham
DL14 6WA

Heel and Toe Ltd

Financial Statements

Year Ended 31 December 2022

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Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report)

Year Ended 31 December 2022

The trustees, who are also the directors for the purposes of company law, present their report and the financial statements of the charity for the year ended 31 December 2022.

Chair's report

Welcome to the Heel & Toe Children's Charity Annual Report 2022.

It has been an exciting year for Heel & Toe with the completion of our Hydrotherapy centre wraparound extension.

The additional space will house a brand-new therapy suite and will see the introduction of Rebound Therapy in 2023. The extension will allow us to go on and help more children and young people than ever before.

It was also an exciting year for Heel & Toe as we piloted a new project Hippotherapy - the use of horse riding as a therapeutic or rehabilitative treatment. We found positive results in all three target groups, and we aim to have the project fully funded to offer it to our families for free.

My fellow Trustees and I are proud to serve the children and young people of the North East and hope you will stay with us on our journey to support every young person to reach their potential, regardless of their disability.

Thank you for your continued support.

Paul Gilsenan
Chair

Small steps lead to great things

Our journey since opening in 2008, with four children in a port-a-cabin annex at the rear of the Meadows School in Spennymoor, has been exciting, sometimes exasperating, but always rewarding.

In 2022 we saw the Fundraising Team working hard to raise lost funds from the last two years, but also raise the additional funds needed for our wraparound extension.

The new services we aim to deliver in 2023 will be exciting and innovative for the families we help at Heel & Toe. We are excited to see the results, and help more families across the North East.

I would like to extend my thanks to our many supporters who generously continue to fund our work and the hundreds of people who help, volunteer, fundraise, sponsor, and donate to Heel & Toe.

Lastly, I would like to thank all the children, parents, and carers whose care, dedication and input has been vital to the development of Heel & Toe Children's Charity.

Doug Long
Chief Executive

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

Objectives and Activities

Our Mission

Heel & Toe supports children and young people with profound physical and neurological disabilities from the North East region to live active, fulfilling, independent lives by the provision of free and subsidised therapy.

Achieving our Mission

We offer a range of services, led by highly qualified therapists, to children and young people of all ages from 3 months to 19 years (in line with current NHS Children and Young Adult Services criterion). Therapy sessions can be one-to-one or group, depending on the child's needs, and are available from 9.30am to 6.00pm, Monday to Friday. We liaise with all external organisations concerned with a child's care to aid and assist the NHS, Social Services and the LEA wherever possible and to develop and enhance our service.

Our Vision

Our vision is to support children with disabilities to live full, productive lives where possibilities and opportunities are not constrained by their disabilities. We focus on supporting achievement and building on a child's success. We aim to improve children and young people's quality of life, and that of their families, by supporting them to make real improvements to their physical and emotional health. This in turn improves their level of confidence and self-esteem, motivation and fun. We want children, young people and their families to have the chance to look forward to a more independent and fulfilling future.

Value Statement: we believe that no child or young person should be denied Conductive Education due to a lack of money. After a period of fundraising the wraparound extension was nearing completion by the end of the year and due to open early 2023. The new therapy suite will allow more land-based therapy. In 2022 Heel & Toe piloted a new project - hippotherapy, with the aim of having the project fully funded.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

Achievements and Performance

New Services - Rebound Therapy and Hippotherapy

We have been fundraising to construct the wraparound extension at the Hydrotherapy Pool Centre. The additional space houses a brand-new Therapy Suite with the introduction of an innovative new service.

Rebound Therapy

Rebound therapy increases physical health, motivation and confidence and enhances movement skills by using a specialist floor-sunken trampoline. Children and young people are accompanied on the trampoline by one or two therapists, depending on needs.

- Improves movement and balance due to the 'bounce' movement and gravity
- Increases heart/breathing rate and muscle tone
- Improves postural support by strengthening the joints and muscles
- Increases spatial awareness and coordination
- Improves communication skills - the child needs to interact with therapist
- Improves concentration - bouncing encourages the child to think about remaining stable
- Can be used with children with mild to complex disabilities.

Rebound therapy also provides a 'different' therapy for children who have limited access to do anything unusual, interesting and fun, whilst still supporting goal-focused outcomes for movement. The cost of the bespoke sunken trampoline, with a floor cover and XY hoist will be £37,000. Our Physiotherapists are qualified to deliver Rebound Therapy and will be aided by our therapy assistants.

Hippotherapy

In late 2021 we were awarded £10,000 from Awards for All to pilot the Hippotherapy project in 2022. Hippotherapy is the use of horse riding as a therapeutic or rehabilitative treatment. The goal is to improve function, gait, and balance. The horse's multidimensional movement and shape simulates a walking motion in the legs of the child riding the horse which helps to increase blood flow and muscle stimulation.

The nature of the horse's movement helps to strengthen the child's legs as they work, consciously and subconsciously, to maintain their position and balance on the horse. This increased strength helps in other therapies and in some cases can support the ability to walk and to achieve other independence milestones such as normal posture and unaided sitting.

Children with cerebral palsy suffer from problems with controlled functional movement caused by muscle spasticity, loss of depth perception and balance, involuntary movements, and combinations of these problems. Muscles and joints can be very tight, or spastic, unable to be relaxed, or poor muscle tone can lead to floppiness. The results we have seen from the pilot have been incredible.

Now that the pilot has ended, we would like to continue the therapy as a project at Heel & Toe so that more children can benefit. We hope to secure funding going forward; demand for this therapy is so high. We know from research and our own experience that the earlier we see children, the better chance they have of making a real difference to their range of movement and stamina.

If you think you can help with any of our new projects, then please contact us on 0191 386 8606 or email info@heelandtoe.org.uk

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

Current Services

We currently support over 220 children and young people, and their families, with a variety of therapies. We focus on supporting achievement and building on individual success.

We provide:

- Conductive Education
- Hydrotherapy
- Physiotherapy
- Speech and Language therapy
- Occupational Therapy
- Massage Therapy
- Weekly and intensive block sessions
- Remote video assessments and therapy sessions

Families can expect:

- Full professional assessments for children
- Individual learning and therapy plans with clear goals for each child
- Regular review and monitoring of achievements with progression reports
- Home tasks for parents/carers to consolidate children's learning

Additional services include:

- Outreach service at home or school
- Parent support groups and forums
- Parent information, advice and guidance service including leaflets and parent information packs
- A 'signposting' service to guide children, young people, parents/carers to other supporting agencies
- Advocacy service - supporting parents with all aspects of legal and/or welfare benefits issues
- Proactive information service to local schools, GP surgeries, local hospitals and social services within the region

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

Conductive Education

Conductive Education is a form of special education and habilitation/rehabilitation for children and adults with motor disorders. It is appropriate for conditions where disease or damage to the central nervous system affects a person's ability to control movement. Conductive Education is an educational approach.

The aim is so that children can learn to overcome problems of movement as a way of enabling them to live more active, independent and fulfilling lives. Goals are regularly reviewed. Children are treated in groups where possible, creating an environment where cooperation, peer encouragement, social interaction and healthy competition is encouraged.

Hydrotherapy

During Hydrotherapy sessions, children complete a series of exercises led by a qualified clinician, including gentle stretching of arms and legs, floating and relaxation exercises, strengthening exercises using the water's natural resistance and movement exercises to mimic walking or running etc.

Hydrotherapy has many physical and emotional benefits for children and young people with disabilities:

- 90% of the child's bodyweight is supported encouraging movement
- Water provides resistance to help strengthen and improve muscle tone
- Increases circulation, heart function and breathing control
- Reduces muscle spasms, joint stress, and pain
- Improves physical function - movement, coordination, and posture
- Improves flexibility, balance, and endurance
- Improves self-confidence and self-esteem - the child is 'free' to move independently and experience success
- Encourages relaxation and fun!

Physiotherapy

Our Physiotherapists are highly qualified in treating children and have done a great deal of specialist post graduate training. The treatments we can offer are:

- Education on posture
- Postural management
- Specialist seating advice
- Orthotic advice
- Gait analysis
- Advice and education to school staff (we are happy to liaise with support and teaching staff on matters such as Moving and Handling of the child, Postural advice, exercise etc.)
- Advice on home exercise
- Letter and report writing for other staff
- Land based exercise prescription
- Bobath
- Hydrotherapy
- Advice on swimming
- Constraint Induced Movement Therapy
- Treadmill training
- Gym based programmes
- Rebound Therapy
- Advice on Riding Therapy

Our staff deliver a client centered approach where we ensure that the treatment programmes we devise are integrated into the child's daily routine and your family life. We can visit home, education settings or offer appointments at the centre at your convenience. We are happy to advise and teach family members how to best deliver therapy and ensure that this can be fun through play and social interaction in order to maximise the potential for the child.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

Our therapists are all highly qualified with many years' experiences working with children. We have Bobath trained therapists and strive to continually update our professional knowledge to provide the most comprehensive assessment and treatments for your child.

Speech and Language Therapy

Our experienced Speech and Language therapist works with children of all abilities to develop their speech, language, and communication skills to the best of their ability. Our therapist provides a flexible approach to assessment by using a mix of formal (standardised and norm-referenced) and informal assessments to gain an accurate picture of a child's needs. This information is then used to plan effective, accessible and fun therapy for a child.

Some children may need support to develop the building blocks necessary for language development, such as attention, listening, interaction and play skills. Others may be ready to develop their receptive and expressive language skills. Many children struggle to develop clear speech and so are likely to benefit from therapy to learn about sounds in words and how to use these sounds for talking. Some children require additional or alternative means to support their communication, such as signing or a symbol-based system. Play and games are often used in therapy sessions to ensure the treatment sessions are fun and engaging for each child.

Occupational Therapy

Occupational Therapy (OT) helps children with different needs develop skills to perform the purposeful activities that make up everyday life. It is useful for a wide range of conditions and problems and aims to help children be as independent as possible. Our Occupational Therapist is trained to assess the component areas involved in the performance of daily activities, which are sensory, motor, cognitive and psychosocial.

OT is helpful for children who are experiencing any difficulty in performing the daily activities expected of them, including self-care, movement and coordination, sensory processing, and modulation, play skills, attention and emotional regulation, handwriting and planning and organising skills at home or at school.

Massage Therapy

Therapeutic massage is the manipulation of soft body tissue, tendons, muscles, ligaments, skin, joints and connective tissues. The particular method used is a combination of 'pure massage' during which connective tissues and muscles are massaged, 'Swedish Massage' which concentrates on circular pressure/kneading/tapping to increase oxygen levels and improve circulation, 'Yoga' with soft movements to strengthen and improve muscle tone, and 'Chinese Reflexology' concentrating on reflex points on soles/tops/sides of feet, hands and face.

Massage Therapy:

- Stimulates digestion and elimination of waste thus helping with colic or constipation. It may also help premature babies absorb food and gain weight more easily
- Stimulates the flow of lymph and elimination of toxins. This will aid the immune system and help resistance to infections

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

- Encourages muscle co-ordination
- Stimulates the central nervous system. This is important for both neurological and motor development
- Improves skin tone
- Aids recovery from childhood ailments such as asthma, catarrh, sleep problems, teething and earache
- Stimulates release of endorphins (happy hormones) that induce feelings of well-being
- Stimulates awareness
- Promotes trust between parent and child and can help children feel more secure
- Reduces anxiety, is calming and relaxing
- Improves bonding and attachment for parents and child through skin-to-skin contact, increased eye contact and gives parents confidence in caring for their child.

Intensive Block Therapy

Children typically have between 1-4 hours of different therapies each week. While regular therapy over a sustained timeframe is very beneficial, progress can be slower than desired. In recent years there has been much research to show that intensive, intermittent blocks of daily therapy, followed by a rest period, are highly effective in producing long-term gains more quickly, particularly in children with the most severe impairment.

During an Intensive Block children would have two hours of therapy every day for one or two weeks, followed by a rest period. Children can then return to ordinary weekly therapy, or have another block treatment, or a combination of these. We continue to see excellent results using this method of therapy. We are also able to combine disciplines to 'co-treat', whereby two or more specialist therapists will work together with children towards similar goals.

Remote Video Assessments and Therapy Sessions

During the pandemic we delivered therapy and carried out new child assessments using video call technology. Most children are planning to return to face-to-face therapy as soon as possible, but we understand that some children and families may feel more comfortable continuing to shield from unnecessary travel and interactions.

Therefore, we are pleased to be able to continue offering video therapy to children and young people, whether they have already attended Heel & Toe or if they are new to the charity, for as long as it is needed.

If you are interested in any of our services, please contact us on 0191 386 8606 or info@heelandtoe.org.uk

Financial Review

Total income for the year was £864,372 (2021 - £872,750) and expenditure was £909,615 (2021 - £843,602). There was a deficit of £44,243 (2021 - surplus of £24,148). Of this deficit, £256,560 represented the spend of restricted grants received on previous years with a surplus of £212,317 on unrestricted funds.

At 31st December 2022 net assets were £1,693,817 (2021 - £1,738,060). We owned fixed assets and investment properties valued at £1,401,280 (2021 - £1,393,334) which are partly financed by long term loans of £357,293 (2021 - £532,738). Net current assets totalled £649,830 (2021 - £877,464). Restricted funds were £40,000 (2021 - £296,560) and general funds (reserves) were £620,640 (2021 - £580,904).

We aim to hold reserves equal to between 9 months and 15 months running costs excluding depreciation and fundraising costs which currently equates to between £700,000 and £1,200,000. Unrestricted free reserves at 31st December 2022 were £620,640 so are within the desired range.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

Future Plans

With the completion of our hydrotherapy centre wraparound extension, the additional space has housed a brand-new therapy suite and will see the introduction of Rebound Therapy. We hope to pilot this project late 2023 to offer to the families for free. We also hope to launch an additional new service known as hippotherapy, after a successful pilot project was completed late 2022. The fundraising team will work hard to secure funding so that this can also be offered to the families for free.

Structure, Governance and Management

The charity was incorporated as a company limited by guarantee on 27th June 2008 with company number 06632056. It was registered as a charity on 3rd September 2008 with charity number 1125695. Initially the charity operated under the name Step Forward Together - NE Limited. The name was changed to Heel and Toe Limited on 6th October 2008. The charity is governed by the Memorandum and Articles of Association dated 27th June 2008 as amended upon the change of name on 6th October 2008.

Heel and Toe Limited is governed by its trustee board, which is responsible for setting the strategic direction of the organisation and the policy of the charity. The trustees carry the ultimate responsibility for the conduct of Heel and Toe Limited and for ensuring that the charity satisfies its legal and contractual obligations. The Trustees met a total of six times in the year to discuss and consider matters relating to the Charity.

Public Benefit

Our main activities and who we help are described elsewhere in this report. All our charitable activities are undertaken to further our charitable purposes for the public benefit. The Trustees have had regard to the Charity Commission's guidance on public benefit throughout the year when deciding on the activities of the charity.

Policies & Procedures

We have policies in place which include:

- Child Protection Policy
- Health & Safety
- Fire & Emergency Policy
- Equal Opportunity Policy
- Environmental Policy
- Organisational file
- Staff Induction
- Enhanced DBS (previously CRB)
- Recruitment procedure

Our policies are regularly updated and periodically checked, vetted and authorised.

The major risks facing the charity have been reviewed and systems or procedures have been established to manage those risks.

The remuneration of key management personnel is agreed by the trustee board.

At Heel and Toe we will endeavour to:

- Continue to provide the best support we can for children and families
- Continue to listen and involve children and families in the development of our services
- Continue to adopt and share 'best practice'
- Continue to update our knowledge and skills to reflect in our service provision
- Continue to use our funds effectively for the benefit of the children and families who attend

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

Reference and Administrative Details

Registered charity name	Heel and Toe Ltd
Charity registration number	1125695
Company registration number	06632056
Principal office and registered office	40 Front Street Pelton Chester-Le-Street County Durham DH2 1DE

The Trustees

Mr P S Gilsenan	
Ms A J Kirtley	
Miss H E F Hastie	
Mr P Bartley	
Mr J P Brady	
Mr A M Guest	
Ms H Plunkett	
Mr M W Ward	
Mr M Clasper	(Appointed 1 May 2022)
Ms J Turner	(Appointed 7 October 2022)

Chief Executive Officer Mr D Long

Company Secretary Mr P S Gilsenan

Auditor Allen Sykes Ltd
Chartered Accountants & statutory auditor
5 Henson Close
South Church Enterprise Park
Bishop Auckland
County Durham
DL14 6WA

Trustees' Responsibilities Statement

The trustees, who are also directors for the purposes of company law, are responsible for preparing the trustees' report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the charity trustees to prepare financial statements for each year which give a true and fair view of the state of affairs of the charitable company and the incoming resources and application of resources, including the income and expenditure, for that period.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2022

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

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the applicable Charities SORP;
- make judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Auditor

Each of the persons who is a trustee at the date of approval of this report confirms that:

- so far as they are aware, there is no relevant audit information of which the charity's auditor is unaware; and
- they have taken all steps that they ought to have taken as a trustee to make themselves aware of any relevant audit information and to establish that the charity's auditor is aware of that information.

The auditor is deemed to have been re-appointed in accordance with section 487 of the Companies Act 2006.

Small Company Provisions

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

The trustees' annual report was approved on 20/06/2023 and signed on behalf of the board of trustees by:



Mr P S Gilsenan
Charity Secretary

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd

Year Ended 31 December 2022

Opinion

We have audited the financial statements of Heel and Toe Ltd (the 'charity') for the year ended 31 December 2022 which comprise the statement of financial activities (including income and expenditure account), statement of financial position, statement of cash flows and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charity's affairs as at 31 December 2022 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) 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 charity in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, 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 trustees' 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 charity's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

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

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd (continued)

Year Ended 31 December 2022

Other Information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. 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.

In connection with our audit of the financial statements, 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 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 2006

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

- the information given in the trustees' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the trustees' report has been prepared in accordance with applicable legal requirements.

Matters on Which We are Required to Report by Exception

In the light of the knowledge and understanding of the charity and its environment obtained in the course of the audit, we have not identified material misstatements in the trustees' report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd *(continued)*

Year Ended 31 December 2022

Responsibilities of Trustees

As explained more fully in the trustees' responsibilities statement, the trustees (who are also the directors for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine 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 trustees are responsible for assessing the charity'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 the trustees either intend to liquidate the charity or to cease operations, or have no realistic alternative but to do so.

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd *(continued)*

Year Ended 31 December 2022

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 (UK) 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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Our approach to identifying and assessing the risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations, was as follows:

- the engagement partner ensured that the engagement team collectively had the appropriate competence, capabilities and skills to identify or recognise non-compliance with applicable laws and regulations;
- we identified the laws and regulations applicable to the company through discussions with directors and other management, and from our commercial knowledge and experience of the sector;
- we focused on specific laws and regulations which we considered may have a direct material effect on the financial statements or the operations of the company, including the Companies Act 2006, Charities Act 2011, taxation legislation, data protection, anti-bribery, employment, environmental and health and safety legislation;
- we assessed the extent of compliance with the laws and regulations identified above through making enquiries of management and inspecting legal correspondence; and
- identified laws and regulations were communicated within the audit team regularly and the team remained alert to instances of non-compliance throughout the audit.

We assessed the susceptibility of the company's financial statements to material misstatement, including obtaining an understanding of how fraud might occur, by:

- making enquiries of management as to where they considered there was susceptibility to fraud, their knowledge of actual, suspected and alleged fraud; and
- considering the internal controls in place to mitigate risks of fraud and non-compliance with laws and regulations.

To address the risk of fraud through management bias and override of controls, we:

- performed analytical procedures to identify any unusual or unexpected relationships;
- tested journal entries to identify unusual transactions;
- assessed whether judgements and assumptions made in determining the accounting estimates were indicative of potential bias; and
- investigated the rationale behind any identified significant or unusual transactions.

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd *(continued)*

Year Ended 31 December 2022

In response to the risk of irregularities and non-compliance with laws and regulations, we designed procedures which included, but were not limited to:

- agreeing financial statement disclosures to underlying supporting documentation;
- enquiring of management as to actual and potential litigation and claims; and
- reviewing correspondence with HMRC, relevant regulators and the company's legal advisors.

There are inherent limitations in our audit procedures described above. The more removed that laws and regulations are from financial transactions, the less likely it is that we would become aware of non-compliance. Auditing standards also limit the audit procedures required to identify non-compliance with laws and regulations to enquiry of the directors and other management and the inspection of regulatory and legal correspondence, if any. Material misstatements that arise due to fraud can be harder to detect than those that arise from error as they may involve deliberate concealment or collusion.

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the trustees.
- Conclude on the appropriateness of the trustees' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the charity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the charity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

A further description of our responsibilities is available on the Financial Reporting Council's website at: <https://www.frc.org.uk/auditorsresponsibilities>

This description forms part of our auditor's report.

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd *(continued)*

Year Ended 31 December 2022

Use of Our Report

This report is made solely to the charity's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charity'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 charity and the charity's members as a body, for our audit work, for this report, or for the opinions we have formed.



Mr P W Lamb (Senior Statutory Auditor)

For and on behalf of
Allen Sykes Ltd
Chartered Accountants & statutory auditor
5 Henson Close
South Church Enterprise Park
Bishop Auckland
County Durham
DL14 6WA

22nd June 2023

Heel and Toe Ltd

Statement of Financial Activities (including income and expenditure account)

Year Ended 31 December 2022

			2022		2021
	Note	Unrestricted funds £	Restricted funds £	Total funds £	Total funds £
Income and endowments					
Donations and legacies	5	144,321	36,000	180,321	277,873
Charitable activities	6	199,995	—	199,995	176,170
Other trading activities	7	420,173	—	420,173	230,706
Investment income	8	60,794	—	60,794	79,442
Other income	9	3,089	—	3,089	108,559
Total income		<u>828,372</u>	<u>36,000</u>	<u>864,372</u>	<u>872,750</u>
Expenditure					
Expenditure on raising funds:					
Costs of other trading activities	10	99,828	—	99,828	73,522
Expenditure on charitable activities	11,12	774,968	34,819	809,787	770,080
Total expenditure		<u>874,796</u>	<u>34,819</u>	<u>909,615</u>	<u>843,602</u>
Net gains on investments	13	1,000	—	1,000	—
Net (expenditure)/income		<u>(45,424)</u>	<u>1,181</u>	<u>(44,243)</u>	<u>29,148</u>
Transfers between funds		257,741	(257,741)	—	—
Other recognised gains and losses					
Gains/(losses) on revaluation of investment properties		—	—	—	(5,000)
Net movement in funds		<u>212,317</u>	<u>(256,560)</u>	<u>(44,243)</u>	<u>24,148</u>
Reconciliation of funds					
Total funds brought forward		1,441,500	296,560	1,738,060	1,713,912
Total funds carried forward		<u>1,653,817</u>	<u>40,000</u>	<u>1,693,817</u>	<u>1,738,060</u>

The statement of financial activities includes all gains and losses recognised in the year.
All income and expenditure derive from continuing activities.

The notes on pages 20 to 36 form part of these financial statements.

Heel and Toe Ltd

Statement of Financial Position

31 December 2022

	Note	2022 £	2021 £
Fixed Assets			
Tangible fixed assets	19	821,280	563,334
Investments	20	580,000	830,000
		<u>1,401,280</u>	<u>1,393,334</u>
Current Assets			
Stocks	21	2,000	2,885
Debtors	22	26,922	91,251
Cash at bank and in hand		690,504	848,055
		<u>719,426</u>	<u>942,191</u>
Creditors: amounts falling due within one year	23	<u>69,596</u>	<u>64,727</u>
Net Current Assets		<u>649,830</u>	<u>877,464</u>
Total Assets Less Current Liabilities		<u>2,051,110</u>	<u>2,270,798</u>
Creditors: amounts falling due after more than one year	24	<u>357,293</u>	<u>532,738</u>
Net Assets		<u>1,693,817</u>	<u>1,738,060</u>
Funds of the Charity			
Restricted funds		40,000	296,560
Unrestricted funds		1,653,817	1,441,500
Total charity funds	26	<u>1,693,817</u>	<u>1,738,060</u>

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

These financial statements were approved by the board of trustees and authorised for issue on 20/01/23, and are signed on behalf of the board by:

Miss H E F Hastie
Trustee



The notes on pages 20 to 36 form part of these financial statements.

Heel and Toe Ltd

Statement of Cash Flows

Year Ended 31 December 2022

	2022 £	2021 £
Cash Flows from Operating Activities		
Net (expenditure)/income	(44,243)	29,148
<i>Adjustments for:</i>		
Depreciation of tangible fixed assets	5,438	6,211
Net gains on investments	(1,000)	—
Dividends, interest and rents from investments	(60,615)	(79,397)
Other interest receivable and similar income	(179)	(45)
Interest payable and similar charges	18,542	16,626
Accrued expenses	45,130	30,565
<i>Changes in:</i>		
Stocks	885	(385)
Trade and other debtors	13,253	(2,327)
Trade and other creditors	10,427	(1,983)
Cash generated from operations	(12,362)	(1,587)
Interest paid	(18,542)	(16,626)
Interest received	179	45
Net cash used in operating activities	(30,725)	(18,168)
Cash Flows from Investing Activities		
Dividends, interest and rents from investments	79,137	79,397
Purchase of tangible assets	(263,384)	(5,952)
Purchases of other investments	—	(240,000)
Proceeds from sale of other investments	252,000	—
Net cash from/(used in) investing activities	67,753	(166,555)
Cash Flows from Financing Activities		
Proceeds from borrowings	—	179,383
Repayments of borrowings	(193,579)	—
Net cash (used in)/from financing activities	(193,579)	179,383
Net Decrease in Cash and Cash Equivalents	(156,551)	(5,340)
Cash and Cash Equivalents at Beginning of Year	848,055	853,395
Cash and Cash Equivalents at End of Year	691,504	848,055

The notes on pages 20 to 36 form part of these financial statements.

Heel and Toe Ltd

Notes to the Financial Statements

Year Ended 31 December 2022

1. General Information

The charity is a public benefit entity and a private company limited by guarantee, registered in England and Wales and a registered charity in England and Wales. The address of the registered office is 40 Front Street, Pelton, Chester-Le-Street, County Durham, DH2 1DE.

2. Statement of Compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland', the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (Charities SORP (FRS 102)) and the Companies Act 2006.

3. Accounting Policies

Basis of Preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investments measured at fair value through income or expenditure.

The financial statements are prepared in sterling, which is the functional currency of the entity.

The entity is a Public Benefit Entity.

Going Concern

There are no material uncertainties about the charity's ability to continue.

Judgements and Key Sources of Estimation Uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The trustees consider that there are no significant estimates or judgements affecting these financial statements.

Fund Accounting

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the purposes of the charity. Unrestricted funds include a revaluation reserve representing the restatement of investment assets at market values.

Designated funds are unrestricted funds earmarked by the trustees for specific purposes.

Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2022

3. Accounting Policies *(continued)*

Income

All income is included in the statement of financial activities when the charity is entitled to the income, any performance related conditions attached have been met or are fully within the control of the charity, the income is considered probable and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacy income is received by way of donations, legacies, grants and gifts and is included in full in the Statement of Financial Activities when receivable. Where legacies have been notified to the charity but the criteria for income recognition have not been met, the legacy is treated as a contingent asset and disclosed if material. Grants, where entitlement is not conditional on the delivery of a specific performance by the charity, are recognised when the charity becomes unconditionally entitled to the grant.

Donated services and facilities are included at the value to the charity, being the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market.

Investment income is included when receivable.

Income from charitable trading activity is accounted for when earned.

Income from grants, where related to performance and specific deliverables, are accounted for as the charity earns the right to consideration by its performance.

Expenditure

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

Costs of raising funds comprise the costs associated with attracting donations, grants and legacies and the costs of trading for fundraising purposes.

Charitable expenditure comprises those costs incurred by the charity 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.

Other expenditure includes all expenditure that is neither related to raising funds for the charity nor part of its expenditure on charitable activities.

All costs are allocated between the expenditure categories of the SOFA on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly, others are apportioned on an appropriate basis, as set out in the notes to the accounts.

Tangible Assets

Tangible fixed assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. The costs of minor additions or those costing below £500 are not capitalised.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2022

3. Accounting Policies *(continued)*

Depreciation

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:

Freehold Property	-	1% straight line
Fixtures, Fittings & Equipment	-	20% reducing balance
Computer Equipment	-	Over 3 years straight line
Therapy & Sensory Equipment	-	20% reducing balance

Depreciation on freehold property has not been provided for as it is considered to be immaterial.

Investments

Unlisted equity investments are initially recorded at cost, and subsequently measured at fair value. If fair value cannot be reliably measured, assets are measured at cost less impairment.

Listed investments are measured at fair value with changes in fair value being recognised in income or expenditure.

Investment Property

Investment property is measured initially at cost and subsequently at fair value at the reporting date. Depreciation is not provided.

Impairment of Fixed Assets

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stock to its present location and condition.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2022

3. Accounting Policies *(continued)*

Financial Instruments

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

Basic financial instruments are initially recognised at the amount receivable or payable including any related transaction costs, 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.

Current assets and current liabilities are subsequently measured at the cash or other consideration expected to be paid or received and not discounted.

Debt instruments are subsequently measured at amortised cost.

Defined Contribution Plans

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as an expense in the period in which it arises.

Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

Accrued income and tax recoverable is included at the best estimate of the amounts receivable at the balance sheet date.

Cash at Bank and in Hand

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2022

3. Accounting Policies *(continued)*

Creditors

Creditors are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors are normally recognised at their settlement amount after allowing for any trade discounts due.

Taxation

The company is considered to pass the tests set out in Paragraph 1 Schedule 6 of the Finance Act 2010 and therefore it meets the definition of a charitable company for UK corporation tax purposes. Accordingly, the company is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 Part 11 of the Corporation Tax Act 2010 or Section 256 of the taxation of Chargeable Gains Act 1992, to the extent that such income or gains are applied exclusively to charitable purposes.

4. Limited by Guarantee

The company is limited by guarantee. At 31st December 2022 there were 10 members each of whom had undertaken to contribute an amount not exceeding £10 in the event of a winding up.

The company is under the control of the directors as a body and as such is not controlled by any individual.

5. Donations and Legacies

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Donations			
Donations from parents	2,045	—	2,045
Donations from businesses	69,020	—	69,020
Online Pots	10,350	—	10,350
Public donations	2,933	—	2,933
Other donations	3,477	—	3,477
Gift Aid	18,778	—	18,778

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2022

5. Donations and Legacies *(continued)*

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Grants			
Durham County Council - Covid support	—	—	—
The William Leech Foundation	5,000	—	5,000
Sir James Knott Foundation	5,000	—	5,000
The Catherine Cookson Charitable Trust	—	5,000	5,000
James Tudor Trust	—	5,000	5,000
Beatrice Lang	—	5,000	5,000
Sir John Priestman Trust	—	5,000	5,000
The Edward Gostling Trust	—	15,000	15,000
1989 Willan Charitable Trust	5,000	—	5,000
Small grants under £5,000	22,718	1,000	23,718
	<u>144,321</u>	<u>36,000</u>	<u>180,321</u>
	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Donations			
Donations from parents	915	—	915
Donations from businesses	40,382	—	40,382
Online Pots	4,200	—	4,200
Public donations	4,417	—	4,417
Other donations	9,805	—	9,805
Gift Aid	22,051	—	22,051

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

5. Donations and Legacies (continued)

	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Grants			
Durham County Council - Covid support	40,835	—	40,835
Baily Thomas Charitable Fund	—	4,941	4,941
County Durham Community Foundation	—	4,836	4,836
Barbour Foundation	—	5,000	5,000
Global	—	39,474	39,474
Sir John Priestman Trust	—	5,000	5,000
Lord Barnbys Foundation	—	5,000	5,000
The Webb Family Charitable Trust	—	5,000	5,000
National Lottery Community Fund	—	61,790	61,790
National Lottery Community Fund - Awards For All	—	9,179	9,179
David Family Foundation	—	5,000	5,000
Small grants under £5,000	—	10,048	10,048
	<u>122,605</u>	<u>155,268</u>	<u>277,873</u>

6. Charitable Activities

	Unrestricted Funds £	Total Funds 2022 £	Unrestricted Funds £	Total Funds 2021 £
Hydrotherapy	86,037	86,037	72,833	72,833
Speech & language	35,395	35,395	29,802	29,802
Physiotherapy	60,508	60,508	50,827	50,827
Occupational Therapy	14,146	14,146	18,516	18,516
Other services	3,909	3,909	4,192	4,192
	<u>199,995</u>	<u>199,995</u>	<u>176,170</u>	<u>176,170</u>

7. Other Trading Activities

	Unrestricted Funds £	Total Funds 2022 £	Unrestricted Funds £	Total Funds 2021 £
Tin collections and bag packs	12,739	12,739	9,955	9,955
Charity Ball	66,376	66,376	42,799	42,799
Other fundraising events	182,872	182,872	99,712	99,712
Great North Run	65,664	65,664	64,053	64,053
Brick Services Ball	50,508	50,508	14,187	14,187
Bradley Hall	42,014	42,014	—	—
	<u>420,173</u>	<u>420,173</u>	<u>230,706</u>	<u>230,706</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

8. Investment Income

	Unrestricted Funds	Total Funds 2022	Unrestricted Funds	Total Funds 2021
	£	£	£	£
Rental income	60,615	60,615	79,397	79,397
Bank interest receivable	179	179	45	45
	<u>60,794</u>	<u>60,794</u>	<u>79,442</u>	<u>79,442</u>

9. Other Income

	Unrestricted Funds	Total Funds 2022	Unrestricted Funds	Total Funds 2021
	£	£	£	£
Case settlement	—	—	7,830	7,830
Job Retention Scheme	—	—	95,791	95,791
Other income	3,089	3,089	4,938	4,938
	<u>3,089</u>	<u>3,089</u>	<u>108,559</u>	<u>108,559</u>

10. Costs of Other Trading Activities

	Unrestricted Funds	Total Funds 2022	Unrestricted Funds	Total Funds 2021
	£	£	£	£
Fundraising costs	99,828	99,828	73,522	73,522

11. Expenditure on Charitable Activities by Fund Type

	Unrestricted Funds	Restricted Funds	Total Funds 2022
	£	£	£
Expenditure on charitable activities (see page 40)	772,388	34,819	807,207
Support costs	2,580	—	2,580
	<u>774,968</u>	<u>34,819</u>	<u>809,787</u>

	Unrestricted Funds	Restricted Funds	Total Funds 2021
	£	£	£
Expenditure on charitable activities (see page 40)	649,304	118,316	767,620
Support costs	2,460	—	2,460
	<u>651,764</u>	<u>118,316</u>	<u>770,080</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

12. Expenditure on Charitable Activities by Activity Type

	Activities undertaken directly	Support costs	Total funds 2022	Total funds 2021
	£	£	£	£
Expenditure on charitable activities (see page 40)	807,207	–	807,207	767,620
Governance costs	–	2,580	2,580	2,460
	<u>807,207</u>	<u>2,580</u>	<u>809,787</u>	<u>770,080</u>

13. Net Gains on Investments

	Unrestricted Funds	Total Funds 2022	Unrestricted Funds	Total Funds 2021
	£	£	£	£
Gains/(losses) on investment property	<u>1,000</u>	<u>1,000</u>	<u>–</u>	<u>–</u>

14. Net (Expenditure)/Income

Net (expenditure)/income is stated after charging/(crediting):

	2022	2021
	£	£
Depreciation of tangible fixed assets	<u>5,438</u>	<u>6,211</u>

15. Auditors Remuneration

	2022	2021
	£	£
Fees payable for the audit of the financial statements	<u>2,580</u>	<u>2,460</u>

16. Staff Costs

The total staff costs and employee benefits for the reporting period are analysed as follows:

	2022	2021
	£	£
Wages and salaries	534,699	480,046
Social security costs	41,060	33,833
Employer contributions to pension plans	27,873	35,788
	<u>603,632</u>	<u>549,667</u>

The average head count of employees during the year was 25 (2021: 24). The average number of full-time equivalent employees during the year is analysed as follows:

	2022 No.	2021 No.
Number of fundraising staff	2	2
Number of administration staff	2	2
Number of management staff	1	1
Number of clinical staff	<u>20</u>	<u>19</u>
	<u>25</u>	<u>24</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

16. Staff Costs (continued)

No employee received employee benefits of more than £60,000 during the year (2021: Nil).

Key Management Personnel

Key management personnel include all persons that have authority and responsibility for planning, directing and controlling the activities of the charity. The total compensation paid to key management personnel for services provided to the charity was £61,266 (2021:£51,496).

17. Trustee Remuneration and Expenses

Trustees received no remuneration or expenses during the current or previous year.

18. Transfers Between Funds

During the year £257,741 was transferred from restricted to unrestricted funds. This represented restricted grants spent on capital items including the new building and equipment.

19. Tangible Fixed Assets

	Freehold property £	Fixtures, Fittings & Equipment £	Computer Equipment £	Therapy & Sensory Equipment £	Total £
Cost					
At 1 January 2022	787,612	40,519	48,161	42,817	919,109
Additions	263,384	—	—	—	263,384
At 31 December 2022	1,050,996	40,519	48,161	42,817	1,182,493
Depreciation					
At 1 January 2022	242,612	31,046	45,304	36,813	355,775
Charge for the year	—	1,895	2,342	1,201	5,438
At 31 December 2022	242,612	32,941	47,646	38,014	361,213
Carrying amount					
At 31 December 2022	808,384	7,578	515	4,803	821,280
At 31 December 2021	545,000	9,473	2,857	6,004	563,334

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

20. Investments

	Investment properties £
Cost or valuation	
At 1 January 2022	830,000
Additions	—
Disposals	(251,000)
Fair value movements	1,000
At 31 December 2022	580,000
Impairment	
At 1 January 2022 and 31 December 2022	
Carrying amount	
At 31 December 2022	580,000
At 31 December 2021	830,000

All investments shown above are held at valuation.

Investment properties

The investment properties are valued annually by Peter Bartley, Trustee who is the Group Director of Bradley Hall, Chartered Surveyors and Estate Agents. Peter Bradley is a Chartered Surveyor (MRICS).

Investments comprise investment properties in Sherburn, Gateshead, Wallsend and Alnwick.

21. Stocks

	2022 £	2021 £
Merchandise stock	2,000	2,885

22. Debtors

	2022 £	2021 £
Trade debtors	14,719	(2,880)
Prepayments and accrued income	8,144	81,690
Gift Aid debtor	4,059	4,877
Other debtors	—	7,564
	26,922	91,251

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2022

23. Creditors: amounts falling due within one year

	2022	2021
	£	£
Bank loans and overdrafts	45,057	44,669
Accruals and deferred income	2,400	8,346
Social security and other taxes	19,639	9,212
Other creditors	2,500	2,500
	<u>69,596</u>	<u>64,727</u>

The bank loans are secured by legal charges over 40 Front Street Pelton, 80-84 Park Road Wallsend and the hydrotherapy centre.

24. Creditors: amounts falling due after more than one year

	2022	2021
	£	£
Bank loans and overdrafts	<u>357,293</u>	<u>532,738</u>

The bank loans are secured by legal charges over 40 Front Street Pelton, 80-84 Park Road Wallsend and the hydrotherapy centre.

Included within creditors: amounts falling due after more than one year is an amount of £192,896 (2021: £359,897) in respect of liabilities payable or repayable by instalments which fall due for payment after more than five years from the reporting date.

The two mortgages are repayable in instalments over 5 and 15 years at varying interest rates of 2.54% and 3.56% above Bank Base Rate.

25. Pensions and Other Post Retirement Benefits

Defined contribution plans

The amount recognised in income or expenditure as an expense in relation to defined contribution plans was £27,873 (2021: £35,788).

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

26. Analysis of Charitable Funds

Unrestricted funds

	At 1 Jan 2022	Income	Expenditure	Transfers	Gains and losses	At 31 Dec 2022
	£	£	£	£	£	£
General Funds	580,904	828,372	(869,358)	80,722	—	620,640
Capital Fund	1,393,334	—	(5,438)	(355,719)	1,000	1,033,177
Long term liabilities	(532,738)	—	—	532,738	—	—
	<u>1,441,500</u>	<u>828,372</u>	<u>(874,796)</u>	<u>257,741</u>	<u>1,000</u>	<u>1,653,817</u>

	At 1 Jan 2021	Income	Expenditure	Transfers	Gains and losses	At 31 Dec 2021
	£	£	£	£	£	£
General Funds	669,987	717,482	(719,075)	(87,490)	—	580,904
Capital Fund	1,158,593	—	(6,211)	245,952	(5,000)	1,393,334
Long term liabilities	(374,276)	—	—	(158,462)	—	(532,738)
	<u>1,454,304</u>	<u>717,482</u>	<u>(725,286)</u>	<u>—</u>	<u>(5,000)</u>	<u>1,441,500</u>

The capital fund is the value of assets held offset by loans held with security against those assets.

Restricted funds

	At 1 Jan 2022	Income	Expenditure	Transfers	Gains and losses	At 31 Dec 2022
	£	£	£	£	£	£
National Lottery Community Fund - Awards For All	9,179	—	—	(9,179)	—	—
Smaller building grants	3,000	—	—	(3,000)	—	—
St James' Place	150,000	—	—	(150,000)	—	—
Equipment grants	1,908	—	—	(1,908)	—	—
Clothworkers' Foundation	40,000	—	—	—	—	40,000
National Lottery Community Fund	15,447	—	(15,447)	—	—	—
Garfield Weston	30,000	—	—	(30,000)	—	—
Bernard Sunley	10,000	—	—	(10,000)	—	—
Morrison's Foundation	3,936	—	—	(3,936)	—	—
February Foundation	4,941	—	—	(4,941)	—	—

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

26. Analysis of Charitable Funds (continued)

Sir James Knott Foundation	5,000	—	—	(5,000)	—	—
Screwfix Foundation	5,000	—	—	(5,000)	—	—
County Durham Community Foundation	4,836	—	—	(4,836)	—	—
Baily Thomas Charitable Fund	4,941	—	—	(4,941)	—	—
Beatrice Lang	—	5,000	—	(5,000)	—	—
James Tudor Trust	—	5,000	(5,000)	—	—	—
The Catherine Cookson Charitable Trust	—	5,000	—	(5,000)	—	—
John Priestman Trust	—	5,000	(5,000)	—	—	—
Grace Trust	—	1,000	(1,000)	—	—	—
The Edward Gostling Trust	—	15,000	—	(15,000)	—	—
Smaller grants for video therapy	8,372	—	(8,372)	—	—	—
	<u>296,560</u>	<u>36,000</u>	<u>(34,819)</u>	<u>(257,741)</u>	<u>—</u>	<u>40,000</u>

	At 1 Jan 2021 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2021 £
National Lottery Community Fund - Awards For All	—	9,179	—	—	—	9,179
Smaller building grants	3,000	—	—	—	—	3,000
St James' Place	150,000	—	—	—	—	150,000
Equipment grants	1,500	408	—	—	—	1,908
Clothworkers' Foundation	40,000	—	—	—	—	40,000

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

26. Analysis of Charitable Funds (continued)

Global's Make						
Some Noise	—	39,474	(39,474)	—	—	—
National Lottery						
Community Fund	—	61,789	(46,342)	—	—	15,447
Garfield Weston	30,000	—	—	—	—	30,000
Bernard Sunley	10,000	—	—	—	—	10,000
Morrisons						
Foundation	3,936	—	—	—	—	3,936
February						
Foundation	4,941	—	—	—	—	4,941
Sir James Knott						
Foundation	5,000	—	—	—	—	5,000
Screwfix						
Foundation	5,000	—	—	—	—	5,000
County Durham						
Community						
Foundation	—	4,836	—	—	—	4,836
Hobson Charity	4,981	(4,981)	—	—	—	—
The Webb Family						
Charitable Trust	—	5,000	(5,000)	—	—	—
David Family						
Foundation	—	5,000	(5,000)	—	—	—
Barbour						
Foundation	—	5,000	(5,000)	—	—	—
John Priestman						
Trust	—	5,000	(5,000)	—	—	—
Baily Thomas						
Charitable Fund	—	4,941	—	—	—	4,941
Lord Barnbys						
Foundation	—	5,000	(5,000)	—	—	—
Smaller grants for						
video therapy	1,250	7,122	—	—	—	8,372
Smaller grants for						
core costs	—	7,500	(7,500)	—	—	—
	<u>259,608</u>	<u>155,268</u>	<u>(118,316)</u>	<u>—</u>	<u>—</u>	<u>296,560</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2022

26. Analysis of Charitable Funds (continued)

The grants from St James' Place, the Clothworkers' Foundation, Garfield Weston, Bernard Sunley, the February Foundation, the Screwfix Foundation, Beatrice Lang, the Catherine Cookson Charitable trust and the Edward Gostling Trust are towards the new building.

Grants from the Morrisons Foundation, Awards For All and Sir James Knott Foundation are towards equipment.

The grant from the National Lottery Community Fund is towards remote and face to face therapy.

The grants from the Baily Thomas Charitable Foundation and County Durham Community Foundation are towards new hoists.

The grants from the James Tudor Trust, John Priestman Trust and the Grace Trust are towards Massage Therapy and the grant from Clifford Chance Foundation is towards video therapy.

27. Analysis of Net Assets Between Funds

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Tangible fixed assets	821,280	—	821,280
Investments	580,000	—	580,000
Current assets	679,426	40,000	719,426
Creditors less than 1 year	(69,596)	—	(69,596)
Creditors greater than 1 year	(357,293)	—	(357,293)
Net assets	1,653,817	40,000	1,693,817

	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Tangible fixed assets	563,334	—	563,334
Investments	830,000	—	830,000
Current assets	645,631	296,560	942,191
Creditors less than 1 year	(64,727)	—	(64,727)
Creditors greater than 1 year	(532,738)	—	(532,738)
Net assets	1,441,500	296,560	1,738,060

28. Analysis of Changes in Net Debt

	At 1 Jan 2022 £	Cash flows £	At 31 Dec 2022 £
Cash at bank and in hand	848,055	(157,551)	690,504

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2022

29. Related Parties

Fees of £13,416 (2021 - £30,778) were paid to Bradley Hall, Chartered Surveyors and Estate Agents for management of the investment properties. Mr P Bartley is a director of Bradley Hall and a trustee of Heel & Toe.

The charity's pension scheme is managed by St James' Place Wealth Management. Mr P Gilsenan is the principal of Paul Gilsenan Wealth Management, a partner practice of St James' Place Wealth Management and he is also a trustee of the charity. No fees were paid by the charity to St James' Place Wealth Management during the year.

Heel and Toe Ltd
Management Information
Year Ended 31 December 2022

The Following Pages Do Not Form Part of the Financial Statements.

Heel and Toe Ltd

Detailed Statement of Financial Activities

Year Ended 31 December 2022

	2022 £	2021 £
Income and endowments		
Donations and legacies		
Donations from parents	2,045	915
Donations from businesses	69,020	40,382
Online Pots	10,350	4,200
Public donations	2,933	4,417
Other donations	3,477	9,805
Gift Aid	18,778	22,051
Durham County Council - Covid support	—	40,835
The William Leech Foundation	5,000	—
Sir James Knott Foundation	5,000	—
Baily Thomas Charitable Fund	—	4,941
County Durham Community Foundation	—	4,836
The Catherine Cookson Charitable Trust	5,000	—
James Tudor Trust	5,000	—
Barbour Foundation	—	5,000
Beatrice Lang	5,000	—
Global	—	39,474
Sir John Priestman Trust	5,000	5,000
Lord Barnbys Foundation	—	5,000
The Edward Gostling Trust	15,000	—
The Webb Family Charitable Trust	—	5,000
National Lottery Community Fund	—	61,790
National Lottery Community Fund - Awards For All	—	9,179
David Family Foundation	—	5,000
1989 Willan Charitable Trust	5,000	—
Small grants under £5,000	23,718	10,048
	<u>180,321</u>	<u>277,873</u>
Charitable activities		
Hydrotherapy	86,037	72,833
Speech & language	35,395	29,802
Physiotherapy	60,508	50,827
Occupational Therapy	14,146	18,516
Other services	3,909	4,192
	<u>199,995</u>	<u>176,170</u>

Heel and Toe Ltd

Detailed Statement of Financial Activities *(continued)*

Year Ended 31 December 2022

	2022 £	2021 £
Other trading activities		
Tin collections and bag packs	12,739	9,955
Charity Ball	66,376	42,799
Other fundraising events	182,872	99,712
Great North Run	65,664	64,053
Brick Services Ball	50,508	14,187
Bradley Hall	42,014	—
	<u>420,173</u>	<u>230,706</u>
Investment income		
Rental income	60,615	79,397
Bank interest receivable	179	45
	<u>60,794</u>	<u>79,442</u>
Other income		
Case settlement	—	7,830
Job Retention Scheme	—	95,791
Other income	3,089	4,938
	<u>3,089</u>	<u>108,559</u>
Total income	<u>864,372</u>	<u>872,750</u>

Heel and Toe Ltd

Detailed Statement of Financial Activities *(continued)*

Year Ended 31 December 2022

	2022 £	2021 £
Expenditure		
Costs of other trading activities		
Event costs	78,586	58,990
Ball costs	21,242	14,532
	<u>99,828</u>	<u>73,522</u>
Expenditure on charitable activities		
Wages	534,699	480,046
NIC	41,060	33,833
Pension	27,873	35,788
Insurance	17,717	20,261
Other premises costs	23,416	23,124
Professional fees	29,505	62,583
Telephone	5,285	5,470
Stationery, postage and other office costs	36,398	26,962
Depreciation	5,438	6,211
Loan interest	18,542	16,626
Maintenance, consumables and miscellaneous	29,533	28,791
Marketing and printing	12,049	5,548
Staff expenses	25,692	22,377
	<u>807,207</u>	<u>767,620</u>
Governance costs		
Governance costs - audit fees	2,580	2,460
	<u>809,787</u>	<u>770,080</u>
Expenditure on charitable activities		
	<u>809,787</u>	<u>770,080</u>
Total expenditure	<u>909,615</u>	<u>843,602</u>
Net gains on investments		
Gains/(losses) on investment property	1,000	—
	<u>(44,243)</u>	<u>29,148</u>
Net (expenditure)/income		

HEEL AND TOE LTD

England & Wales - Charity number 1125695

Accounts

Company Registration Number: 06632056
Charity Registration Number: 1125695

Heel and Toe Ltd
Financial Statements
For the Year Ending
31 December 2021

JANE ASCROFT ACCOUNTANCY LIMITED

Chartered Accountants & statutory auditor

Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Heel and Toe Ltd

Financial Statements

Year Ended 31 December 2021

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Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report)

Year Ended 31 December 2021

The trustees, who are also the directors for the purposes of company law, present their report and the financial statements of the charity for the year ended 31 December 2021.

Chair's report

Welcome to the Heel & Toe Children's Charity Annual Report 2021.

I think we can all agree it has been an extraordinarily challenging 18 months.

At the beginning of the COVID-19 outbreak we were forced to stop

carrying out therapy, close our centres and cease all fundraising activities. This is possibly the single biggest challenge the Charity has ever faced. We have had to adapt and change the way we operate and engage with children and families in order to deliver therapy and operate safely within the government's ever-changing regulations.

Most of our events had to be cancelled and our 2021 events were postponed until later in the year. We have lost £300,000 in revenue since COVID-19. We envisage 2022 will still be a difficult year for fundraising with the continuing concerns over the pandemic so our need for support is more important now than ever before.

The safety and wellbeing of each and every child and family who uses Heel & Toe remains our absolute priority, and my fellow Trustees and I are proud of the hard work and innovation that has taken place in order to maintain our vital services for the children and young people of the North East.

Thank you for your continued support. I hope you will stay with us on our journey to help every young person reach their potential.

Paul Gilsenan
Chair

Small steps lead to great things

Our journey since opening in 2008, with four children in a port-a-cabin annex at the rear of the Meadows School in Spennymoor, has been exciting, sometimes exasperating, but always rewarding.

This year we have worked to support over 220 children with disabilities during a period of unprecedented challenge brought on by the COVID-19 pandemic. As we begin to reopen our centres for face-to-face services we remain focused on our long term strategy to bring beneficial therapy to all the children who need it in the North East region.

I would like to extend my thanks to our many supporters who generously continue to fund our work and the hundreds of people who help, volunteer, fundraise, sponsor and donate to Heel & Toe.

Lastly, I would like to thank all the children, parents and carers whose care, dedication and input has been vital to the development of Heel & Toe Children's Charity.

Doug Long
Chief Executive

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Objectives and Activities

Our Mission

Heel & Toe supports children and young people with profound physical and neurological disabilities from the North East region to live active, fulfilling, independent lives by the provision of free therapy.

Achieving our Mission

We offer a range of services, led by highly qualified therapists, to children and young people of all ages from 3 months to 24 years (in line with current NHS Children and Young Adult Services criterion). Therapy sessions can be one-to-one or group, depending on the child's needs, and are available from 9.30am to 6.30pm, Monday to Saturday. We liaise with all external organisations concerned with a child's care to aid and assist the NHS, Social Services and the LEA wherever possible and to develop and enhance our service.

Our Vision

Our vision is to support children with disabilities to live full, productive lives where possibilities and opportunities are not constrained by their disabilities. We focus on supporting achievement and building on a child's success. We aim to improve children and young people's quality of life, and that of their families, by supporting them to make real improvements to their physical and emotional health. This in turn improves their level of confidence and self-esteem, motivation and fun. We want children, young people and their families to have the chance to look forward to a more independent and fulfilling future.

Value Statement

We believe that no child or young person should be denied Conductive Education due to a lack of money.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Our Achievements 2008-2021

2008 Heel & Toe was established in June 2008, and was granted charity status on 4 September 2008. The first Centre opened on 4 October 2008. Operating from a port- a-cabin annex, we offered FREE Conductive Education Therapy for any child with Cerebral Palsy from the North East.

2011 Demand for Heel & Toe's services was high and in 2011 the Charity relocated to larger rented premises in a more central location.

2012 The Charity launched additional therapies, including: physiotherapy, occupational therapy and speech and language therapy.

2013 & 2014 As part of its three-year plan, in August 2013 the Charity purchased its first building. After a period of fundraising the building was refurbished. This represented a saving of £40,000 in rent each year and allowed the Charity to recruit additional clinical staff. The Centre comprises four therapy rooms, a sensory room and a fully adapted gym.

2015 Heel & Toe launched intensive weekly block physiotherapy programmes.

2018 In 2018, after a 2-year fundraising campaign, Heel & Toe opened a state-of-the-art Hydrotherapy Pool. It is the only pool in the region providing goal-focused, monitored hydrotherapy led by a fully qualified paediatric therapist, for children and young people.

At 30 square metres it is one of the largest Hydrotherapy pools in the region. It has an automatic track hoist system to lift children safely and quickly and the changing rooms are fully adapted with the most up-to-date changing beds and specialist showers. The pool area is equipped with sensory lighting and music, both above and below the water, which can be changed to suit mood and therapy objectives. There is a projector system to radiate shapes, patterns and colours over the pool's surface.

2020 When the COVID-19 pandemic began our teams quickly adapted to new ways of working. Our fundraising team worked from home, and our clinical team created a new online therapy service delivering therapy to children in their own homes. We worked hard to make our centre 'COVID-secure' for the gradual return of children from the Autumn with staff wearing full PPE and carrying out enhanced hygiene cleaning between each session.

Current Services

We currently support over 220 children and young people, and their families, with a variety of therapies. We focus on supporting achievement and building on individual success.

We provide:

- Conductive Education Therapy
- Hydrotherapy
- Physiotherapy
- Speech and Language therapy
- Occupational Therapy
- Massage Therapy
- Weekly and intensive block sessions
- Remote video assessments and therapy sessions

Families can expect:

- Full professional assessments for children
- Individual learning and therapy plans with clear goals for each child
- Regular review and monitoring of achievements with progression reports
- Home tasks for parents/carers to consolidate children's learning

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Additional services include:

- Outreach service in home or school
- Parent support groups and forums
- Parent information, advice and guidance service including leaflets and parent information packs
- A 'signposting' service to guide children, young people, parents/carers to other supporting agencies
- Advocacy service - supporting parents with all aspects of legal and/or welfare benefits issues
- Proactive information service to local schools, GP surgeries, local hospitals and social services within the region

Conductive Education Therapy

Conductive Education is a form of special education and habilitation/rehabilitation for children and adults with motor disorders. It is appropriate for conditions where disease or damage to the central nervous system affects a person's ability to control movement. Conductive Education is an educational approach.

The aim is so that children can learn to overcome problems of movement as a way of enabling them to live more active, independent and fulfilling lives. Goals are regularly reviewed. Children are treated in groups where possible, creating an environment where cooperation, peer encouragement, social interaction and healthy competition is encouraged.

Hydrotherapy

During Hydrotherapy sessions, children complete a series of exercises led by a qualified clinician, including gentle stretching of arms and legs, floating and relaxation exercises, strengthening exercises using the water's natural resistance and movement exercises to mimic walking or running etc.

Hydrotherapy has many physical and emotional benefits for children and young people with disabilities:

- 90% of the child's bodyweight is supported encouraging movement.
- Water provides resistance to help strengthen and improve muscle tone.
- Increases circulation, heart function and breathing control.
- Reduces muscle spasms, joint stress and pain.
- Improves physical function - movement, coordination and posture.
- Improves flexibility, balance and endurance.
- Improves self-confidence and self-esteem - the child is 'free' to move independently and experience success.
- Encourages relaxation, and fun!

Physiotherapy

We offer physiotherapy assessment and treatment of conditions including Cerebral Palsy and other Acquired Brain Injuries, Developmental Delay, Joint or muscle problems, Neurological conditions, post-operative surgery/illness and rehabilitation, Walking anomalies and Pre and Post-operative Selective Dorsal Rhizotomy*.

*Pre and Post-Operative Selective Dorsal Rhizotomy (SDR) Therapy: The NHS have begun funding Selective Dorsal Rhizotomy (SDR) operations in five hospitals in the UK. Nerve fibres running from the muscles back to the spinal cord play a major role in maintaining this muscle stiffness. SDR divides some of these fibres reducing stiffness and improving mobility.

Pre-Operative: children require an intensive programme of therapy to strengthen abdominal and leg muscles. Leeds Hospital will not operate on a child who does not have the required core strength. Post-Operative: children require an intensive two-week programme of therapy, with two daily one-hour sessions, followed by six months of therapy at least three times per week (as recommended by Great Ormond Street Children's Hospital). Therapy continues over the following five years with regular therapy, reviews and progression.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Speech and Language Therapy

Our experienced speech and language therapist works with children of all abilities to develop their speech, language and communication skills to the best of their ability. Our therapist provides a flexible approach to assessment by using a mix of formal (standardised and norm-referenced) and informal assessments to gain an accurate picture of a child's needs. This information is then used to plan effective, accessible and fun therapy for a child.

Some children may need support to develop the building blocks necessary for language development, such as attention, listening, interaction and play skills. Others may be ready to develop their receptive and expressive language skills. Many children struggle to develop clear speech and so are likely to benefit from therapy to learn about sounds in words and how to use these sounds for talking. Some children require additional or alternative means to support their communication, such as signing or a symbol based system. Play and games are often used in therapy sessions to ensure the treatment sessions are fun and engaging for each child.

Occupational Therapy

Occupational Therapy (OT) helps children with different needs develop skills to perform the purposeful activities that make up everyday life. It is useful for a wide range of conditions and problems and aims to help children be as independent as possible. Our Occupational Therapist is trained to assess the component areas involved in the performance of daily activities, which are sensory, motor, cognitive and psychosocial.

OT is helpful for children who are experiencing any difficulty in performing the daily activities expected of them, including self-care, movement and coordination, sensory processing and modulation, play skills, attention and emotional regulation, handwriting and planning and organising skills at home or at school.

Massage and Movement Therapy

Therapeutic massage is the manipulation of soft body tissue, tendons, muscles, ligaments, skin, joints and connective tissues. The particular method used is a combination of 'pure massage' during which connective tissues and muscles are massaged, 'Swedish Massage' which concentrates on circular pressure/kneading/tapping to increase oxygen levels and improve circulation, 'Yoga' with soft movements to strengthen and improve muscle tone, and 'Chinese Reflexology' concentrating on reflex points on soles/tops/sides of feet, hands and face.

Massage Therapy:

- Stimulates digestion and elimination of waste thus helping with colic or constipation. It may also help premature babies absorb food and gain weight more easily
- Stimulates the flow of lymph and elimination of toxins. This will aid the immune system and help resistance to infections
- Encourages muscle co-ordination
- Stimulates the central nervous system. This is important for both neurological and motor development
- Improves skin tone
- Aids recovery from childhood ailments such as asthma, catarrh, sleep problems, teething and earache
- Stimulates release of endorphins (happy hormones) that induce feelings of well-being
- Stimulates awareness
- Promotes trust between parent and child and can help children feel more secure
- Reduces anxiety, is calming and relaxing
- Improves bonding and attachment for parents and child through skin-to-skin contact, increased eye contact and gives parents confidence in caring for their child.

We use massage therapy as a therapy in itself for children with even the most complex disabilities who cannot withstand the rigors of the more demanding therapies we offer. Babies and very small children can also benefit.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Intensive Block Therapy

Children typically have between 1-4 hours of different therapies each week. While regular therapy over a sustained timeframe is very beneficial, progress can be slower than desired. In recent years there has been much research to show that intensive, intermittent blocks of daily therapy, followed by a rest period, are highly effective in producing long-term gains more quickly, particularly in children with the most severe impairment.

During an Intensive Block children would have two hours of therapy every day for one or two weeks, followed by a rest period. Children can then return to ordinary weekly therapy, or have another block treatment, or a combination of these. We continue to see excellent results using this method of therapy. We are also able to combine disciplines to 'co- treat', whereby two or more specialist therapists will work together with children towards similar goals.

Remote Video Assessments and Therapy Sessions

During the pandemic we delivered therapy and carried out new child assessments using video call technology. Most children are planning to return to face-to-face therapy as soon as possible, but we understand that some children and families may feel more comfortable continuing to shield from unnecessary travel and interactions. Therefore we are pleased to be able to continue offering video therapy to children and young people, whether they have already attended Heel & Toe or if they are new to the charity, for as long as it is needed. If you are interested in video therapy or a new assessment, please contact either of Heel & Toe's receptions.

Financial Review

Total income for the year was £872,750 (2020 - £1,199,954) and expenditure was £843,602 (2020 - £795,813). There was a surplus of £24,148 (2020 - £524,141). Of this surplus, £36,952 represented restricted grants received but not yet spent with a deficit of £12,804 on unrestricted funds.

At 31st December 2021 net assets were £1,738,060 (2020 - £1,713,912). We owned fixed assets and investment properties valued at £1,393,334 (2020 - £1,158,593) which are partly financed by long term loans of £532,738 (2020 - £374,276). Net current assets totalled £877,464 (2020 - £929,595). Restricted funds were £296,560 (2020 - £259,608) and general funds (reserves) were £580,904 (2020 - £669,987).

We aim to hold reserves equal to between 6 months and 12 months running costs excluding depreciation and fundraising costs which currently equates to between £380,000 and £760,000. Actual reserves at 31st December 2021 were £580,904 so are within the desired range.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Corporate Support

Heel & Toe receives an overwhelming amount of corporate support from many businesses every year. No matter how big or small a company is, there are always ways to support the charity including entering a team into one of our events, sponsoring t-shirts, fundraising in your place of work, volunteering at our events or even monthly donations through pay roll giving. A big thank you to Eco Simplified for donating £200 every month to the charity, and attending our charity ball and volunteering at our Sportsman's dinner.

Many businesses adopt us as their chosen charity, and this is not only good for Heel & Toe but encourages staff to get involved in the community and can boost team spirit. We have many events that are suitable for a business to enter a team, for example for many years Park Electrical Distributors have entered staff into the Total Warrior, and Lowes Financial Management Limited entered a team in the Hadrian's Wall Walk. Co Op Birtley Depot supported Heel & Toe by entering a team into the Golf Day and the Three Peaks challenge. Our special thanks to businesses for getting so involved in supporting Heel & Toe.

Not only can a business get involved with one of our events, but a business can also organise their own event with the help and support from the Fundraising Team. For two years now Brick Services have organised an annual ball to celebrate their relationship with construction companies, but also raise money for Heel & Toe. We thank you for your continued support, and for the introduction to so many other businesses within the North East.

Another way for businesses to support Heel & Toe is through sponsoring our corporate events. A big thank you goes to Irwin Mitchell Solicitors for their partnership with Heel & Toe for many years. Irwin Mitchell have sponsored our annual charity ball and sportsman's dinners and produced charity material at no cost. Their commitment to the charity is appreciated wholeheartedly.

We would like to thank Stanley Travel and The Scott Family for their ongoing support of the charity every year.

If you think your business can support Heel & Toe in any way, please contact the Fundraising Team on 0191 386 8606 or email info@heelandtoe.org.uk We look forward to working with you.

Our Fundraising Events

If you or someone you know would like to get involved with fundraising for Heel & Toe, please contact reception or speak to one of our Fundraisers on (0191) 386 8606, to find out more. We have a huge range of opportunities available with something guaranteed to suit everyone! In 2022, events will include:

- Bingo Goes Bonkers
- Sponsored Bike ride
- Abseil
- Bungee Jump
- Hadrian's Wall sponsored walk
- Annual Golf Day
- An Evening with Paul Merson
- Total Warrior
- Great North Family Mile and 10K
- Superhero Walk
- Back to the 90s Night
- Mad Hatters Afternoon Tea
- Three Peaks
- Skydive
- Mini and Junior Great North Run
- Great North Run
- Zipslide

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

- Annual Charity Ball
- Firewalk
- Christmas Party and Quiz Night
- Children's Christmas Party

Community Support

Heel & Toe relies on support from the community to continue offering our services to so many children. We would like to thank everyone who donates weekly in supermarkets to our volunteers who tin collect and bag pack. We would also like to thank schools and groups who choose to support us through different activities. If you think your school or group can support Heel & Toe in any way, please contact the Fundraising Team on 0191 386 8606 or email info@heelandtoe.org.uk

With Special Thanks

Heel & Toe would not be able to operate without the remarkable generosity of its volunteers, supporters, corporate sponsors and donors. We are immensely grateful to the hundreds of wonderful people who challenge themselves to run, walk, swim or jump out of planes for us each year, taking part in our annual fundraising events programme.

Grants received from charitable trusts and foundations have enabled us to develop our facilities and services in order to meet the needs of the amazing children we serve. In particular, The David Family Foundation generously donated towards our appeal to fund new equipment for the extension at the Hydrotherapy Centre. We are so grateful for their support.

Our biggest "Thank You" of course goes to the inspiring children and families whose wisdom and guidance steers everything we do.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Plans and Ambitions for 2022 and Beyond

We have been fundraising since 2018 for our capital project to construct a wraparound extension at the Hydrotherapy Pool Centre. We have managed to secure most of the build costs but recent hikes in material costs mean we have a little further to go to reach our target. 2022 will see our Fundraising Team working to raise the additional funds needed. The additional space will house a brand-new Therapy Suite and will see the introduction of an innovative new service. The therapy suite extensions will be built as internal open spaces but will include soundproof moveable panels so we can use the space as it is needed, and tailor the space to individual session requirements.

Rebound Therapy

Rebound therapy increases physical health, motivation and confidence and enhances movement skills by using a specialist floor- sunken trampoline. Children and young people are accompanied on the trampoline by one or two therapists, depending on needs. Rebound Therapy:

- Improves movement and balance due to the 'bounce' movement and gravity
- Increases heart/breathing rate and muscle tone
- Improves postural support by strengthening the joints and muscles
- Increases spatial awareness and coordination
- Improves communication skills - the child needs to interact with therapist
- Improves concentration - bouncing encourages the child to think about remaining stable
- Can be used with children with mild to complex disabilities.

Rebound therapy also provides a 'different' therapy for children who have limited access to do anything unusual, interesting and fun whilst still supporting goal-focused outcomes for movement. The cost of the Trampoline and the rollerstand/lift is around £3,000. Our Physiotherapists are qualified to deliver Rebound Therapy and will be aided by our therapy assistants.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Structure, Governance and Management

The charity was incorporated as a company limited by guarantee on 27th June 2008 with company number 06632056. It was registered as a charity on 3rd September 2008 with charity number 1125695. Initially the charity operated under the name Step Forward Together - NE Limited. The name was changed to Heel and Toe Limited on 6th October 2008. The charity is governed by the Memorandum and Articles of Association dated 27th June 2008 as amended upon the change of name on 6th October 2008.

Heel and Toe Limited is governed by its trustee board, which is responsible for setting the strategic direction of the organisation and the policy of the charity. The trustees carry the ultimate responsibility for the conduct of Heel and Toe Limited and for ensuring that the charity satisfies its legal and contractual obligations. The Trustees met a total of six times in the year to discuss and consider matters relating to the Charity.

Public Benefit

Our main activities and who we help are described elsewhere in this report. All our charitable activities are undertaken to further our charitable purposes for the public benefit. The Trustees have had regard to the Charity Commission's guidance on public benefit throughout the year when deciding on the activities of the charity.

Policies & Procedures

We have policies in place which include:

- Child Protection Policy
- Health & Safety
- Fire & Emergency Policy
- Equal Opportunity Policy
- Environmental Policy
- Organisational file
- Staff Induction
- Enhanced DBS (previously CRB)
- Recruitment procedure

Our policies are regularly updated and periodically checked, vetted and authorised.

The major risks facing the charity have been reviewed and systems or procedures have been established to manage those risks.

The remuneration of key management personnel is agreed by the trustee board.

At Heel and Toe we will endeavour to:

- Continue to provide the best support we can for children and families
- Continue to listen and involve children and families in the development of our services
- Continue to adopt and share 'best practice'
- Continue to update our knowledge and skills to reflect in our service provision
- Continue to use our funds effectively for the benefit of the children and families who attend

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

Reference and Administrative Details

Registered charity name Heel and Toe Ltd
Charity registration number 1125695
Company registration number 06632056
Principal office and registered office 40 Front Street
Pelton
Chester-Le-Street
County Durham
DH2 1DE

The Trustees

Mr P Martinson (Retired 22 October 2021)
Mr P S Gilsenan
Ms A J Kirtley
Miss H E F Hastie
Mr P Bartley
Mr J P Brady
Mr A M Guest
Mr P Monaghan (Retired 22 October 2021)
Ms H Plunkett
Mr M W Ward

Chief Executive Officer Mr D Long

Company Secretary Mr P S Gilsenan

Auditor Jane Ascroft Accountancy Limited
Chartered Accountants & statutory auditor
Enterprise House
Harnire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Trustees' Responsibilities Statement

The trustees, who are also directors for the purposes of company law, are responsible for preparing the trustees' report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the charity trustees to prepare financial statements for each year which give a true and fair view of the state of affairs of the charitable company and the incoming resources and application of resources, including the income and expenditure, for that period.

Heel and Toe Ltd

Trustees' Annual Report (Incorporating the Directors' Report) *(continued)*

Year Ended 31 December 2021

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

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the applicable Charities SORP;
- make judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Auditor

Each of the persons who is a trustee at the date of approval of this report confirms that:

- so far as they are aware, there is no relevant audit information of which the charity's auditor is unaware; and
- they have taken all steps that they ought to have taken as a trustee to make themselves aware of any relevant audit information and to establish that the charity's auditor is aware of that information.

The auditor is deemed to have been re-appointed in accordance with section 487 of the Companies Act 2006.

Small Company Provisions

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

The trustees' annual report was approved on 2/2/2022 and signed on behalf of the board of trustees by:



Mr P S Gilsenan
Charity Secretary

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd

Year Ended 31 December 2021

Opinion

We have audited the financial statements of Heel and Toe Ltd (the 'charity') for the year ended 31 December 2021 which comprise the statement of financial activities (including income and expenditure account), statement of financial position, statement of cash flows and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charity's affairs as at 31 December 2021 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) 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 charity in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, 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 trustees' 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 charity's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

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

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd (continued)

Year Ended 31 December 2021

Other Information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. 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.

In connection with our audit of the financial statements, 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 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 2006

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

- the information given in the trustees' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the trustees' report has been prepared in accordance with applicable legal requirements.

Matters on Which We are Required to Report by Exception

In the light of the knowledge and understanding of the charity and its environment obtained in the course of the audit, we have not identified material misstatements in the trustees' report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd (continued)

Year Ended 31 December 2021

Responsibilities of Trustees

As explained more fully in the trustees' responsibilities statement, the trustees (who are also the directors for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine 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 trustees are responsible for assessing the charity'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 the trustees either intend to liquidate the charity or to cease operations, or have 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 (UK) 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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

We gained an understanding of the legal and regulatory framework applicable to the charity and considered the risk of acts by the charity that were contrary to applicable laws and regulations, including fraud. We designed audit procedures to respond to the risk, recognising that the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

We focussed on laws and regulations which could give rise to a material misstatement in the financial statements. Our tests included agreeing the financial statement disclosures to underlying supporting documentation and enquiries with management. There are inherent limitations in the audit procedures described above and, the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we would become aware of it. We did not identify any key audit matters relating to irregularities, including fraud. As in all our audits, we also addressed the risk of management override of internal controls, including testing journals and evaluating whether there was evidence of bias by the trustees that represented a risk of material misstatement due to fraud.

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Heel and Toe Ltd

Independent Auditor's Report to the Members of Heel and Toe Ltd *(continued)*

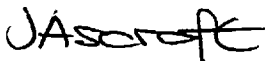
Year Ended 31 December 2021

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the trustees.
- Conclude on the appropriateness of the trustees' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the charity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the charity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Use of Our Report

This report is made solely to the charity's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charity'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 charity and the charity's members as a body, for our audit work, for this report, or for the opinions we have formed.



Jane Ascroft (Senior Statutory Auditor)

For and on behalf of
Jane Ascroft Accountancy Limited
Chartered Accountants & statutory auditor
Enterprise House
Harmire Enterprise Park
Barnard Castle
County Durham
DL12 8XT

Heel and Toe Ltd

Statement of Financial Activities (including income and expenditure account)

Year Ended 31 December 2021

		Unrestricted funds £	2021 Restricted funds £	Total funds £	2020 Total funds £
	Note				
Income and endowments					
Donations and legacies	5	122,605	155,268	277,873	549,932
Charitable activities	6	176,170	—	176,170	95,371
Other trading activities	7	230,706	—	230,706	141,659
Investment income	8	79,442	—	79,442	51,814
Other income	9	108,559	—	108,559	361,178
Total income		<u>717,482</u>	<u>155,268</u>	<u>872,750</u>	<u>1,199,954</u>
Expenditure					
Expenditure on raising funds:					
Costs of other trading activities	10	73,522	—	73,522	11,239
Expenditure on charitable activities	11,12	651,764	118,316	770,080	784,574
Total expenditure		<u>725,286</u>	<u>118,316</u>	<u>843,602</u>	<u>795,813</u>
Net income		<u>(7,804)</u>	<u>36,952</u>	<u>29,148</u>	<u>404,141</u>
Other recognised gains and losses					
Gains/(losses) on revaluation of investment properties		(5,000)	—	(5,000)	120,000
Net movement in funds		<u>(12,804)</u>	<u>36,952</u>	<u>24,148</u>	<u>524,141</u>
Reconciliation of funds					
Total funds brought forward		1,454,304	259,608	1,713,912	1,189,771
Total funds carried forward		<u>1,441,500</u>	<u>296,560</u>	<u>1,738,060</u>	<u>1,713,912</u>

The statement of financial activities includes all gains and losses recognised in the year.
All income and expenditure derive from continuing activities.

The notes on pages 20 to 34 form part of these financial statements.

Heel and Toe Ltd

Statement of Financial Position

31 December 2021

	Note	2021 £	2020 £
Fixed Assets			
Tangible fixed assets	17	563,334	563,593
Investments	18	830,000	595,000
		<u>1,393,334</u>	<u>1,158,593</u>
Current Assets			
Stocks	19	2,885	2,500
Debtors	20	91,251	120,810
Cash at bank and in hand		848,055	853,395
		<u>942,191</u>	<u>976,705</u>
Creditors: amounts falling due within one year	21	<u>64,727</u>	<u>47,110</u>
Net Current Assets		<u>877,464</u>	<u>929,595</u>
Total Assets Less Current Liabilities		<u>2,270,798</u>	<u>2,088,188</u>
Creditors: amounts falling due after more than one year	22	<u>532,738</u>	<u>374,276</u>
Net Assets		<u>1,738,060</u>	<u>1,713,912</u>
Funds of the Charity			
Restricted funds		296,560	259,608
Unrestricted funds		1,441,500	1,454,304
Total charity funds	24	<u>1,738,060</u>	<u>1,713,912</u>

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

These financial statements were approved by the board of trustees and authorised for issue on 21/2/22, and are signed on behalf of the board by:

Trustee

 JACQUELINE TURNER.

 PETER BARTLEY

The notes on pages 20 to 34 form part of these financial statements.

Heel and Toe Ltd

Statement of Cash Flows

Year Ended 31 December 2021

	2021 £	2020 £
Cash Flows from Operating Activities		
Net income	29,148	404,141
<i>Adjustments for:</i>		
Depreciation of tangible fixed assets	6,211	6,613
Dividends, interest and rents from investments	(79,397)	(51,767)
Other interest receivable and similar income	(45)	(47)
Interest payable and similar charges	16,626	15,700
Accrued expenses/(income)	30,565	(8,386)
<i>Changes in:</i>		
Stocks	(385)	612
Trade and other debtors	(2,327)	10,419
Trade and other creditors	(1,983)	(749)
Cash generated from operations	(1,587)	376,536
Interest paid	(16,626)	(15,700)
Interest received	45	47
Net cash (used in)/from operating activities	<u>(18,168)</u>	<u>360,883</u>
Cash Flows from Investing Activities		
Dividends, interest and rents from investments	79,397	51,767
Purchase of tangible assets	(5,952)	(5,485)
Purchases of other investments	(240,000)	—
Net cash (used in)/from investing activities	<u>(166,555)</u>	<u>46,282</u>
Cash Flows from Financing Activities		
Proceeds from borrowings	179,383	26,252
Net cash from financing activities	<u>179,383</u>	<u>26,252</u>
Net (Decrease)/Increase in Cash and Cash Equivalents	(5,340)	433,417
Cash and Cash Equivalents at Beginning of Year	853,395	419,978
Cash and Cash Equivalents at End of Year	<u>848,055</u>	<u>853,395</u>

The notes on pages 20 to 34 form part of these financial statements.

Heel and Toe Ltd

Notes to the Financial Statements

Year Ended 31 December 2021

1. General Information

The charity is a public benefit entity and a private company limited by guarantee, registered in England and Wales and a registered charity in England and Wales. The address of the registered office is 40 Front Street, Pelton, Chester-Le-Street, County Durham, DH2 1DE.

2. Statement of Compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland', the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (Charities SORP (FRS 102)) and the Companies Act 2006.

3. Accounting Policies

Basis of Preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investments measured at fair value through income or expenditure.

The financial statements are prepared in sterling, which is the functional currency of the entity.

The entity is a Public Benefit Entity.

Going Concern

There are no material uncertainties about the charity's ability to continue.

Judgements and Key Sources of Estimation Uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The trustees consider that there are no significant estimates or judgements affecting these financial statements.

Fund Accounting

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the purposes of the charity. Unrestricted funds include a revaluation reserve representing the restatement of investment assets at market values.

Designated funds are unrestricted funds earmarked by the trustees for specific purposes.

Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2021

3. Accounting Policies *(continued)*

Income

All income is included in the statement of financial activities when the charity is entitled to the income, any performance related conditions attached have been met or are fully within the control of the charity, the income is considered probable and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacy income is received by way of donations, legacies, grants and gifts and is included in full in the Statement of Financial Activities when receivable. Where legacies have been notified to the charity but the criteria for income recognition have not been met, the legacy is treated as a contingent asset and disclosed if material. Grants, where entitlement is not conditional on the delivery of a specific performance by the charity, are recognised when the charity becomes unconditionally entitled to the grant.

Donated services and facilities are included at the value to the charity, being the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market.

Investment income is included when receivable.

Income from charitable trading activity is accounted for when earned.

Income from grants, where related to performance and specific deliverables, are accounted for as the charity earns the right to consideration by its performance.

Expenditure

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

Costs of raising funds comprise the costs associated with attracting donations, grants and legacies and the costs of trading for fundraising purposes.

Charitable expenditure comprises those costs incurred by the charity 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.

Other expenditure includes all expenditure that is neither related to raising funds for the charity nor part of its expenditure on charitable activities.

All costs are allocated between the expenditure categories of the SOFA on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly, others are apportioned on an appropriate basis, as set out in the notes to the accounts.

Tangible Assets

Tangible fixed assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. The costs of minor additions or those costing below £500 are not capitalised.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2021

3. Accounting Policies *(continued)*

Depreciation

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:

Freehold Property	-	Not depreciated
Fixtures, Fittings & Equipment	-	20% reducing balance
Computer Equipment	-	Over 3 years straight line
Therapy & Sensory Equipment	-	20% reducing balance

Investments

Unlisted equity investments are initially recorded at cost, and subsequently measured at fair value. If fair value cannot be reliably measured, assets are measured at cost less impairment.

Listed investments are measured at fair value with changes in fair value being recognised in income or expenditure.

Investment Property

Investment property is measured initially at cost and subsequently at fair value at the reporting date. Depreciation is not provided.

Impairment of Fixed Assets

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

For the purposes of impairment testing, when it is not possible to estimate the recoverable amount of an individual asset, an estimate is made of the recoverable amount of the cash-generating unit to which the asset belongs. The cash-generating unit is the smallest identifiable group of assets that includes the asset and generates cash inflows that largely independent of the cash inflows from other assets or groups of assets.

For impairment testing of goodwill, the goodwill acquired in a business combination is, from the acquisition date, allocated to each of the cash-generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the charity are assigned to those units.

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stock to its present location and condition.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2021

3. Accounting Policies *(continued)*

Financial Instruments

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

Basic financial instruments are initially recognised at the amount receivable or payable including any related transaction costs, 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.

Current assets and current liabilities are subsequently measured at the cash or other consideration expected to be paid or received and not discounted.

Debt instruments are subsequently measured at amortised cost.

Defined Contribution Plans

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as an expense in the period in which it arises.

Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

Accrued income and tax recoverable is included at the best estimate of the amounts receivable at the balance sheet date.

Cash at Bank and in Hand

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2021

3. Accounting Policies *(continued)*

Creditors

Creditors are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors are normally recognised at their settlement amount after allowing for any trade discounts due.

Taxation

The company is considered to pass the tests set out in Paragraph 1 Schedule 6 of the Finance Act 2010 and therefore it meets the definition of a charitable company for UK corporation tax purposes. Accordingly, the company is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 Part 11 of the Corporation Tax Act 2010 or Section 256 of the taxation of Chargeable Gains Act 1992, to the extent that such income or gains are applied exclusively to charitable purposes.

4. Limited by Guarantee

The company is limited by guarantee. At 31st December 2021 there were 8 members each of whom had undertaken to contribute an amount not exceeding £10 in the event of a winding up.

The company is under the control of the directors as a body and as such is not controlled by any individual.

5. Donations and Legacies

	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Donations			
Donations from parents	915	—	915
Donations from businesses	40,382	—	40,382
Charity of the Year	—	—	—
Online Pots	4,200	—	4,200
Public donations	4,417	—	4,417
Other donations	9,805	—	9,805
Gift Aid	22,051	—	22,051

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2021

5. Donations and Legacies *(continued)*

	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Grants			
Durham County Council - Covid support	40,835	—	40,835
Baily Thomas Charitable Fund	—	4,941	4,941
County Durham Community Foundation	—	4,836	4,836
Barclays Bank	—	—	—
Barbour Foundation	—	5,000	5,000
Social Investment	—	—	—
Global	—	39,474	39,474
Sir John Priestman Trust	—	5,000	5,000
Lord Barnbys Foundation	—	5,000	5,000
The February Foundation	—	—	—
The Webb Family Charitable Trust	—	5,000	5,000
National Lottery Community Fund	—	61,790	61,790
Bernard Sunley Foundation	—	—	—
National Lottery Community Fund - Awards For All	—	9,179	9,179
David Family Foundation	—	5,000	5,000
Garfield Weston	—	—	—
Small grants under £5,000	—	10,048	10,048
	122,605	155,268	277,873
	Unrestricted Funds £	Restricted Funds £	Total Funds 2020 £
Donations			
Donations from parents	1,190	—	1,190
Donations from businesses	80,294	—	80,294
Charity of the Year	11,311	—	11,311
Online Pots	8,810	—	8,810
Public donations	6,393	—	6,393
Other donations	10,947	—	10,947
Gift Aid	15,335	—	15,335

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2021

5. Donations and Legacies (continued)

	Unrestricted Funds £	Restricted Funds £	Total Funds 2020 £
Grants			
Durham County Council - Covid support	35,000	—	35,000
Baily Thomas Charitable Fund	—	—	—
County Durham Community Foundation	—	—	—
Barclays Bank	100,000	—	100,000
Barbour Foundation	—	—	—
Social Investment	—	80,000	80,000
Global	—	19,474	19,474
Sir John Priestman Trust	—	—	—
Lord Barnbys Foundation	—	—	—
The February Foundation	—	4,941	4,941
The Webb Family Charitable Trust	—	—	—
National Lottery Community Fund	—	61,568	61,568
Bernard Sunley Foundation	—	10,000	10,000
National Lottery Community Fund - Awards For All	—	9,000	9,000
David Family Foundation	—	—	—
Garfield Weston	—	30,000	30,000
Small grants under £5,000	24,602	41,067	65,669
	<u>293,882</u>	<u>256,050</u>	<u>549,932</u>

6. Charitable Activities

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Services provided	<u>176,170</u>	<u>176,170</u>	<u>95,371</u>	<u>95,371</u>

7. Other Trading Activities

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Tin collections and bag packs	9,955	9,955	23,405	23,405
Competition Tickets	—	—	1,038	1,038
Fundraising events	220,476	220,476	116,458	116,458
Other fundraising income	275	275	758	758
	<u>230,706</u>	<u>230,706</u>	<u>141,659</u>	<u>141,659</u>

8. Investment Income

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Rental income	79,397	79,397	51,767	51,767
Bank interest receivable	45	45	47	47
	<u>79,442</u>	<u>79,442</u>	<u>51,814</u>	<u>51,814</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2021

9. Other Income

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Insurance claim	–	–	24,184	24,184
Case settlement	7,830	7,830	97,958	97,958
Job Retention Scheme	95,791	95,791	236,557	236,557
Other income	4,938	4,938	2,479	2,479
	<u>108,559</u>	<u>108,559</u>	<u>361,178</u>	<u>361,178</u>

10. Costs of Other Trading Activities

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Fundraising costs	73,522	73,522	11,239	11,239

11. Expenditure on Charitable Activities by Fund Type

	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Expenditure on charitable activities (see page 37)	649,304	118,316	767,620
Support costs	2,460	–	2,460
	<u>651,764</u>	<u>118,316</u>	<u>770,080</u>

	Unrestricted Funds £	Restricted Funds £	Total Funds 2020 £
Expenditure on charitable activities (see page 37)	586,446	195,668	782,114
Support costs	2,460	–	2,460
	<u>588,906</u>	<u>195,668</u>	<u>784,574</u>

12. Expenditure on Charitable Activities by Activity Type

	Activities undertaken directly £	Support costs £	Total funds 2021 £	Total fund 2020 £
Expenditure on charitable activities (see page 37)	767,620	–	767,620	782,114
Governance costs	–	2,460	2,460	2,460
	<u>767,620</u>	<u>2,460</u>	<u>770,080</u>	<u>784,574</u>

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2021

13. Net Income

Net income is stated after charging/(crediting):

	2021	2020
	£	£
Depreciation of tangible fixed assets	<u>6,211</u>	<u>6,613</u>

14. Auditors Remuneration

	2021	2020
	£	£
Fees payable for the audit of the financial statements	<u>2,460</u>	<u>2,460</u>

15. Staff Costs

The total staff costs and employee benefits for the reporting period are analysed as follows:

	2021	2020
	£	£
Wages and salaries	480,046	448,530
Social security costs	33,833	36,259
Employer contributions to pension plans	<u>35,788</u>	<u>48,607</u>
	<u>549,667</u>	<u>533,396</u>

The average head count of employees during the year was 24 (2020: 22). The average number of full-time equivalent employees during the year is analysed as follows:

	2021	2020
	No.	No.
Number of fundraising staff	2	2
Number of administration staff	2	2
Number of management staff	1	1
Number of clinical staff	<u>19</u>	<u>17</u>
	<u>24</u>	<u>22</u>

No employee received employee benefits of more than £60,000 during the year (2020: Nil).

Key Management Personnel

Key management personnel include all persons that have authority and responsibility for planning, directing and controlling the activities of the charity. The total compensation paid to key management personnel for services provided to the charity was £51,496 (2020:£55,018).

16. Trustee Remuneration and Expenses

Fees of £30,778 were paid to Bradley Hall, Chartered Surveyors and Estate Agents for management of the investment properties. Mr P Bartley is a director of Bradley Hall and a trustee of Heel & Toe.

The charity's pension scheme is managed by St James' Place Wealth Management. Mr P Gilsenan is the principal of Paul Gilsenan Wealth Management, a partner practice of St James' Place Wealth Management and he is also a trustee of the charity. No fees were paid by the charity to St James' Place Wealth Management during the year.

Trustees received no expenses during the year (2020 - £nil).

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2021

17. Tangible Fixed Assets

	Freehold property £	Fixtures, Fittings & Equipment £	Computer Equipment £	Therapy & Sensory Equipment £	Total £
Cost					
At 1 January 2021	787,612	36,109	46,619	42,817	913,157
Additions	–	4,410	1,542	–	5,952
At 31 December 2021	787,612	40,519	48,161	42,817	919,109
Depreciation					
At 1 January 2021	242,612	28,678	42,962	35,312	349,564
Charge for the year	–	2,368	2,342	1,501	6,211
At 31 December 2021	242,612	31,046	45,304	36,813	355,775
Carrying amount					
At 31 December 2021	545,000	9,473	2,857	6,004	563,334
At 31 December 2020	545,000	7,431	3,657	7,505	563,593

18. Investments

	Investment properties £
Cost or valuation	
At 1 January 2021	595,000
Additions	240,000
Fair value movements	(5,000)
At 31 December 2021	830,000
Impairment	
At 1 January 2021 and 31 December 2021	
Carrying amount	
At 31 December 2021	830,000
At 31 December 2020	595,000

All investments shown above are held at valuation.

Investment properties

The investment properties are valued annually by Peter Bartley, Trustee who is the Group Director of Bradley Hall, Chartered Surveyors and Estate Agents. Peter Bradley is a Chartered Surveyor (MRICS).

Investments comprise investment properties in Sherburn, Gateshead, Wallsend and Alnwick.

19. Stocks

	2021 £	2020 £
Merchandise stock	2,885	2,500

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2021

20. Debtors

	2021	2020
	£	£
Trade debtors	(2,880)	(3,817)
Prepayments and accrued income	81,690	111,542
Gift Aid debtor	4,877	3,602
Other debtors	7,564	9,483
	<u>91,251</u>	<u>120,810</u>

21. Creditors: amounts falling due within one year

	2021	2020
	£	£
Bank loans and overdrafts	44,669	23,748
Accruals and deferred income	8,346	9,667
Social security and other taxes	9,212	11,195
Other creditors	2,500	2,500
	<u>64,727</u>	<u>47,110</u>

The bank loans are secured by legal charges over 40 Front Street Pelton, 80-84 Park Road Wallsend and the hydrotherapy centre.

22. Creditors: amounts falling due after more than one year

	2021	2020
	£	£
Bank loans and overdrafts	<u>532,738</u>	<u>374,276</u>

The bank loans are secured by legal charges over 40 Front Street Pelton, 80-84 Park Road Wallsend and the hydrotherapy centre.

Included within creditors: amounts falling due after more than one year is an amount of £359,897 (2020: £229,285) in respect of liabilities payable or repayable by instalments which fall due for payment after more than five years from the reporting date.

The two mortgages are repayable in instalments over 5 and 15 years at varying interest rates of 2.54% and 3.56% above Bank Base Rate.

23. Pensions and Other Post Retirement Benefits

Defined contribution plans

The amount recognised in income or expenditure as an expense in relation to defined contribution plans was £35,788 (2020: £48,607).

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2021

24. Analysis of Charitable Funds

Unrestricted funds

	At 1 Jan 2021 £	Income £	Expenditure £	Transfers £	Gains and losses 31 £	At 31 Dec 2021 £
General Funds	669,987	717,482	(719,075)	(87,490)	–	580,904
Capital Fund	1,158,593	–	(6,211)	245,952	(5,000)	1,393,334
Long term liabilities	(374,276)	–	–	(158,462)	–	(532,738)
	<u>1,454,304</u>	<u>717,482</u>	<u>(725,286)</u>	<u>–</u>	<u>(5,000)</u>	<u>1,441,500</u>

	At 1 Jan 2020 £	Income £	Expenditure £	Transfers £	Gains and losses 31 £	At 31 Dec 2020 £
General Funds	301,049	943,904	(593,532)	18,566	–	669,987
Capital Fund	1,039,721	–	(6,613)	5,485	120,000	1,158,593
Long term liabilities	(350,225)	–	–	(24,051)	–	(374,276)
	<u>990,545</u>	<u>943,904</u>	<u>(600,145)</u>	<u>–</u>	<u>120,000</u>	<u>1,454,304</u>

Restricted funds

	At 1 Jan 2021 £	Income £	Expenditure £	Transfers £	Gains and losses 31 £	At 31 Dec 2021 £
National Lottery Community Fund - Awards For All	–	9,179	–	–	–	9,179
Smaller building grants	3,000	–	–	–	–	3,000
St James' Place	150,000	–	–	–	–	150,000
Equipment grants	1,500	408	–	–	–	1,908
Vardy Foundation	–	–	–	–	–	–
Clothworkers' Foundation	40,000	–	–	–	–	40,000
Global's Make Some Noise	–	39,474	(39,474)	–	–	–
National Lottery Community Fund	–	61,789	(46,342)	–	–	15,447
Garfield Weston	30,000	–	–	–	–	30,000
Bernard Sunley	10,000	–	–	–	–	10,000
Morrison's Foundation	3,936	–	–	–	–	3,936

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2021

24. Analysis of Charitable Funds (continued)

February Foundation	4,941	—	—	—	—	4,941
Sir James Knott Foundation	5,000	—	—	—	—	5,000
Screwfix Foundation	5,000	—	—	—	—	5,000
County Durham Community Foundation	—	4,836	—	—	—	4,836
Hobson Charity	4,981	(4,981)	—	—	—	—
The Webb Family Charitable Trust	—	5,000	(5,000)	—	—	—
David Family Foundation	—	5,000	(5,000)	—	—	—
Barbour Foundation	—	5,000	(5,000)	—	—	—
John Priestman Trust	—	5,000	(5,000)	—	—	—
Baily Thomas Charitable Fund	—	4,941	—	—	—	4,941
Lord Barnbys Foundation	—	5,000	(5,000)	—	—	—
Smaller grants for video therapy	1,250	7,122	—	—	—	8,372
Smaller grants for core costs	—	7,500	(7,500)	—	—	—
	<u>259,608</u>	<u>155,268</u>	<u>(118,316)</u>	<u>—</u>	<u>—</u>	<u>296,560</u>

	At 1 Jan 2020 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 Dec 2020 £
National Lottery Community Fund - Awards For All	—	9,000	(9,000)	—	—	—
Smaller building grants	3,000	—	—	—	—	3,000
St James' Place	150,000	—	—	—	—	150,000
Equipment grants	6,226	3,400	(8,126)	—	—	1,500
Vardy Foundation	—	3,000	(3,000)	—	—	—
Clothworkers' Foundation	40,000	—	—	—	—	40,000
Global's Make Some Noise	—	19,474	(19,474)	—	—	—
Unltd Social Enterprise	—	80,000	(80,000)	—	—	—
National Lottery Community Fund	—	61,568	(61,568)	—	—	—
Garfield Weston	—	30,000	—	—	—	30,000

Heel and Toe Ltd

Notes to the Financial Statements *(continued)*

Year Ended 31 December 2021

24. Analysis of Charitable Funds *(continued)*

Bernard Sunley	–	10,000	–	–	–	10,000
Morrison's	–	3,936	–	–	–	3,936
Foundation	–	4,941	–	–	–	4,941
February	–	5,000	–	–	–	5,000
Foundation	–	5,000	–	–	–	5,000
Sir James Knott	–	5,000	(5,000)	–	–	–
Foundation	–	5,000	(5,000)	–	–	–
Screwfix	–	5,000	–	–	–	5,000
Foundation	–	5,000	–	–	–	–
James Tudor	–	5,000	–	–	–	–
Foundation	–	5,000	–	–	–	–
County Durham	–	5,000	–	–	–	–
Community	–	5,000	–	–	–	–
Foundation	–	4,981	–	–	–	4,981
Hobson Charity	–	5,750	(4,500)	–	–	1,250
Smaller grants for	–	5,750	(4,500)	–	–	1,250
video therapy	–	5,750	(4,500)	–	–	1,250
	<u>199,226</u>	<u>256,050</u>	<u>(195,668)</u>	<u>–</u>	<u>–</u>	<u>259,608</u>

The grants from St James' Place, the Clothworkers' Foundation, Garfield Weston, Bernard Sunley, the February Foundation and the Screwfix Foundation are towards the new building. Smaller building grants comprise £1,000 from the Kathleen Laurence Trust and £2,000 from the Mirianog Trust.

Grants from the Morrisons Foundation, Awards For All, Sir James Knott Foundation and the Hobson Charity are towards equipment.

The grant from Global's Make Some Noise is towards hydrotherapists.

The grant from the National Lottery Community Fund is towards remote and face to face therapy.

The grants from the Baily Thomas Charitable Foundation and County Durham Community Foundation are towards new hoists.

The grants from the Webb Family Charitable Trust and the John Priestman Trust are towards a Covid 19 video.

The grants from Lord Bamby's Foundation, the David Family Foundation, the Barbour Foundation, the Elizabeth Mellows Trust, Greatham Hospital and Hadrian Trust are all towards core costs.

Heel and Toe Ltd

Notes to the Financial Statements (continued)

Year Ended 31 December 2021

25. Analysis of Net Assets Between Funds

	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Tangible fixed assets	563,334	–	563,334
Investments	830,000	–	830,000
Current assets	645,631	296,560	942,191
Creditors less than 1 year	(64,727)	–	(64,727)
Creditors greater than 1 year	(532,738)	–	(532,738)
Net assets	1,441,500	296,560	1,738,060

	Unrestricted Funds £	Restricted Funds £	Total Funds 2020 £
Tangible fixed assets	563,593	–	563,593
Investments	595,000	–	595,000
Current assets	717,097	259,608	976,705
Creditors less than 1 year	(47,110)	–	(47,110)
Creditors greater than 1 year	(374,276)	–	(374,276)
Net assets	1,454,304	259,608	1,713,912

26. Analysis of Changes in Net Debt

	At 1 Jan 2021 £	Cash flows £	At 31 Dec 2021 £
Cash at bank and in hand	853,395	(5,340)	848,055
Debt due within one year	(23,748)	(20,921)	(44,669)
Debt due after one year	(374,276)	(158,462)	(532,738)
	455,371	(184,723)	270,648

Heel and Toe Ltd
Management Information
Year Ended 31 December 2021

The Following Pages Do Not Form Part of the Financial Statements.

Heel and Toe Ltd

Detailed Statement of Financial Activities

Year Ended 31 December 2021

	2021 £	2020 £
Income and endowments		
Donations and legacies		
Donations from parents	915	1,190
Donations from businesses	40,382	80,294
Charity of the Year	–	11,311
Online Pots	4,200	8,810
Public donations	4,417	6,393
Other donations	9,805	10,947
Gift Aid	22,051	15,335
Durham County Council - Covid support	40,835	35,000
Baily Thomas Charitable Fund	4,941	–
County Durham Community Foundation	4,836	–
Barclays Bank	–	100,000
Barbour Foundation	5,000	–
Social Investment	–	80,000
Global	39,474	19,474
Sir John Priestman Trust	5,000	–
Lord Barnbys Foundation	5,000	–
The February Foundation	–	4,941
The Webb Family Charitable Trust	5,000	–
National Lottery Community Fund	61,790	61,568
Bernard Sunley Foundation	–	10,000
National Lottery Community Fund - Awards For All	9,179	9,000
David Family Foundation	5,000	–
Garfield Weston	–	30,000
Small grants under £5,000	10,048	65,669
	<u>277,873</u>	<u>549,932</u>
Charitable activities		
Services provided	<u>176,170</u>	<u>95,371</u>
Other trading activities		
Tin collections and bag packs	9,955	23,405
Competition Tickets	–	1,038
Fundraising events	220,476	116,458
Other fundraising income	275	758
	<u>230,706</u>	<u>141,659</u>
Investment income		
Rental income	79,397	51,767
Bank interest receivable	45	47
	<u>79,442</u>	<u>51,814</u>

Heel and Toe Ltd

Detailed Statement of Financial Activities *(continued)*

Year Ended 31 December 2021

	2021 £	2020 £
Other income		
Insurance claim	—	24,184
Case settlement	7,830	97,958
Job Retention Scheme	95,791	236,557
Other income	4,938	2,479
	<u>108,559</u>	<u>361,178</u>
Total income	<u>872,750</u>	<u>1,199,954</u>
Expenditure		
Costs of other trading activities		
Event costs	58,990	8,659
Ball costs	14,532	360
Other fundraising costs	—	2,220
	<u>73,522</u>	<u>11,239</u>
Expenditure on charitable activities		
Wages	480,046	448,530
NIC	33,833	36,259
Pension	35,788	48,607
Insurance	20,261	19,907
Other premises costs	23,124	42,110
Professional fees	65,043	71,794
Telephone	5,470	8,785
Stationery, postage and other office costs	26,962	36,249
Depreciation	6,211	6,613
Loan interest	16,626	15,700
Maintenance, consumables and miscellaneous	28,791	26,812
Marketing and printing	5,548	897
Staff expenses	22,377	22,311
	<u>770,080</u>	<u>784,574</u>
Total expenditure	<u>843,602</u>	<u>795,813</u>
Net income	<u>29,148</u>	<u>404,141</u>