

The Sleep Charity

England & Wales · Charity number 1150585

Details

Other names	THE CHILDREN'S SLEEP CHARITY, The Sleep Charity
Status	Registered
Legal form	CIO
Registered	2013-01-24
Register	View on the Charity Commission register

Contact

Address Smith Craven Chartered Accountants
Sidings House
Sidings Court
Doncaster
South Yorkshire
DN4 5NU

Phone 01302751416

Email finance@thesleepcharity.org.uk

Website www.thesleepcharity.org.uk

Activities

Objects: THE OBJECTS OF THE CHARITY ARE1) the advancement of health in the UK and elsewhere through the provision of services which encourage and promote the importance of sleep for mental, emotional and physical wellbeing.2) such other charitable purposes as the trustees shall from time to time think fit.

Activities: The main activities in the year were:Providing sleep support to families via workshops, online support, face to face support from our sleep practitionersTraining to practitioners to deliver sleep support to families

Classification

- **How:** Provides Services, Provides Advocacy/advice/information, Acts As An Umbrella Or Resource Body
- **What:** Education/training, The Advancement Of Health Or Saving Of Lives
- **Who:** Children/young People, The General Public/mankind

Geography

- **Area of benefit:** NATIONAL
- Throughout England And Wales

Finances

Period end	Income	Expenditure	Assets	Employees
2025-03-31	£606,674	£718,803	£232,642	11
2024-03-31	£672,158	£842,239	£344,771	14
2023-03-31	£789,839	£747,411	£514,852	11
2022-03-31	£840,239	£597,013	£420,107	11
2021-03-31	£471,367	£383,094	-	-

Trustees

Name	Role	Appointed
Adrian Hunt KVRM DL		2025-07-03
Gavin Fergie		2025-06-24
Ian Howes		2024-02-22
Laura Colton		2025-05-08
Mark Dickinson		2019-12-02
Nicola Yvonne Saunders		2025-05-08
Richard Clarke		2025-06-10
Victoria Dalby		2025-12-01

Accounts



REPORT OF THE TRUSTEES

Unaudited Financial Statements
for the Year Ended 31 March 2025





OUR MISSION TO EMPOWER THE NATION TO SLEEP BETTER

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REFERENCE AND ADMINISTRATIVE DETAILS

TRUSTEES

- Helen Michaels (resigned 23.4.25)
- Juliet Ellis (resigned 12.2.25)
- David Lee Watson (resigned 4.5.25)
- Matthew Aron Stanbury (resigned 2.5.25)
- Mark Dickinson
- Desaline Veronica Joseph
- Ian Howes
- Nicola Saunders (appointed 8.5.25)
- Laura Colton (appointed 8.5.25)
- Richard Clarke (appointed 10.06.25)
- Gavin Fergie (appointed 24.6.25)
- Adrian Hunt KVRM DL (appointed 3.7.25)
- Jonathan Spain (appointed 17.10.25)
- Victoria Dalby (appointed 01.12.25)

PRINCIPAL ADDRESS

Sidings House
Sidings Court
Lakeside
Doncaster
South Yorkshire
DN4 5NU

REGISTERED CHARITY NUMBER

1150585

INDEPENDENT EXAMINER

Xeinadin
Sidings House
Sidings Court
Lakeside
Doncaster
South Yorkshire
DN4 5NU

SOLICITORS

Vedder Price LLP
4 Coleman Street
6th Floor
London
EC2R 5AR

BANKERS

Virgin Money
19 St Sepulchre Gate
Doncaster
DN1 2PH

The board of trustees administers the charity and meet at least bi-monthly. The Chief Executive and Founder, Vicki Beevers and Deputy Chief Executive Lisa Artis, have been appointed by the trustees to manage the day to day operations of the organisation.

THE SLEEP ADVISORY BOARD

- Simon Blake OBE (Chair) – CEO of Stonewall
- Dr Ruth Kingshott – Sleep Physiologist at Sheffield Children's Hospital
- Dr Mike Farquhar – Sleep Medicine Consultant at Evelina London Children's Hospital
- Dr Sarah Gilchrist – Specialist in Sleep and Athletic performance
- Dr Roxane Gervais – Chartered Psychologist
- Dr Neil Bindemann – Director at Innervate, Executive Director of P-CNS and community Therapists Network
- Dr Alanna Hare – Consultant in Sleep and Respiratory failure at Royal Brompton and Harefield NHS Foundation Trust
- Nathalie Winn – Nutritionist at Waitrose and Partners
- Rachel Wallbank – Specialist Occupational Therapist
- Dr Elizabeth Pal – Community paediatric registrar, Bradford Teaching Hospitals
- Jessica Alexander – Executive Director at the National Bed Federation
- Dr Rob Meadows – Professor at University of Surrey
- Jenny Featherstone – Physiotherapist, Specialising in Paediatric Neuro-disability
- Dr Theodora Kalentzi – Specialist in Women's Health and Menopause Care
- Dr Karen McDonnell – Occupational Health and Safety Policy Advisor at RoSPA
- Dr Simon Durrant – Director of the Sleep Research Centre at University of Lincoln
- Shaun Fenton OBE – Headmaster at Reigate Grammar School
- Dr Sophie Bostock – Specialist in sleep and CBTI
- Dr Jonathan Sunkersing – GP with specialist interest in sleep
- Dr Clare Simon – Lead and founder at The London Dental Sleep Clinic

PATRONS AND AMBASSADORS

- Baroness Goudie
- Zoe Salmon
- Vicky Thornley
- Shaun the Sheep



REPORT OF THE TRUSTEES

The trustees present their report with the financial statements of the charity for the year ended 31 March 2025. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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) (effective 1 January 2019).

WELCOME FROM THE TRUSTEES

This year has been a particularly challenging one for small charities across the UK, and The Sleep Charity has not been immune to the pressures facing the sector. We have continued to see a reduction in core resources, while at the same time experiencing a significant increase in demand for our vital sleep support services.

Despite the difficult funding climate, the team has remained resilient and focused. We have continued to invest in diversifying our income streams to reduce reliance on any single source, and we have strengthened our commitment to supporting research that can inform and advance our work. Our aim remains clear: to ensure that everyone has access to high-quality, evidence-based support when facing sleep difficulties.

One of the key challenges we continue to face is the nature of short-term commissioning contracts, which make it difficult to plan effectively for the long term. This was particularly evident in Doncaster, where we regrettably lost funding for our local sleep service. However, conscious of the families who had already been waiting several months for support, we made the decision to honour their needs by continuing to deliver the service from our reserves. It was not an

easy decision financially, but it was the morally right thing to do.

Looking ahead, we remain confident that our financial position will recover. Over the past year, we have undertaken careful planning to guide us through the next 12 months and beyond. Strategic planning days have been central to this process, helping us not only to respond to current pressures but to build a future where The Sleep Charity can thrive – not just survive – in order to meet the needs of our beneficiaries.

The Board would like to thank our dedicated team, volunteers, funders, and partners who continue to support us with such passion and commitment. Together, we are making sleep support more accessible and more impactful for those who need it most.



MESSAGE FROM OUR FOUNDER AND CEO

💧💧 The past 12 months have continued to present a complex and challenging environment for voluntary sector organisations. Like many small charities, we have faced ongoing pressures from rising costs, reduced funding streams, and growing demand for our services. Yet despite these difficulties, The Sleep Charity has remained steadfast in its mission - and this year, we've made significant strides forward.

One of our proudest achievements was the launch of our Dreaming of Change Manifesto, a bold and evidence-based call for policy reform and public awareness around sleep health. The manifesto has since gone on to win a prestigious national award and gained significant media attention, helping to elevate sleep as a serious public health issue on a national stage.

In line with this momentum, we hosted a powerful event at the House of Commons to explore the critical link between sleep and safety. This provided a platform for professionals, policymakers, and those with lived experience to come together and call for change. The event helped solidify our role as a national thought leader in the sleep sector and opened important conversations at the highest levels of government.

We also successfully delivered our second national conference, building on last year's success. Alongside expert speakers and professional networking, we once again opened our wellbeing show to the public, reinforcing our commitment to ensuring that sleep education is both accessible and inclusive. The event generated excellent feedback and helped strengthen connections with partners and communities alike.

Our work on tackling sleep poverty has also developed significantly. We launched Bedtime Bags in partnership with Doncaster Family Hubs and SYMCA, providing essential resources to families in need. This initiative ensures that children experiencing disadvantage have access to basic sleep essentials, supporting their health, education, and overall wellbeing.

Throughout the year, we have continued to diversify our income streams, including expanding our commercial training offer and consultancy services. At the same time, we have maintained our commitment to evidence-based delivery and high-quality support, including developing new digital resources and research partnerships to further inform our practice.

As ever, the limitations of short-term commissioning remain a significant barrier to long-term planning. This year, we faced the difficult reality of losing funding for our Doncaster service. In response, and in recognition of the families who had been waiting many months for support, we made the moral decision to continue delivery from our reserves. It was not a decision taken lightly, but it was the right one.

Despite these financial pressures, I remain confident in our direction. Our recent strategic planning days have been instrumental in mapping a route forward. We are not here simply to survive - we are here to thrive, and to ensure that everyone has access to the sleep support they deserve.

As always, I want to express my heartfelt thanks to our incredible staff, volunteers, and trustees. Your resilience, passion and professionalism are at the heart of everything we achieve. I also extend sincere gratitude to our funders, donors, and supporters - your continued belief in our work is what makes it all possible.

With warmest thanks and determination for the road ahead. 💧💧

A handwritten signature in black ink that reads "Vicki Beavers".

CEO and Founder
The Sleep Charity



OBJECTIVES AND ACTIVITIES



OBJECTIVES AND AIMS

The objects of The Sleep Charity are:

1. The advancement of health in the UK and elsewhere through the provision of services which encourage and promote the importance of sleep for mental, emotional and physical wellbeing
2. Such other charitable purposes as the trustees shall from time to time think fit.

The charity aims to provide access to high quality information and advice to deal with most sleep issues and ensure everyone understands the value of a good night's sleep. A significant challenge that we face as an organisation is that sleep is not regulated in England and Wales and **accessing sleep support is a postcode lottery**. We aim to raise awareness around the importance of sleep to influence government policy through our campaigning work. A further aim is to provide evidence for sleep support more widely by offering training to community practitioners and through direct sleep services.

Covid-19 significantly increased sleep issues nationally. Research shows that around **40%** of the nation would suffer a sleep difficulty prior to the pandemic. We know this figure has risen and sleep issues have become more complex. A significant challenge we face is how to meet this increased demand and have therefore developed more online tools as part of our tiered approach to intervention. We also developed our **online teen hub** to reach more young people.

In order to reach our aims the board have developed a robust 3 year strategic plan with the annual business plan outlining key performance indicators to assess success. Activities that we undertake are assessed by the board to ensure they contribute to the achievement of our aims and objectives before being signed off. Each activity has bespoke evaluation measures developed so that success can be captured and reported, for example our sleep services use evaluation tools developed by the sleep team from Sheffield Children's Hospital.

Achievement of our aims will ensure an increased awareness and change in government policy so those suffering sleep issues can access evidence-based information and support in the heart of their communities.



SIGNIFICANT ACTIVITIES

The Sleep Charity's principal means of achieving its objectives is by providing evidence-based information and support through the delivery of training, online, face to face and telephone support from Sleep Practitioners. We also deliver training to practitioners to deliver sleep support to in their local communities. The charity is involved in research projects to develop understanding and underpin information provided around sleep as well as campaigning activities to raise awareness of the importance of sleep for wellbeing at a national level.



PUBLIC BENEFIT

The trustees have considered this purpose, the aims and objectives of the charity and its current and planned activities against the Charity Commission's general guidance on public benefit. The Trustees are satisfied that the charity's purpose, aims, objectives and activities are fully consistent with charity purposes as defined in the **Charities Act 2011**.

The charity takes an holistic approach to engaging with all in order to offer its services without discrimination.



VOLUNTEERS

Volunteers with specialist skills have been recruited to support the charity to meet its aims during the last year. We continue to engage with the Sleep Council our advisory board of experts who provide independent scrutiny of our work.

ACHIEVEMENTS AND PERFORMANCE

CHARITABLE ACTIVITIES

We continue to be proud of our achievements, over the last year these have included:



Supporting Families To Get A Good Night's Sleep

Directly supporting **2,383 beneficiaries** with evidence-based sleep support.

Being the chosen provider by the NHS to deliver sleep services in Alder Hey Children's Hospital, Barnsley, Bassetlaw and across North Yorkshire.

We **trained 142 Sleep Practitioners** who will embed our work in their local communities.



Extending Our Services For Adults

Our adult sleep support services continued to grow and evolve throughout the year, reflecting our commitment to **addressing the diverse sleep needs of adults across the UK**. We expanded our Adult Sleep Series with three new modules, once again developed

in collaboration with **Professor Jason Ellis** from Northumbria University. These modules deepen our educational offering, equipping individuals with practical, evidence-based tools to improve sleep.

In addition to the new learning content, Professor Ellis also supported the delivery of two further **Cognitive Behavioural Therapy for Insomnia (CBTi) training courses in October 2024 and March 2025**. These sessions continue to play a key role in upskilling health and wellbeing professionals, enabling them to better support those experiencing chronic sleep problems.

Our **Lincolnshire Sleep Hub** team made impressive progress in their mission to improve adult sleep across the region. Their work placed a special focus on empowering local communities and professionals to support carers and adults with disabilities. The launch of a dedicated website - **lincolnshiresleephub.org.uk** - helped raise awareness of the support available and made it easier for residents to access sleep resources.



National Sleep Helpline

In June 2024, the National Sleep Helpline faced a temporary setback when funding from Furniture Village came to an end. As a result, the helpline was forced to scale back its opening hours for two months, limiting the support available to those struggling with sleep issues during that time.

However, thanks to generous new funding from **Idorsia Pharmaceuticals**, the helpline was able to return to full capacity in September 2024. This vital support has ensured that people experiencing sleep difficulties - from insomnia and sleep deprivation to anxiety-related disturbances - once again have access to free, expert guidance and reassurance when they need it most.

The continued operation of the helpline plays a crucial role in **addressing the national sleep crisis**. It provides a compassionate lifeline to individuals who may otherwise suffer in silence, and its return to full service reflects the growing recognition of sleep as an essential component of overall health and wellbeing.



Research

We continue to support academic institutions with their research around sleep.

We are working with the **University of Bristol** on an adolescent sleep project.

We have presented about our work at an event hosted by the **University of York**, extending our reach with academic institutions.

A new relationship has been established with **Leeds University** with us inputting into a project around Inner Music and Wellbeing.

Professor Jason Ellis from Northumbria University continues to be our Honorary Consultant

We are working with the **Circadian Mental Health Network** to understand the top 10 questions that research should answer about the body clock and mental health

ACHIEVEMENTS AND PERFORMANCE

CHARITABLE ACTIVITIES

We continue to be proud of our achievements, over the last year these have included:



Developments Within Our Team

We continue to be proud of our team's achievements. The team were nominated for awards this year with:

Doncaster Business Chamber's Annual Awards - Campaign of the year

Finalists in SEYH awards in the Large Social Enterprise Category

PR Awards for the Dreaming of Change Manifesto



Campaigning in the House of Commons

In December 2024, we proudly launched our **Sleep for Safety campaign** in the House of Commons, spotlighting the vital connection between quality sleep and workplace health and safety. As part of this launch, we also

revitalised our enhanced **Sleep Charter** - central to our mission of raising awareness about sleep as a fundamental pillar of health and wellbeing. A key objective of the campaign is to urge the Government to develop a **comprehensive National Sleep Strategy**.

The event featured inspiring guest speakers, including **Steve Cole** from RoSPA, **David Laughlin** from Sainsbury's, and **Stuart Webster-Spriggs** from VolkerRail, all lending their voices to the urgent call for change.

A cornerstone of our 2024 advocacy efforts was the publication of our report, **Dreaming of Change: A Manifesto for Sleep**. The report made a compelling case for a National Sleep Strategy to address the growing sleep crisis, with the potential to transform the health and wellbeing of millions across the UK. Among the campaign's early achievements were a commitment to raise the issue with the Health Secretary and the backing of seven cross-party supporters at launch.

Our research revealed that nine in ten people were struggling with sleep issues - often due to sleep poverty and workplace stress. Despite this, **over 14 million** individuals

continue to suffer silently from undiagnosed sleep disorders, highlighting the urgent need for national action. The campaign received widespread media coverage, including features on **BBC Breakfast, Channel 5 News, BBC Five Live, and 25 BBC local radio stations**.

BUILDING PARTNERSHIPS

We continue to build strong partnerships to support the development and delivery of our charitable activities, these include working with:

School's Wellbeing Partnership, to embed wellbeing and good mental health into the culture and ethos of every school We joined the Health Equality network to extend our reach and spread our message

We remain grateful to the **National Bed Federation** for their ongoing support that allows our work to grow and thrive.

FUNDING FOR OUR WORK

We would like to thank all of those who provide funding to support our work, we are hugely appreciative. This includes:

- The National Bed Federation
- Furniture Village
- Idorsia Pharmaceuticals
- National Lottery Community Fund
- Garfield Weston Foundation

- South Yorkshire ICB Health Inequalities Fund
- Doncaster Council Community Development Fund

With kind donations received from:

- The Green School Trust
- Anne Watmough
- Anne Clarke
- Crowdfunder
- Kerry Wilson Walk the Test Way for her mum
- NSG Environmental Ltd for their Duvet Day
- Woodhouse College fundraising
- Owen Brooke-Light Ultra MMA Southampton event

WAYS TO SUPPORT

The generous support of others makes our work possible. There are a number of ways you can get involved:

- Make a donation
- Fundraise for us
- Volunteer
- Partner with us
- Join in our awareness events
- Help us to campaign

FINANCIAL REVIEW

FINANCIAL POSITION

Last financial year we recognised that the charity's growth could be a potential risk and made a decision to control this, allowing the organisation time to ensure our governance was securely in place to support future growth.

We also recognised the significant impact that the **cost-of-living crisis** was having on small charities and correctly predicted that securing funding for our work would prove even more of a challenge this year. We have mitigated against this by developing **new membership schemes, training programmes and developing corporate partnerships**.

With the NHS under ever increasing strain, we recognise that funding for our sleep services may be at risk. We are therefore developing a model to ensure we can continue to offer support locally through **training other voluntary sector organisations** to deliver in the heart of the communities.

The board has taken the decision to meet bi-monthly during these challenging economic times to ensure that finances are carefully monitored and decisions are made quickly to address any risks.

PRINCIPAL FUNDING SOURCES

Principal funding sources remain through the delivery of training. This supports our objectives by providing evidence based information to those in the community who can more easily reach beneficiaries. Corporate funding for the helpline supports our objectives by providing one-to-one support to those in need of information at a national level. Commissioned sleep services also provide a significant source of funding and through these we can provide families with specialist sleep support to improve their wellbeing.

RESERVES POLICY

Our level of reserves is monitored monthly by our CEO and trustees with the aim to secure sufficient reserves to over a 6-month period of activities.

Total funds at the balance sheet date totalled **£232,642**, of which **£185,637** were unrestricted. This represents approximately 3 months of activities. Building reserves is a significant challenge in the current economic climate.

FUTURE PLANS

Our new strategic plan was implemented this year and will continue to shape our future work. We recognise that this continues to be a difficult time for small charities and will review our plans rigorously to ensure that we can continue as an organisation to not only survive but to thrive.

Activities will include:

- Extending engagement with practitioners through our **Sleeptember** campaign and our **Children's Sleep Awareness month**
- Reviewing our training offering and establishing two new **educational programmes**
- Development of a **peer support programme** for new parents
- Reviewing our **campaigning strategy** and developing partnerships to strengthen our voice

STRUCTURE, GOVERNANCE AND MANAGEMENT

GOVERNING DOCUMENT

The charity (which was established in March 2012) was set up as a **CIO on 24 January 2013**. It is governed by its constitution which sets out the objectives and powers of the CIO.

RECRUITMENT AND APPOINTMENT OF NEW TRUSTEES

The charity is managed by a board of trustees who are sought by advertisement and personal contact. New trustees are appointed by a resolution passed at a properly convened meeting. In selecting individuals for appointment as charity trustees, the board must have regard to the skills, knowledge and experience needed for the effective administration of the CIO.

DECISION MAKING

The board of trustees administers the charity and meet bimonthly. The Chief Executive and Founder, **Vicki Beevers** and Deputy Chief Executive **Lisa Artis**, have been appointed by the trustees to manage the day to day operations of the organisation.

INDUCTION AND TRAINING OF NEW TRUSTEES

New trustees undergo an induction process to brief them on their legal obligations, the strategic plan and the financial performance of the CIO. During this process they will also meet key employees, other trustees and volunteers.

KEY MANAGEMENT REMUNERATION

The board have developed a remuneration committee and policy which clearly sets out arrangements around pay.

RISK MANAGEMENT

The trustees have a duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error.

TSC TRUSTEE ATTENDANCE AT TRUSTEE MEETING

FOR THE YEAR ENDED 31 MARCH 2025

NAME	ROLE	DATE OF TRUSTEE APPOINTMENT	NUMBER OF TRUSTEE MEETINGS ATTENDED
Helen Michaels	Chair and Trustee	6th February 2023	5/5
Dave Watson	Vice Chair and Trustee	4th May 2022	4/5
Mark Dickinson	Treasurer and Trustee	2nd December 2019	3/5
Matt Stanbury	Trustee	6th February 2023	1/5
Juliet Ellis	Trustee	14th June 2023	3/5
Dr Desaline Joseph	Trustee	11th October 2023	5/5
Ian Howes	Trustee	22nd February 2024	3/5

Meetings Held

- April 24
- June 24
- August 24
- October 24
- December 24

Approved by order of the board of trustees on 14/12/2025 and signed on its behalf by:

Gavin Fergie
Gavin Fergie (Jan 10, 2026 14:32:17 GMT)

Gavin Fergie
Trustee

INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF THE SLEEP CHARITY

I report to the charity trustees on my examination of the accounts of The Sleep Charity (the Trust) for the year ended 31 March 2025.

RESPONSIBILITIES AND BASIS OF REPORT

As the charity trustees of the Trust you are responsible for the preparation of the accounts in accordance with the requirements of the **Charities Act 2011 ('the Act')**.

I report in respect of my examination of the Trust's accounts carried out under **Section 145** of the Act and in carrying out my examination I have followed all applicable Directions given by the Charity Commission under **Section 145(5)(b)** of the Act.

INDEPENDENT EXAMINER'S STATEMENT

Since your charity's gross income exceeded **£250,000** your examiner must be a member of a listed body. I can confirm that I am qualified to undertake the examination because I am a member of the Association of Chartered Certified Accountants, which is one of the listed bodies.

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

1. accounting records were not kept in respect of the Trust as required by **Section 130** of the Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities **(Accounts and Reports) Regulations 2008** 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.

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.

Claire Docherty FCCA
Xeinadin
Sidings House
Sidings Court
Lakeside
Doncaster
South Yorkshire
DN4 5NU

Claire Docherty
Claire Docherty (Jan 12, 2026 07:46:21 GMT)

Claire Docherty FCCA
Independent Examiner
Date: Jan 12, 2026



STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2025

	NOTES	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2025 TOTAL FUNDS (£)	2024 TOTAL FUNDS (£)
INCOME AND ENDOWMENTS FROM					
Donations and legacies	2	54,472	-	54,472	58,685
CHARITABLE ACTIVITIES					
Training and sleep services	5	341,107	168,816	509,923	583,431
Other training activities	3	42,214	-	42,214	30,000
Investment income	4	65	-	65	42
TOTAL		437,858	168,816	606,674	672,158
EXPENDITURE ON					
Raising funds	6	13,500	-	13,500	-
CHARITABLE ACTIVITIES					
Training and sleep services	7	501,462	203,841	705,303	842,239
TOTAL		514,962	203,841	718,803	842,239
NET INCOME/(EXPENDITURE)		(77,104)	(35,025)	(112,129)	(170,081)
RECONCILIATION OF FUNDS					
Total funds brought forward		262,741	82,030	344,771	514,852
TOTAL FUNDS CARRIED FORWARD		185,637	47,005	232,642	344,771

STATEMENT OF FINANCIAL POSITION

FOR THE YEAR ENDED 31 MARCH 2025

	NOTES	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2025 TOTAL FUNDS (£)	2024 TOTAL FUNDS (£)
FIXED ASSETS					
Tangible assets	12	3,288	1,333	4,621	8,657
CURRENT ASSETS					
Debtors	13	74,851	-	74,851	19,021
Cash at bank		226,686	56,922	283,608	389,752
TOTAL		301,537	56,922	358,459	408,773
CREDITORS					
Amounts falling due within one year	14	(119,188)	(11,250)	(130,438)	(72,659)
NET CURRENT ASSETS		182,349	45,672	228,021	336,114
TOTAL ASSETS LESS CURRENT LIABILITIES		185,637	47,005	232,642	344,771
NET ASSETS		185,637	47,005	232,642	344,771
FUNDS					
Unrestricted funds	16			185,637	262,741
Restricted funds				47,005	82,030
TOTAL FUNDS				232,642	344,771

The financial statements were approved by the Board of Trustees and authorised for issue on 14/12/2025 and were signed on its behalf by:

Gavin Fergie
Gavin Fergie (Jan 10, 2026 14:32:17 GMT)

Gavin Fergie - Trustee

Mark Dickinson
Mark Dickinson (Jan 12, 2026 07:38:45 GMT)

Mark Dickinson - Trustee

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 MARCH 2025

	NOTES	2025 (£)	2024 (£)
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	1	(105,531)	(278,383)
NET CASH USED IN OPERATING ACTIVITIES		(105,531)	(278,383)
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of tangible fixed assets		(678)	(3,858)
Interest received		65	42
NET CASH USED IN INVESTING ACTIVITIES		(613)	(3,816)
CHANGE IN CASH AND CASH EQUIVALENTS IN THE REPORTING PERIOD		(106,144)	(282,199)
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE REPORTING PERIOD		389,752	671,951
CASH AND CASH EQUIVALENTS AT THE END OF THE REPORTING PERIOD		283,608	389,752

NOTES TO THE STATEMENT OF CASH FLOWS

1. RECONCILIATION OF NET (EXPENDITURE)/ INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES

	2025 (£)	2024 (£)
NET (EXPENDITURE)/INCOME FOR THE REPORTING PERIOD (AS PER THE STATEMENT OF FINANCIAL ACTIVITIES)	(112,129)	(170,081)
ADJUSTMENTS FOR:		
Depreciation charges	4,714	4,844
Interest recieved	(65)	(42)
(Increase)/decrease in debtors	(55,830)	45,573
Increase/(decrease) in creditors	57,779	(158,677)
NET CASH (USED IN)/ PROVIDED BY OPERATIONS	(105,531)	(278,383)

2. ANALYSIS OF CHANGES IN NET FUNDS

	AT 1.4.24 (£)	CASH FLOW (£)	AT 31.3.25 (£)
NET CASH			
Cash at bank and in hand	389,752	(106,144)	283,608
TOTAL	389,752	(106,144)	283,608

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2025

1. ACCOUNTING POLICIES

BASIS OF PREPARING THE FINANCIAL STATEMENTS

The financial statements of the charity, which is a public benefit entity under **FRS 102**, have been prepared in accordance with the Charities **SORP (FRS 102)** 'Accounting and Reporting by Charities: 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**) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the **Charities Act 2011**. The financial statements have been prepared under the historical cost convention.

INCOME

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably. Where incoming resources have related expenditure (as with fundraising or contract income) the incoming resources and related expenditure are reported gross in the **SoFA**. In accordance with the Charities **SORP (FRS 102)**, the general volunteer time is not recognised, refer to the trustees report for more information about their contribution.

EXPENDITURE

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

GOVERNANCE COSTS

Governance costs include costs of the preparation and audit of statutory accounts, remuneration to trustees for services not related to duties of being a trustee, costs of trustee meetings and the cost of any legal advice to trustees on governance or constitutional matters.

ALLOCATION AND APPORTIONMENT OF COSTS

Administration costs are those that assist the work of the charity but do not directly represent charitable activities and include office costs, governance costs and administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity and are allocated to activity cost categories on a basis consistent with the use of resources.

Irrecoverable VAT is charged as a cost against the activity for which the expenditure is incurred.

TANGIBLE FIXED ASSETS

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

- Fixtures and fittings – **25%** on cost
- Computer equipment – **25%** on cost

TAXATION

The charity is exempt from corporation tax on income and gains falling within Part 11 of the **Corporation Tax Act 2010**, to the extent that these are applied to its charitable purposes.

FUND ACCOUNTING

- Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.
- Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

PENSION COSTS AND OTHER POST-RETIREMENT BENEFITS

The charity operates a defined contribution pension scheme. Contributions payable to the charity's pension scheme are charged to the Statement of Financial Activities in the period to which they relate.

2. DONATIONS AND LEGACIES

	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2025 TOTAL FUNDS (£)	2024 TOTAL FUNDS (£)
Donations	4,090	-	4,090	13,605
Grants	50,382	-	50,382	45,080
	54,472	-	54,472	58,685

3. OTHER TRADING ACTIVITIES

	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2025 TOTAL FUNDS (£)	2024 TOTAL FUNDS (£)
Corporate partnerships income	42,214	-	42,214	30,000

4. INVESTMENT INCOME

	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2025 TOTAL FUNDS (£)	2024 TOTAL FUNDS (£)
Deposit account interest	65	-	65	42

5. INCOME FROM CHARITABLE ACTIVITIES

	ACTIVITY	2025 (£)	2024 (£)
Training and sleep services	Training and sleep services	341,107	447,420
Grants	Training and sleep services	168,816	117,350
Corporate partnerships income	Training and sleep services	-	18,661
		509,923	583,431

Grants received included in income from charitable activities:

	2025 (£)	2024 (£)
Masonic Charitable Foundation	-	-
National Bed Foundation	15,000	15,000
Waterloo Foundation	-	-
Furniture Village Helpline	10,000	39,999
Wales Sleep Talkers	-	10,000
ADHD Adult	-	10,000
Lottery Lincolnshire Adult	84,416	42,351
Garfield Weston Foundation	25,000	-
Health Inequalities Fund	25,000	-
Sleep Safe Doncaster	8,400	-
DMBC Community Fund	1,000	-
TOTAL	168,816	117,350

6. RAISING FUNDS

Other trading activities

	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2025 TOTAL FUNDS (£)	2024 TOTAL FUNDS (£)
Professional fees	13,500	-	13,500	-

7. CHARITABLE ACTIVITIES COSTS

	DIRECT COSTS (£)	SUPPORT COSTS (SEE NOTE 8)	TOTAL (£)
Training and sleep services	594,055	111,248	705,303

8. SUPPORT COSTS

	MANAGEMENT (£)	GOVERNANCE COSTS (£)	TOTAL (£)
Training and sleep services	107,223	4,025	111,248

9. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31 March 2025 nor for the year ended 31 March 2024.

	2025 (£)	2024 (£)
Trustees' expenses	1,025	1,726

10. STAFF COSTS

The average monthly number of employees during the year was 13 (2024 - 13).

Employees emoluments greater than £60,000 during the year

	2025 (£)	2024 (£)
£60,000 - £69,999	-	-
£70,000 - £79,999	1	1

Amounts paid to key management personnel during the year totalled £139,329 (2024: £131,916).

11. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES

	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	TOTAL FUNDS (£)
INCOME AND ENDOWMENTS FROM			
Donations and legacies	58,685	-	58,685
CHARITABLE ACTIVITIES			
Training and sleep services	466,081	117,350	583,431
Other trading activities	30,000	-	30,000
Investment income	42	-	42
TOTAL	554,808	117,350	672,158
EXPENDITURE ON			
CHARITABLE ACTIVITIES			
Training and sleep services	744,611	97,628	842,239
NET INCOME (EXPENDITURE)	(189,803)	19,722	(170,081)
RECONCILIATION OF FUNDS			
Total funds brought forward	452,544	62,308	514,852
TOTAL FUNDS CARRIED FORWARD	262,741	82,030	344,771

12. TANGIBLE FIXED ASSETS

	FIXTURES AND FITTINGS (£)	COMPUTER EQUIPMENT (£)	TOTAL FUNDS (£)
COST			
At 1 April 2024	14,024	23,047	37,071
Additions	-	678	678
At 31 March 2025	14,024	23,725	37,749
DEPRECIATION			
At 1 April 2024	13,220	15,194	28,414
Charge for one year	804	3,910	4,714
At 31 March 2025	14,024	19,104	33,128
NET BOOK VALUE			
At 31 March 2025	-	4,621	4,621
At 31 March 2024	804	7,853	8,657

13. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2025 (£)	2024 (£)
Trade Debtors	55,507	4,160
VAT	12,716	-
Prepayments	6,628	14,861
	74,851	19,021

14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2025 (£)	2024 (£)
TRADE CREDITORS	9,145	862
OTHER CREDITORS	121,293	71,797
	130,438	72,659

15. LEASING AGREEMENTS

Minimum lease payments under non-cancellable operating leases fall due as follows:.

	2025 (£)	2024 (£)
WITHIN ONE YEAR	7,000	7,000
BETWEEN ONE AND FIVE YEARS	14,583	21,583
	21,583	28,583

16. MOVEMENT IN FUNDS

	AT 1.4.24 (£)	NET MOVEMENT IN FUNDS (£)	AT 31.3.25 (£)
UNRESTRICTED FUNDS			
General fund	262,741	(77,104)	185,637
RESTRICTED FUNDS			
Restricted funds	82,030	(35,025)	47,005
TOTAL FUNDS	344,771	(112,129)	232,642

16. MOVEMENT IN FUNDS – CONTINUED

Net movement in funds, included in the above are as follows:

	INCOMING RESOURCES (£)	RESOURCES EXPENDED (£)	MOVEMENT IN FUNDS (£)
UNRESTRICTED FUNDS General fund	437,858	(514,962)	(77,104)
RESTRICTED FUNDS Restricted funds	168,816	(203,841)	(35,025)
TOTAL FUNDS	606,674	(718,803)	(112,129)

Comparatives for movement in funds:

	AT 1.4.23 (£)	NET MOVEMENT IN FUNDS (£)	AT 31.3.24 (£)
UNRESTRICTED FUNDS Unrestricted funds	452,544	(189,803)	262,741
RESTRICTED FUNDS restricted funds	62,308	19,722	82,030
TOTAL FUNDS	514,852	(170,081)	344,771

Comparative net movement in funds, included in the above are as follows:

	INCOMING RESOURCES (£)	RESOURCES EXPENDED (£)	MOVEMENT IN FUNDS (£)
UNRESTRICTED FUNDS Unrestricted funds	554,808	(744,611)	(189,803)
RESTRICTED FUNDS Restricted funds	117,350	(97,628)	19,722
TOTAL FUNDS	672,158	(842,239)	(170,081)

17. RELATED PARTY DISCLOSURES

There were no related party transactions for the year ended 31 March 2025.

DETAILED STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2025

INCOME AND ENDOWMENTS	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2025 TOTAL FUNDS (£)	2024 TOTAL FUNDS (£)
DONATIONS AND LEGACIES				
Donations	4,090	-	4,090	13,605
Grants	50,382	-	50,382	45,080
	54,472	-	54,472	58,685
OTHER TRADING ACTIVITIES				
Corporate partnerships income	42,214	-	42,214	30,000
INVESTMENT INCOME				
Deposit account interest	65	-	65	42
CHARITABLE ACTIVITIES				
Training and sleep services	341,107	-	341,107	447,420
Grants	-	168,816	168,816	117,350
Corporate partnerships income	-	-	-	18,661
	341,107	168,816	509,923	583,431
TOTAL INCOMING RESOURCES	437,858	168,816	606,674	672,158

EXPENDITURE	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2025 TOTAL FUNDS (£)	2024 TOTAL FUNDS (£)
OTHER TRADING ACTIVITIES	13,500	-	13,500	-
Professional fees				
CHARITABLE ACTIVITIES				
Wages	253,483	153,467	406,950	414,891
Social security	35,340	-	35,340	36,220
Pensions	11,204	-	11,204	10,779
Rent and rates	(106)	-	(106)	2,923
Insurance	2,591	-	2,591	2,489
Telephone	1,873	780	2,653	8,413
Printing, post and stationery	15,013	5,561	20,574	20,624
Marketing and exhibitions	38,693	270	38,963	40,614
Sundries	3,575	18	3,593	24,230
Practitioners fees	35,299	86	35,385	52,235
Practitioners expenses	1,235	-	1,235	3,799
Training, travel and accomodation	12,008	2,612	14,620	12,678
Repairs and renewals	9,495	-	9,495	-
Carried forward	419,703	162,794	582,497	629,895
CHARITABLE ACTIVITIES				
Brought forward	419,703	162,794	582,497	629,895
Equipment & hire	5,146	1,698	6,844	8,239
Depreciation of tangible fixed assets	3,958	756	4,714	4,845
	428,807	165,248	594,055	642,979
SUPPORT COSTS				
MANAGEMENT				
Consultancy fees	31,110	35,832	66,942	127,761
Website fees	6,773	-	6,773	6,462
Software fees	7,206	-	7,206	12,036
Administration services	4,843	-	4,843	21,213
Subscriptions	18,698	2,761	21,459	27,062
	68,630	38,593	107,223	194,534
GOVERNANCE COSTS				
Trustees' expenses	1,025	-	1,025	1,726
Independent examination	3,000	-	3,000	3,000
	4,025	-	4,025	4,726
TOTAL RESOURCES EXPENDED	514,962	203,841	718,803	842,239
NET (EXPENDITURE)/INCOME	(77,104)	(35,025)	(112,129)	(170,081)



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Accounts



REPORT OF THE TRUSTEES

Unaudited Financial Statements
for the Year Ended 31 March 2024

thesleepcharity.org.uk



OUR MISSION TO EMPOWER THE NATION TO SLEEP BETTER

REFERENCE AND ADMINISTRATIVE DETAILS

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REFERENCE AND ADMINISTRATIVE DETAILS

TRUSTEES

- Helen Michaels
- Juliet Ellis (appointed 14.6.23)
- Sarah Goddard (resigned 26.3.24)
- David Lee Watson
- Matthew Aron Stanbury
- Mark Dickinson
- Desaline Veronica Joseph (appointed 11.10.23)
- Ian Howes (appointed 22.2.24)

PRINCIPAL ADDRESS

Sidings House
Sidings Court
Lakeside
Doncaster
South Yorkshire
DN4 5NU

REGISTERED CHARITY NUMBER

1150585

INDEPENDENT EXAMINER

Smith Craven
Sidings House
Sidings Court
Lakeside
Doncaster
South Yorkshire
DN4 5NU

BANKERS

Virgin Money
19 St Sepulche Gate
Doncaster
DN1 2PH

SOLICITORS

Vedder Price LLP
4 Coleman Street
6th Floor
London
EC2R 5AR

The board of trustees administers the charity and meet at least bi-monthly. The Chief Executive and Founder, Vicki Beevers and Deputy Chief Executive Lisa Artis, have been appointed by the trustees to manage the day to day operations of the organisation.

THE SLEEP ADVISORY BOARD

- Simon Blake OBE (Chair) – CEO of Mental Health First Aid England
- Dr Ruth Kingshott – Sleep Physiologist at Sheffield Children’s Hospital
- Dr Mike Farquhar – Sleep Medicine Consultant at Evelina London Children’s Hospital
- Dr Sarah Gilchrist – Specialist in Sleep and Athletic performance
- Dr Roxane Gervais – Chartered Psychologist
- Dr Neil Bindemann – Director at Innervate, Executive Director of P-CNS and community Therapists Network
- Dr Alanna Hare – Consultant in Sleep and Respiratory failure at Royal Brompton and Harefield NHS Foundation Trust
- Nathalie Winn – Nutritionist at Waitrose and Partners
- Rachel Wallbank – Specialist Occupational Therapist
- Dr Elizabeth Pal – Community paediatric registrar, Bradford Teaching Hospitals
- Jessica Alexander – Executive Director at the National Bed Federation
- Dr Rob Meadows – Professor at University of Surrey
- Jenny Featherstone – Physiotherapist, Specialising in Paediatric Neuro-disability
- Dr Theodora Kalentzi – Specialist in Women’s Health and Menopause Care
- Dr Karen McDonnell – Occupational Health and Safety Policy Advisor at RoSPA
- Dr Simon Durrant – Director of the Sleep Research Centre at University of Lincoln
- Shaun Fenton OBE – Headmaster at Reigate Grammar School
- Dr Sophie Bostock – Specialist in sleep and CBTI
- Dr Jonathan Sunkersing – GP with specialist interest in sleep
- Dr Clare Simon – Lead and founder at The London Dental Sleep Clinic

PATRONS AND AMBASSADORS

- Baroness Goudie
- Zoe Salmon
- Vicky Thornley



REPORT OF THE TRUSTEES

The trustees present their report with the financial statements of the charity for the year ended 31 March 2024. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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) (effective 1 January 2019).

CHAIR'S WELCOME FOR ANNUAL REPORT

The last year continued to throw up ongoing challenges for the charity sector whilst many public and private companies tightened their belts in a tough socio-economic and politically charged climate. These external factors continue to impact on how well the nation sleeps and underlines the importance of The Sleep Charity's work.

We remain indebted to both existing and new supporters who have helped us to continue to fund new programmes and services that will transform the lives of the sleep deprived. Yet, the sector's economic challenges resulted in a decline in our overall income whilst our expenditure increased as we continued to invest in researching and developing new sleep services.

A key challenge was to secure funding during the ongoing cost of living crisis. This particularly impacted our longer term funding for local health authority commissioned services. The typical short term nature of these contracts makes it difficult to plan for staffing and to balance resourcing. Yet the demand for our services continues to grow exponentially.

To overcome the challenges, we took decisive action to mitigate funding risks. This included using a fundraising agency, creating a corporate fundraiser role and commencing recruitment for a trust and grant fundraising colleague. We have also completed a cost review and started exploring alternative funding solutions to ensure we can grow and develop new services.

The success of our mitigations was evidenced financially by an excellent final quarter. This demonstrates how well we adapt when the going gets tough. We successfully secured funding to set up new sleep services in Barnsley and to develop a 'sleep hub' in Lincolnshire. This along with our close attention to managing the risks, enabled us to end the year with five months of reserves. We remain confident that our finances can recover as we continue to identify and deliver innovative new approaches for sleep. Our strategy and new colleagues will enable us to secure funds from grants, partners and corporate sponsors as well as continue to support commissioned services.

Despite the external pressures, the sheer dedication and commitment of our Dream Team at The Sleep Charity means we can be proud of our achievements, including a number of firsts. Some of these are outlined here.

Our inaugural two day conference, in February 2024 was a sell out and exceeded expectations with outstanding feedback from delegates. The panel of sleep and health experts demonstrates our continuing collaboration to build strong relationships with those who share our goals for better sleep support. We took the opportunity at the evening drinks reception to showcase our work to local dignitaries and to reignite relationships with the local community. Bigger and bolder plans for next year's conference are already underway.

During the year we launched our Sleep Well Academy website. The Academy showcases our courses in one place. Users can contrast and compare courses as well enabling a simpler booking and management process.

Another first was securing funding to develop a sleep hub for adults with ADHD. This service including 8 podcasts as part of the online information hub and is the first of its kind nationally.

This year we successfully gained CPD (Continuing Personal Development) accreditation for our adult sleep courses and launched our certificated CBTi (Cognitive Behavioural Therapy for Insomnia) online course.

During the year following a skills review, we strengthened our Trustee board with the appointment of Juliet Ellis, Dr Desaline Joseph and Ian Howes. We said goodbye to Sarah Goddard who stepped down as a trustee and we thank her for her service to the charity.



“ The trustee board and senior team met at the beginning of the year to develop a governance action plan. From this we have introduced tools to improve how we work together. These include a detailed risk assessment, a full review of our policies and procedures and importantly clarity around our delegations framework. In addition, board meetings now include governance as a standing agenda item. Trustee appraisals were introduced along with a development plan with board and senior team members completing external governance and media training courses. These steps have contributed to strengthening relationships between the board and executive built on constructive challenge and support. In setting the 'tone from the top' and living the values we have been able to further strengthen our culture and the commitment of our people.

We have made a good progress towards our Equality and Diversity goals this year - yet recognise that we would like to do even more. Our entire team remain committed to maintaining this focus to ensure we reflect the diverse nature of the communities that we serve.

Our strategy and plans remain ambitious and despite the socio-economic challenges - we continue to make progress towards our strategic goals and will continue to look for opportunities to extend our services widely both nationally and internationally in the coming year.

We are delighted that once again the hard work of the charity was acknowledged through several awards and nominations. We were finalists in three categories for the Doncaster Business Chamber and emerged as the runner up in two - for Campaign of the Year and Charity of the Year. The charity was also recognised in the South Yorkshire and East Humberside awards (SYEH) emerging as the winner for digital innovation and another for social impact.

There was further recognition for our CEO who received a national award from Charity Comms as the 'Strategic Leader of the Year' and a personal honour from the High Sheriff of South Yorkshire for 'extraordinary service to the local community'. We are also proud to report that Vicki was appointed by NCVO as the co-chair of the small charity advisory panel and as the key-note speaker for Small Charities Week. She is also a member of the advisory board for schools for Youth Sport Trust. These appointments provide a platform to promote national awareness of our work and raise the profile about the importance of sleep through connecting with decision makers and thereby feeding into government policy.

This report would be incomplete without expressing my thanks to those who support our charity. We are indebted to our existing and new supporters who have helped us achieve so much, with funding programmes, research and services that will transform the lives of our beneficiaries who struggle with their sleep.

I would also like to thank my fellow board members for their unstinting support and commitment to the charity. The board also recognises and would like to express our admiration and heartfelt thanks for the energy and dedication of our colleagues - who really are the Dream Team. ”

Thank you.

Helen Michaels

Helen Michaels,
Chair of Trustees



MESSAGE FROM OUR FOUNDER AND CEO

💧 It has been another economically challenging year for many, and The Sleep Charity has felt the impact once more. The additional pressures that the cost-of-living crisis places on individuals has no doubt contributed to the increased demand we have seen for our support, sleep issues are exasperated by stress. Sadly, we have also felt the impact through a reduction in funding as the economic difficulties play out across the country. Thankfully we had planned for this and made strategic decisions to support the charity to both survive and thrive during the last 12 months. It was an honour to have this work recognised when I was presented with the national award 'Strategic Leader of the Year' from CharityComms.

Our governance review work has continued under the guidance of our experienced chair, Helen Michaels. I am confident that the organisation now has outstanding levels of governance in place, providing us with solid foundations on which to build.

As well as maintaining our existing services we have continued to stay true to our values and launch innovative projects leading the way in sleep support not just nationally but also internationally. Our ADHD podcast series for adults launched just 4 weeks before the end of the financial year and gained traction incredibly quickly with over 1,000 downloads in just 5 days.

Our first national conference was also a huge success with over 200 delegates attending over two days. We were proud to host the event in our hometown of Doncaster, driving money back into our local economy. We intend to develop the conference further next year to extend our reach and impact.

The year ended with positive news from the National Lottery who are funding a new service across Lincolnshire which will be developed over the next 3 years. This will give us the opportunity to create more innovative solutions to sleep issues through the mediums of both nature and music.

I have continued to support other small charities where possible over the last 12 months and Co-Chair the Small Charity Advisory Panel which works closely with NCVO. It is apparent that these are testing times for small voluntary organisations like ours and I'm hugely grateful to the staff, volunteers and board for the commitment that they show to our cause.

As always, without our funders, supporters and donors we could not achieve all that we do, I would like to thank each of you for believing in our work and trusting us with your investment. 💧

A handwritten signature in black ink that reads "Vicki Beavers".

CEO and Founder



OBJECTIVES AND ACTIVITIES



OBJECTIVES AND AIMS

The objects of The Sleep Charity are:

- The advancement of health in the UK and elsewhere through the provision of service which encourage and promote the importance of sleep for mental, emotional and physical wellbeing
- Such other charitable purposes as the trustees shall from time to time think fit

The charity aims to provide access to high quality information and advice to deal with most sleep issues and ensure everyone understands the value of a good night's sleep. A significant challenge that we face as an organisation is that sleep is not regulated in England and Wales and accessing sleep support is a postcode lottery. We aim to raise awareness around the importance of sleep to influence government policy through our campaigning work. A further aim is to provide evidence for sleep support more widely by offering training to community practitioners and through direct sleep services.

Covid-19 significantly increased sleep issues nationally. Research shows that around 40% of the nation would suffer a sleep difficulty prior to the pandemic. We know this figure has risen and sleep issues have become more complex. A significant challenge we face is how to meet this increased demand and have therefore developed more online tools as part of our tiered approach to intervention. We also developed our online teen hub to reach more young people.

In order to reach our aims the board have developed a robust 3 year strategic plan with the annual business plan outlining key performance indicators to assess success. Activities that we undertake are assessed by the board to ensure they contribute to the achievement of our aims and objectives before being signed off. Each activity has bespoke evaluation measures developed so that success can be captured and reported, for example our sleep services use evaluation tools developed by the sleep team from Sheffield Children's Hospital.

Achievement of our aims will ensure an increased awareness and change in government policy so those suffering sleep issues can access evidence-based information and support in the heart of their communities.



SIGNIFICANT ACTIVITIES

The Sleep Charity's principal means of achieving its objectives is by providing evidence-based information and support through the delivery of training, online, and face to face and telephone support from Sleep Practitioners. We also deliver training to practitioners to deliver sleep support to families in their local communities. The charity is involved in research projects to develop understanding and underpin information provided around sleep as well as campaigning activities to raise awareness of the importance of sleep for wellbeing at a national level.



PUBLIC BENEFIT

The trustees have considered this purpose, the aims and objectives of the charity and its current and planned activities against the Charity Commission's general guidance on public benefit. The Trustees are satisfied that the charity's purpose, aims, objectives and activities are fully consistent with charity purposes as defined in the Charities Act 2011.

The charity takes an holistic approach to engaging with all in order to offer its services without discrimination.



VOLUNTEERS

Volunteers with specialist skills have been recruited to support the charity to meet its aims during the last year. We continue to engage with the Sleep Council, our advisory board of experts, who provide independent scrutiny of our work.



ACHIEVEMENTS AND PERFORMANCE

CHARITABLE ACTIVITIES

We continue to be proud of our achievements, over the last year these have included:



We continued to develop our portfolio of training and were proud that our 3 new modules in our adults sleep series gained accreditation. We also launched a new programme for boarding schools.



We provided one to one support to **525 families** through our commissioned sleep services in Doncaster, Bassetlaw, North Yorkshire, St Helens and at Alder Hey Hospital.



Our current partnership with Faith PR ended in December 2023 and we established a partnership with Viva, PR company in January 2024.

Media exposure across the 12 months resulted in coverage across major news titles such as The Express, Sky News, The Sun, MSN, The Independent and the Huffington Post. TV appearances included Calendar News, Tonight programme and ITN online.



An online hub for adults who have a diagnosis of sleep issues and ADHD was launched with the web page receiving **1,493 views**. Seven advice sheets were created that received **2,275 downloads** in total.

A series of podcasts were launched around ADHD and sleep with more than **5,000 downloads** and the dedicated web page received **1,764 page views**.



We secured funding from the National Lottery and strengthened our staff team by employing a Project Officer and Training Officer to deliver sleep support across Lincolnshire over the next 3 years.



We trained **331 volunteers** and **912 'Sleep Talkers'** thanks to our two-year funded project from the National Lottery Community Foundation. This project benefitted **2,736 beneficiaries**.

“

“So comforting to hear your information and such an informative and lovely conversation”



Our National Sleep Helpline continued to be busy with call handlers taking **1211 calls**. Satisfaction rates were **92.73%** with most callers issues resolved during the first call.

“

“Excellent advice, you are really easy to talk to and I feel I can ask any question”



We trained **587 professionals** through our online training platform ensuring our work is delivered at scale. Our training gained national recognition with the highly acclaimed 'Health Heroes' award being presented to the charity, a Lifelong Learning Culture'



Our first membership scheme launched at the end of the year, providing those we train with continuous professional development and up to date resources.



We engaged with **over 300 children** to talk about sleep and create artwork on pillowcases that was a talking point at our conference. The artwork is to be displayed at an international conference later in the year.



We captured the voice of children in our 'What Kids Really Think About Sleep' video shown at our conference reception.



Our first national conference was a sell out with **152 delegates**. We were delighted with the high calibre of speakers that we attracted including Simon Blake CEO of Mental Health First Aid England, Professor Jason Ellis and Professor Alice Gregory.



We launched a new eBook for adults, 'Understanding your Sleep', this was downloaded more than **10,000 times** across both digital and print friendly formats.



Our research work continued with us inputting into various projects including with Bristol University, Exeter University and Northumbria University.



"Thanks so much, I can't believe there's a sleep helpline, it's such a great idea"





We hosted an evening reception to celebrate our work, attended by all 3 MPs from the city, the High Sherriff of South Yorkshire and the Civic Mayor. Speeches were given by Dan Fell, CEO of Doncaster Business Chamber and Bishop Sophie Jelly.

Our CEO and Deputy CEO have been invited to sit on numerous panels to share their expertise including the British Sleep Society board, the Well Schools Panel for Youth Sports Trust. Our CEO was also presented with 'Strategic Leader of the Year' award at the Charity Comms awards. The High Sheriff of South Yorkshire also presented her with an award in recognition for her service to the local community. The expertise of our team was once again in high demand with us providing lectures for other organisations including post graduate students at Brighton and Sussex Medical School.

BUILDING PARTNERSHIPS

We are dedicated to forming strong partnerships that drive the growth and success of our charitable activities, collaborating with:

- National Bed Federation, as part of its continued commitment to support our work to thrive
- Simba to integrate positive sleep messages into the media
- Perrigo to provide credible, high quality training materials
- Furniture Village whose support funded the third year of our National Sleep Helpline
- Idorsia for funding the programme of the activity that culminated in the launch of the 'Dreaming for Change: A Manifesto for Sleep'

FUNDING FOR OUR WORK

We would like to thank all of those who provide funding to support our work, we are hugely appreciative. This includes:

- The National Bed Federation
- Furniture Village
- National Lottery Awards for All England
- National Lottery Awards for All Wales
- National Lottery reaching communities with kind donations received
- Better giving partnership
- Thomas Budgeon Fighting 2 Sleep

WAYS TO SUPPORT

The generous support of others makes our work possible. There are a number of ways you can get involved:

- Make a donation
- Fundraise for us
- Volunteer
- Partner with us
- Join in our awareness events
- Help us to campaign

FINANCIAL REVIEW

FINANCIAL POSITION

Last year the charity focused on ensuring the governance was robust before focusing on the growth of the organisation.

The cost-of living crisis and economic situation has also meant that it has become increasingly challenging to secure funding for our work. Identifying new income streams through membership, training programmes and corporate partnerships has been a successful strategy to date.

It is predicted that this will be another challenging financial year. Our NHS funded sleep services are at significant risk due to the increasing financial strain that our health service finds itself under.

To address this the board will continue to meet bi-monthly to monitor finances. This will ensure that decisions can be quickly made to address any risks as they arise.

PRINCIPAL FUNDING SOURCES

Principal funding sources remain through the delivery of training. This supports our objectives by providing evidence based information to those in the community who can more easily reach beneficiaries. Corporate funding for the helpline supports our objectives by providing one-to-one support to those in need of information at a national level. Commissioned sleep services also provide a significant source of funding and through these we can provide families with specialist sleep support to improve their wellbeing.

RESERVES POLICY

Our level of reserves is monitored monthly by our CEO and trustees with the aim to secure sufficient reserves to cover a 6-month period of activities.

Total funds at the balance sheet date totalled £344,771 (2023: £514,852), of which £262,741 (2023: £452,544) were unrestricted and £256,174 (2023: £444,792) free reserves. This represents approximately 4 months of activities. Building reserves is a significant challenge in the current economic climate.

FUTURE PLANS

The board continue to monitor the strategic plan and ensure that our work meets our charitable aims and objects. Careful consideration has been given to ensure our resources are allocated to best effect in the activities that we undertake. These will include:

- Promoting the importance of sleep for health and safety at a national level
- Developing information and support for carers
- Providing a national sleep conference to empower practitioners with sleep education
- Launching a workshop using a train the trainer model for practitioners supporting families of children with SEND
- Developing our membership offering



STRUCTURE, GOVERNANCE AND MANAGEMENT

GOVERNING DOCUMENT

The charity (which was established in March 2012) was set up as a CIO on 24 January 2013. It is governed by its constitution which sets out the objectives and powers of the CIO.

RECRUITMENT AND APPOINTMENT OF NEW TRUSTEES

The charity is managed by a board of trustees who are sought by advertisement and personal contact. New trustees are appointed by a resolution passed at a properly convened meeting. In selecting individuals for appointment as charity trustees, the board must have regard to the skills, knowledge and experience needed for the effective administration of the CIO.

INDUCTION AND TRAINING OF NEW TRUSTEES

New trustees undergo an induction process to brief them on their legal obligations, the strategic plan and the financial performance of the CIO. During this process they will also meet key employees, other trustees and volunteers.

KEY MANAGEMENT REMUNERATION

The board have developed a remuneration committee and policy which clearly sets out arrangements around pay.

RISK MANAGEMENT

The trustees have a duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error.

Approved by order of the board of trustees on 14/12/2024 and signed on its behalf by:

Helen Michaels

Helen Michaels
Chair of Trustees

TSC TRUSTEE ATTENDANCE AT TRUSTEE MEETING

FOR THE YEAR ENDED 31 MARCH 2024

NAME	ROLE	DATE OF TRUSTEE APPOINTMENT	NUMBER OF TRUSTEE MEETINGS ATTENDED
Helen Michaels	Chair and Trustee	6th February 2023	5/5
Dave Watson	Vice Chair and Trustee	4th May 2022	4/5
Mark Dickinson	Treasurer and Trustee	2nd December 2019	5/5
Matt Stanbury	Trustee	6th February 2023	3/5
Sarah Goddard	Trustee, resigned 25th March 2024	6th February 2023	5/5
Juliet Ellis	Trustee	14th June 2023	4/5
Dr Desaline Joseph	Trustee	11th October 2023	3/3
Ian Howes	Trustee	22nd February 2024	1/1

Meetings Held

- June-23
- August-23
- October-23
- December-23
- February-24

Approved by order of the board of trustees on 14/12/2024 and signed on its behalf by:

Helen Michaels

Helen Michaels
Chair of Trustees

INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF THE SLEEP CHARITY

I report to the charity trustees on my examination of the accounts of The Sleep Charity (the Trust) for the year ended 31 March 2024.

RESPONSIBILITIES AND BASIS OF REPORT

As the charity trustees of the Trust you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the Act').

I report in respect of my examination of the Trust's accounts carried out under Section 145 of the Act and in carrying out my examination I have followed all applicable Directions given by the Charity Commission under Section 145(5) (b) of the Act.

INDEPENDENT EXAMINER'S STATEMENT

Since your charity's gross income exceeded £250,000 your examiner must be a member of a listed body. I can confirm that I am qualified to undertake the examination because I am a member of the Association of Chartered Certified Accountants, which is one of the listed bodies.

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

1. Accounting records were not kept in respect of the Trust as required by Section 130 of the Act; or
2. The accounts do not accord with those records; or
3. The accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 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.
4. 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.

Claire Docherty FCCA
Smith Craven
Sidings House
Sidings Court
Lakeside
Doncaster
South Yorkshire
DN4 5NU

Claire Docherty

Claire Docherty FCCA
Independent Examiner

Date:



STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2024

	NOTES	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2024 TOTAL FUNDS (£)	2023 TOTAL FUNDS (£)
INCOME AND ENDOWMENTS FROM					
Donations and legacies	2	58,685	-	58,685	204,585
CHARITABLE ACTIVITIES					
Training and sleep services	5	466,081	117,350	583,431	585,207
Other training activities	3	30,000	-	30,000	-
Investment Income	4	42	-	42	47
TOTAL		554,808	117,350	672,158	789,839
EXPENDITURE ON					
CHARITABLE ACTIVITIES					
Training and sleep services	6	744,611	97,628	842,239	747,411
NET INCOME (EXPENDITURE)		189,803	19,722	(170,081)	42,428
RECONCILIATION OF FUNDS					
Total funds brought forward		452,544	62,308	514,852	472,424
TOTAL FUNDS CARRIED FORWARD		262,741	82,030	344,771	514,852

STATEMENT OF FINANCIAL POSITION

FOR THE YEAR ENDED 31 MARCH 2024

	NOTES	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2024 TOTAL FUNDS (£)	2023 TOTAL FUNDS (£)
FIXED ASSETS					
Tangible Assets	11	6,567	2,090	8,657	9,643
CURRENT ASSETS					
Debtors	12	19,021	-	19,021	64,594
Cash at bank		298,562	91,190	389,752	671,951
TOTAL		317,583	91,190	408,773	736,545
CREDITORS					
Amounts falling due within one year	13	(61,409)	(11,250)	(72,659)	(231,336)
NET CURRENT ASSETS		256,174	79,940	336,114	505,209
TOTAL ASSETS LESS CURRENT LIABILITIES		262,741	82,030	344,771	514,952
NET ASSETS		262,741	82,030	344,771	514,852
FUNDS					
Unrestricted funds	15			262,741	452,544
Restricted funds				82,030	62,308
TOTAL FUNDS				344,771	514,852

The financial statements were approved by the Board of Trustees and authorised for issue on and were signed on its behalf by:

Helen Michaels

Helen Michaels - Trustee

Mark Dickinson

Mark Dickinson - Trustee

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 MARCH 2024

	NOTES	2024 (£)	2023 (£)
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	1	(278,383)	70,418
NET CASH (USED IN)/ PROVIDED BY OPERATING ACTIVITIES		(278,383)	70,418
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of tangible fixed assets		(3,858)	(3,684)
Interest received		42	47
NET CASH USED IN INVESTING ACTIVITIES		(3,816)	(3,637)
CHANGE IN CASH AND CASH EQUIVALENTS IN THE REPORTING PERIOD		(282,199)	66,781
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE REPORTING PERIOD		671,951	605,170
CASH AND CASH EQUIVALENTS AT THE END OF THE REPORTING PERIOD		389,752	671,951

NOTES TO THE STATEMENT OF CASH FLOWS

1. RECONCILIATION OF NET (EXPENDITURE)/ INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES

	2024 (£)	2023 (£)
NET (EXPENDITURE)/INCOME FOR THE REPORTING PERIOD (AS PER THE STATEMENT OF FINANCIAL ACTIVITIES)	(170,081)	42,428
ADJUSTMENTS FOR:		
Depreciation charges	4,844	5,527
Interest received	(42)	(47)
Decrease/(increase) in debtors	45,573	(40,033)
(Decrease)/increase in creditors	(158,677)	62,813
NET CASH (USED IN)/ PROVIDED BY OPERATIONS	(278,383)	70,418

2. ANALYSIS OF CHANGES IN NET FUNDS

	AT 1.4.23 (£)	2024 (£)	2023 (£)
NET CASH			
Cash at bank and in hand	671,951	(282,199)	389,752
TOTAL	671,951	(282,199)	389,752

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2024

1. ACCOUNTING POLICIES

BASIS OF PREPARING THE FINANCIAL STATEMENTS

The financial statements of the charity, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: 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) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Charities Act 2011. The financial statements have been prepared under the historical cost convention.

INCOME

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably. Where incoming resources have related expenditure (as with fundraising or contract income) the incoming resources and related expenditure are reported gross in the SoFA. In accordance with the Charities SORP (FRS 102), the general volunteer time is not recognised, refer to the trustees report for more information about their contribution.

EXPENDITURE

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

GOVERNANCE COSTS

Governance costs include costs of the preparation and audit of statutory accounts, remuneration to trustees for services not related to duties of being a trustee, costs of trustee meetings and the cost of any legal advice to trustees on governance or constitutional matters.

ALLOCATION AND APPORTIONMENT OF COSTS

Administration costs are those that assist the work of the charity but do not directly represent charitable activities and include office costs, governance costs and administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity and are allocated to activity cost categories on a basis consistent with the use of resources.

Irrecoverable VAT is charged as a cost against the activity for which the expenditure is incurred.

TANGIBLE FIXED ASSETS

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

- Fixtures and fittings - 25% on cost
- Computer equipment - 25% on cost

TAXATION

The charity is exempt from tax on its charitable activities.

FUND ACCOUNTING

- Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.
- Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

PENSION COSTS AND OTHER POST-RETIREMENT BENEFITS

The charity operates a defined contribution pension scheme. Contributions payable to the charity's pension scheme are charged to the Statement of Financial Activities in the period to which they relate.

2. DONATIONS AND LEGACIES

	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2024 TOTAL FUNDS (£)	2023 TOTAL FUNDS (£)
Donations	13,605	-	13,605	1,741
Grants	45,080	-	45,080	202,844
	58,685	-	58,685	204,585

3. OTHER TRADING ACTIVITIES

	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2024 TOTAL FUNDS (£)	2023 TOTAL FUNDS (£)
Corporate partnerships income	30,000	-	30,000	-

4. INVESTMENT INCOME

	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2024 TOTAL FUNDS (£)	2023 TOTAL FUNDS (£)
Deposit account interest	42	-	42	47

5. INCOME FROM CHARITABLE ACTIVITIES

	ACTIVITY	2024 (£)	2023 (£)
Training and sleep services	Training and sleep services	447,420	396,612
Grants	Training and sleep services	117,350	136,146
Corporate partnerships income	Training and sleep services	18,661	52,449
		583,431	585,207

Grants received included in income from charitable activities:

	2024 TOTAL FUNDS (£)	2023 TOTAL FUNDS (£)
Masonic Charitable Foundation	-	6,248
National Bed Foundation	15,000	38,998
Waterloo Foundation	-	2,400
Furniture Village Helpline	39,999	42,062
Doncaster Residential Project	-	45,000
Sleep Poverty	-	73
Rotary Club	-	460
Archer Trust	-	905
Wales Sleep Talkers	10,000	-
ADHD Adult	10,000	-
Lottery Lincolnshire Adult	42,351	-
TOTAL	117,350	136,146

6. CHARITABLE ACTIVITIES COSTS

	DIRECT COSTS (£)	SUPPORT COSTS (SEE NOTE 7)	TOTAL (£)
Training and sleep services	642,979	199,260	842,239

7. SUPPORT COSTS

	MANAGEMENT (£)	GOVERNANCE COSTS (£)	TOTAL (£)
Training and sleep services	194,534	4,726	199,260

8. TRUSTEES' REMUNERATION AND BENEFITS

	2024 (£)	2023 (£)
Trustees' expenses	1,726	61

9. STAFF COSTS

The average monthly number of employees during the year was 13 (2023 – 13).
Employees emoluments greater than £60,000 during the year

	2024 (£)	2023 (£)
£60,000 – 69,000	-	1
£70,000 – 79,999	1	-

Amounts paid to key management personnel during the year totalled £131,916 (2023: £73,528).

10. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES

INCOME AND ENDOWMENTS FROM	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	TOTAL FUNDS (£)
Donations and legacies	1,741	202,844	204,585
CHARITABLE ACTIVITIES			
Training and sleep services	449,061	136,146	585,207
Investment Income	47	-	47
TOTAL	450,849	338,990	789,839
EXPENDITURE ON			
CHARITABLE ACTIVITIES			
Training and sleep services	414,700	332,711	747,411
NET INCOME	36,149	6,279	42,428
RECONCILIATION OF FUNDS			
Total funds brought forward	416,395	56,029	472,424
TOTAL FUNDS CARRIED FORWARD	452,544	62,308	514,852

11. TANGIBLE FIXED ASSETS

	FIXTURES AND FITTINGS (£)	COMPUTER EQUIPMENT (£)	TOTAL FUNDS (£)
COST			
At 1 April 2023	14,024	19,189	33,213
Additions	-	3,858	3,858
At 31 March 2024	14,024	23,047	37,071
DEPRECIATION			
At 1 April 2023	13,220	10,350	23,570
Charge for one year	-	4,844	4,844
At 31 March 2024	13,220	15,194	28,414
NET BOOK VALUE			
At 31 March 2024	804	7,853	8,657
At 31 March 2023	804	8,839	9,643

12. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2024 (£)	2023 (£)
Trade Debtors	4,160	47,861
Prepayments	14,861	16,733
	19,021	64,594

13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2024 (£)	2023 (£)
TRADE CREDITORS	862	1,874
OTHER CREDITORS	71,797	229,462
	72,659	231,336

14. LEASING AGREEMENTS

Minimum lease payments under non-cancellable operating leases fall due as follows:.

	2024 (£)	2023 (£)
WITHIN ONE YEAR	7,000	7,000
BETWEEN ONE AND FIVE YEARS	21,583	28,000
IN MORE THAN FIVE YEARS	-	583
	28,583	35,583

15. MOVEMENT IN FUNDS

	AT 1.4.23 (£)	2024 (£)	2023 (£)
UNRESTRICTED FUNDS	452,544	(189,803)	262,741
RESTRICTED FUNDS	62,308	19,722	82,030
TOTAL FUNDS	514,852	(170,081)	344,771

15. MOVEMENT IN FUNDS - CONTINUED

Net movement in funds, included in the above are as follows:

	INCOMING RESOURCES (£)	RESOURCES EXPENDED (£)	MOVEMENT IN FUNDS (£)
UNRESTRICTED FUNDS	554,808	(744,611)	(189,803)
RESTRICTED FUNDS	117,350	(97,628)	19,722
TOTAL FUNDS	672,158	(842,239)	(170,081)

Comparitives for movement in funds:

	AT 1.4.23 (£)	NET MOVEMENT IN FUNDS (£)	AT 31.3.23 (£)
UNRESTRICTED FUNDS	416,395	36,149	452,544
RESTRICTED FUNDS	56,029	6,279	62,308
TOTAL FUNDS	472,424	42,428	514,852

Comparitive net movement in funds, included in the above are as follows:

	INCOMING RESOURCES (£)	RESOURCES EXPENDED (£)	MOVEMENT IN FUNDS (£)
UNRESTRICTED FUNDS	450,849	(414,700)	36,149
RESTRICTED FUNDS	338,990	(332,711)	6,279
TOTAL FUNDS	789,839	(747,411)	42,428

16. RELATED PARTY DISCLOSURES

There were no related party transactions for the year ended 31 March 2024.

DETAILED STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2024

INCOME AND ENDOWMENTS	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2024 TOTAL FUNDS (£)	2023 TOTAL FUNDS (£)
DONATIONS AND LEGACIES				
Donations	13,605	-	13,605	1,741
Grants	45,080	-	45,080	202,844
	58,685	-	58,685	204,585
OTHER TRADING ACTIVITIES				
Corporate partnerships income	30,000	-	30,000	-
INVESTMENT INCOME				
Deposit account interest	42	-	42	47
CHARITABLE ACTIVITIES				
Training and sleep services	447,420	-	447,420	396,612
Grants	-	117,350	117,350	136,146
Corporate partnerships income	18,661	-	18,661	52,449
	466,081	117,350	583,431	585,207
TOTAL INCOMING RESOURCES	554,808	117,350	672,158	789,839

EXPENDITURE	UNRESTRICTED FUNDS (£)	RESTRICTED FUNDS (£)	2024 TOTAL FUNDS (£)	2023 TOTAL FUNDS (£)
CHARITABLE ACTIVITIES				
Wages	377,391	37,500	414,891	395,451
Social security	31,228	4,992	36,220	35,080
Pensions	10,779	-	10,779	10,175
Rent and rates	2,923	-	2,923	9,702
Insurance	2,489	-	2,489	2,288
Telephone	8,005	408	8,413	9,470
Printing, post and stationery	10,793	9,831	20,624	9,240
Marketing and exhibitions	39,508	1,106	40,614	32,849
Sundries	22,672	1,558	24,230	4,467
Practitioner fees	48,135	4,100	52,235	41,170
Practitioner expenses	2,686	1,113	3,799	3,922
Training, travel and accommodation	10,907	1,771	12,678	15,637
Repairs and renewals	-	-	-	6,769
Equipment & hire	5,091	3,148	8,239	8,810
Fixtures and fittings	935	-	935	2,091
Computer equipment	2,756	1,154	3,910	3,166
	576,298	66,681	642,979	590,287
SUPPORT COSTS				
MANAGEMENT				
Consultancy fees	103,492	24,269	127,761	127,800
Website fees	6,408	54	6,462	3,384
Software fees	6,036	6,000	12,036	6,693
Administration services	21,213	-	21,213	11,971
Subscriptions	26,438	624	27,062	3,615
	163,587	30,947	194,534	153,463
GOVERNANCE COSTS				
Trustees' expenses	1,726	-	1,726	61
Independent examination	3,000	-	3,000	3,600
TOTAL RESOURCES EXPENDED	744,611	97,628	842,239	747,411
NET INCOME	(189,803)	19,722	(170,081)	42,428



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Accounts



REPORT OF THE TRUSTEES

Unaudited Financial Statements
for the Year Ended 31 March 2023

thesleepcharity.org.uk

OUR MISSION

To empower the nation to sleep better



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REFERENCE AND ADMINISTRATIVE DETAILS

Trustees

- Helen Michaels (appointed 6.2.23)
- Juliet Ellis (appointed 14.6.23)
- Sarah Goddard (appointed 20.2.23)
- David Lee Watson (appointed 4.5.22)
- Matthew Aron Stanbury
- Mark Dickinson
- Sarah Stables (resigned 20.9.22)
- Robert Keniwell (resigned 27.1.23)
- Dr Michael Boyle (resigned 3.1.23)
- Pippa Mell (resigned 10.3.23)
- Tariq Shah (resigned 20.9.22)

Principal Address

Apex Offices
1 Water Vole Way
Doncaster
South Yorkshire
DN4 5JP

Registered Charity Number

1150585

Independent Examiner

Smith Craven
Sidings House
Sidings Court
Lakeside
Doncaster
South Yorkshire
DN4 5NU

Bankers

Virgin Money
19 St Sepulche Gate
DONCASTER
DN1 2PH

Solicitors

Vedder Price LLP
4 Coleman Street
6th Floor
London
EC2R 5AR

The board of trustees administers the charity and meet at least quarterly. The Chief Executive and Founder, Vicki Beevers and Deputy Chief Executive Lisa Artis, has been appointed by the trustees to manage the day to day operations of the organisation.

The Sleep Advisory Board

- **Simon Blake OBE (Chair)** – CEO of Mental Health First Aid England
- **Dr Ruth Kingshott** – Sleep Physiologist at Sheffield Children’s Hospital
- **Dr Mike Farquhar** – Sleep Medicine Consultant at Evelina London Children’s Hospital
- **Dr Sarah Gilchrist** – Specialist in Sleep and Athletic performance
- **Dr Roxane Gervais** – Chartered Psychologist
- **Dr Neil Bindemann** – Director at Innervate, Executive Director of P-CNS and community Therapists Network
- **Dr Alanna Hare** – Consultant in Sleep and Respiratory failure at Royal Brompton and Harefield NHS Foundation Trust
- **Nathalie Winn** – Nutritionist at Waitrose and Partners
- **Rachel Wallbank** – Specialist Occupational Therapist
- **Dr Elizabeth Pal** – Community paediatric registrar, Bradford Teaching Hospitals
- **Jessica Alexander** – Executive Director at the National Bed Federation
- **Dr Rob Meadows** – Professor at University of Surrey
- **Jenny Featherstone** – Physiotherapist, Specialising in Paediatric Neuro-disability
- **Dr Theodora Kalentzi** – Specialist in Women’s Health and Menopause Care
- **Dr Karen McDonnell** – Occupational Health and Safety Policy Advisor at RoSPA
- **Dr Simon Durrant** – Director of the Sleep Research Centre at University of Lincoln
- **Shaun Fenton OBE** – Headmaster at Reigate Grammar School
- **Dr Sophie Bostock** – Specialist in sleep and CBTI
- **Dr Jonathan Sunkersing** – GP with specialist interest in sleep
- **Dr Clare Simon** – Lead and founder at The London Dental Sleep Clinic

Patrons and Ambassadors

Baroness Goudie

Zoe Salmon

Vicky Thornley

Shaun the Sheep



The trustees present their report with the financial statements of the charity for the year ended 31 March 2023. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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) (effective 1 January 2019).

WELCOME FROM THE CHAIR

Many of us hoped and expected that times and our lives would improve as we emerged from a post pandemic world.

Little did we know that we would have to contend with a new set of challenges both domestically and internationally and the direct and indirect impact on our daily lives. The cost of living crisis, economic disruption and climate change all create a context which impacts on how well the nation sleeps and our overall wellbeing.

These external factors underline the importance of the need for our services at The Sleep Charity. This year, we have built on previous successes and continue to devote our efforts to find new evidence based approaches to enhance our understanding of sleep and how it affects our health.

We also, celebrated our tenth anniversary this year and are grateful that our reputation for excellence in the field of sleep support for adults and children is being recognised. Increasingly, we are working in collaboration with other health and sleep experts to build strong relationships with those who share our goals. Our aim is to provide services and programmes that help the nation sleep better and in this way improve the wellbeing for children and adults.

There are many highlights from the year as the impact of our work grows ever stronger. We are grateful to our supporters who have helped us to continue to fund new programmes and services that will transform the lives of the sleep deprived. Some of our considerable achievements are outlined in this report.

For example, our National Sleep Helpline went live this year with the support of our partners at Furniture Village and in December we launched a three month pilot for our ‘Sleep Poverty’ project in South Yorkshire securing funding and donations to deliver beds locally to the most disadvantaged children struggling to sleep.

To raise awareness of the impact of sleep on health and wellbeing – we delivered the House of Commons re-launch for ‘The Charter for Sleep Equality’ to tackle fatigue and sleep. At the end of the year we launched the children’s sleep e-Book ‘Welcome to the World of Sleep’ to support parents and carers who have children experiencing sleep difficulties. The e-Book was downloaded more than 5,000 times in two months exceeding our expectations.

Our finances are in good shape as we work to build a sound foundation for the charity, to support expansion of our evidence-based research and the range of our sleep solutions. Our reserves have been strengthened and we have secured a range of funding and grants from partners, corporate sponsors, the national lottery and commissioned services.

Our primary services have followed a similar pattern, with our sleep services, courses, and online workshops consistently contributing to our revenue. Our grant income remained stable compared to last year, whilst donations experienced a significant decrease. This decrease can be attributed to having received a one-time philanthropic donation of £89,000 from Orbis Investment in April 2021.

Subsequent to the end of the year, our training programs and online courses fell short of our anticipated budgeted performance. However, our senior leadership team remains committed to addressing this placing a high priority on identifying and delivering new approaches to sleep issues.

During the year we experienced changes to our board's composition. I would like to thank my predecessor Tariq Shah along with Dr Michael Boyle, Robert Keniwell, Pippa Mell and Sara Stables for their support and dedication to the charity during their board tenure. We are also delighted to report that, following a skills review and robust recruitment drive, we have appointed Dave Watson, Sarah Goddard and Juliet Ellis who have joined our Trustee board.

Due to the number of board changes, the charity commissioned an external governance review in December 2022 to identify what we could do better in leading our charity and support the impact for our beneficiaries. The results were informative and were reviewed by the board and senior leadership team to identify and develop a detailed governance action plan to continually improve how we work as a leadership team.

The review was a great reminder of the strength of our shared purpose and passion to support our beneficiaries. From this – we have made minor changes to define our values which are now aligned to our strategy and current goals. The values provide a solid foundation to build on our already strong culture that will support us as in our future growth and strategic plans.

Key governance initiatives are being added to our strategy, including developing a leadership charter, and ensuring our decisions are wholly aligned with our charitable objects, mission and values. We will also ensure that we put those with 'lived experience' at the centre of everything we do. In addition, this will enable us to co-ordinate sleep research and incorporate this in preparation for future growth. We will continue to monitor our performance by carrying out regular board evaluations to measure progress. Also, we identified the need for a stronger emphasis on Equality, Diversity and Inclusion – which we will measure through specific objectives for next year and beyond. This will be added to our strategic plans as a critical aspect for the culture we wish to embed. Both the board, senior teams and colleagues are committed to these changes so that our work reflects the communities we serve.

Looking ahead, we are acutely aware that our existing commissioned sleep services are focused on Yorkshire, Nottinghamshire, and the Alder Hey Hospital in Liverpool. We also provide sleep services across Lincolnshire thanks to a successful three-year National Lottery bid. Our aim going forward is to extend these services to other parts of the United Kingdom

Yet, we want to do more. Our plans are ambitious and during the year we made significant progress towards many of our strategic programmes. Initially we want to promote greater awareness of sleep issues in the national psyche as a way to improve health and wellbeing, whilst also extending our reach nationally and internationally. These challenging goals are reflected in our evolving five year strategy, to grow and enhance our services and programmes.

Our plans for the year ahead include the launch of several new initiatives. Where relevant we will add digital solutions as well as building on our in-person training of health practitioners. New programmes include our revised online Sleep Practitioner course, the introduction of a membership scheme for courses and resources, specific training for Boarding Schools and the updating of our courses such as 'Sleep Better' and 'Sleep Talkers' to name but a few. Plans for our first National Sleep Conference in February 2024 are progressing well.

As services have grown, we have worked hard to recruit sleep professionals to our ever expanding team. We recognise this is key to facilitating our growth strategy. Recruitment and selection plans are being developed to overcome this, particularly as we are mindful of the shortage of available sleep professionals. We have started to explore and identify potential alternatives – such as the use of technology to satisfy demand for sleep training.

We are delighted that the hard work of the charity was once again acknowledged. Three of our entries were entered for the Doncaster Business Awards in three categories. We were runners up for Innovator of the Year and Partnership of the Year and shortlisted for Charity of the Year. Our CEO Vicki Beevers, went one better when awarded Social Entrepreneur of the Year at the Social Enterprise Yorkshire & the Humber Awards. We are justifiably proud of the teams achievements and look forward to winning more awards in the coming years to add to our collection.

On a personal note – I have been made to feel exceptionally welcome since joining the Board at the beginning of the year. The work of our team is inspirational, and I feel honoured and humbled to have been asked to take the role of Chair at the charity.

So finally I would like to say thank you. Firstly thanks to my fellow trustees for giving up so much of your time to support the growth and development of our great charity. And, on behalf of the Trustees we want to express our heartfelt gratitude to our colleagues within the charity for their commitment, hard work and resilience and dedication throughout the year. It is through them that we have met the needs of those who rely on our support and will remain our number one priority as we move towards a sustainable future.

Thank you.

Helen Michaels
Chair of Trustees



MESSAGE FROM OUR FOUNDER AND CEO

The community that we support continues to face huge challenges; from new waves of Covid-19 to the stress that the cost-of-living crisis has placed on many.

The impact on sleep of living in a society facing immense difficulties cannot be underestimated. Without adequate, good quality sleep, the mental and physical health of individuals becomes seriously compromised. With NHS resources more stretched than ever, it has become increasingly important that The Sleep Charity steps up to the challenge and provides support at scale to meet the ever-increasing demand that we face.

These challenges have given us the opportunity to reflect on our strategic aims, providing us with the opportunity to create a robust plan to ensure we continue to grow to meet the needs of those we serve. It has therefore been a year of transition and change, taking stock of our achievements and establishing a clear strategy to build upon them.

The role that the board of trustees play is vital and during the last 12 months we have focused heavily on improving our governance. We said a fond farewell to our Chair Tariq Shah, OBE and I would like to personally thank Tariq for his dedication to the cause.

We were delighted to appoint Helen Michaels into the Chair position after a robust recruitment exercise. Helen has a vast amount of experience, skill and knowledge when it comes to board leadership and governance. As I write this report Helen is only 8 weeks into her appointment and we are already seeing significant developments in this area. We will continue to work on governance as a priority over the next year.

To address the cost-of-living crisis we launched a Sleep Poverty project in South Yorkshire during this year. Our practitioners were reporting that they were encountering more families where children could not sleep because they did not have the basics such as a bed or curtains at the window. We secured over £60,000 of beds that we were able to deliver to the most disadvantaged in our area thanks to kind support from corporate sponsors and an initial donation from Care-Tech to kick start this important work. We are keen to continue this project and are currently liaising with potential partners to see how best we may be able to support this unmet need.

All our sleep services have been re-commissioned, and our practitioners have continued to work with complex cases, increasing sleep duration and improving the lives of many. Our national sleep helpline is receiving a significant increase in calls reflecting the huge need for our support

Innovation is one of our organisational values and I am delighted that we can reflect this in so many of our new projects. This year we have launched a CBTi (Cognitive Behavioural Therapy for Insomnia) course led by Professor Jason Ellis, one of the world's leading experts in the field. In addition to this, work is underway on launching two e-Books which will be freely available to support both adults and children to improve their sleep.

Our work at The Sleep Charity is meeting a health inequality that affects around 40% of the nation and providing resources that otherwise would not exist. The enormous demand we face can at times seem overwhelming for a small charity with limited resources. I am confident however that the measures we are taking around our strategic development will ensure that the organisation does not just survive, but thrives, to reach those most in need of our help.

Our work is supported by a committed team of staff and volunteers who I would like to personally thank for their passion to the cause and commitment.

We could not achieve all we do without the funders, donors and corporate sponsors, I would like to thank you for trusting and believing in our work,

Vicki Beevers

CEO and Founder of The Sleep Charity



OBJECTIVE AND ACTIVITIES



OBJECTIVES AND AIMS

The objects of The Sleep Charity are:

1. The advancement of health in the UK and elsewhere through the provision of service which encourage and promote the importance of sleep for mental, emotional and physical wellbeing
2. Such other charitable purposes as the trustees shall from time to time think fit

The charity aims to provide access to high quality information and advice to deal with most sleep issues and ensure everyone understands the value of a good night's sleep. A significant challenge that we face as an organisation is that sleep is not regulated in England and Wales and accessing sleep support is a postcode lottery. We aim to raise awareness around the importance of sleep to influence government policy through our campaigning work. A further aim is to provide evidence for sleep support more widely by offering training to community practitioners and through direct sleep services.

Covid-19 significantly increased sleep issues nationally. Research shows that around 40% of the nation would suffer a sleep difficulty prior to the pandemic. We know this figure has risen and sleep issues have become more complex. A significant challenge we face is how to meet this increased demand and have therefore developed more online tools as part of our tiered approach to intervention. We also developed our online teen hub to reach more young people.

In order to reach our aims the board have developed a robust 3 year strategic plan with the annual business plan outlining key performance indicators to assess success. Activities that we undertake are assessed by the board to ensure they contribute to the achievement of our aims and objectives before being signed off. Each activity has bespoke evaluation measures developed so that success can be captured and reported, for example our sleep services use evaluation tools developed by the sleep team from Sheffield Children's Hospital.

Achievement of our aims will ensure an increased awareness and change in government policy so that those suffering sleep issues can access evidence-based information and support in the heart of their communities.



SIGNIFICANT ACTIVITIES

The Sleep Charity's principal means of achieving its objectives is by providing evidence-based information and support through the delivery of training, online, and face to face and telephone support from Sleep Practitioners. We also deliver training to practitioners to deliver sleep support to families in their local communities. The charity is involved in research projects to develop understanding and underpin information provided around sleep as well as campaigning activities to raise awareness of the importance of sleep for wellbeing at a national level.



PUBLIC BENEFIT

The trustees have considered this purpose, the aims and objectives of the charity and its current and planned activities against the Charity Commission's general guidance on public benefit. The Trustees are satisfied that the charity's purpose, aims, objectives and activities are fully consistent with charity purposes as defined in the Charities Act 2011.

The charity takes an holistic approach to engaging with all in order to offer its services without discrimination.



VOLUNTEERS

Volunteers with specialist skills have been recruited to support the charity to meet its aims during the last year. We continue to engage with the Sleep Council our advisory board of experts who provide independent scrutiny of our work.

ACHIEVEMENTS AND PERFORMANCE

CHARITABLE ACTIVITIES

We continue to be proud of our achievements, over the last year these have included:

2,193

Families directly supported with evidence-based sleep support

116

Sleep Practitioners trained by us who will embed their work into their local communities

Being the chosen provider by the NHS to deliver sleep services in Alder Hey Children's Hospital, Doncaster, Bassetlaw and across North Yorkshire

“We finally have a happy home with everyone getting a good night's sleep”

Carer who had suffered sleep issues for 8 years

“

You saved us, we were unable to function, thank you”

Parent who accessed our support

We provided CPD (Continuing Professional Development) training for

36

delegates focusing on SEND (Special Educational Needs & Disabilities).

‘Thank you for such an excellent and much needed course’

Emma Whittle

Our sleep project across Lincolnshire kindly funded by the National Lottery, Reaching Communities continued to thrive

Sleep Talkers
developed a new
project in Wales
to ensure families
of children with
SEND could access
support



We have worked in
partnership with
Twinkl, an online global
platform to develop
resources that are
accessible to their 1.6
million members

Our Lottery funded
'Sleep Talkers' project
focused on training
volunteers to support
families of children with
SEND reaching over
900
volunteers

Penguin Random House
asked us to input into a
story book with expert
sleep advice. We were
delighted to support this
project and Elmer and the
Bedtime Story was released
in bookstores in May

Our team were asked to
provide lectures at a range
of institutions including
Brighton and Sussex Medical
school for graduate students.

'The session was
inspirational, thank you'.
Feedback from a delegate



This is an appreciation email to your team for
the work you have done with Charlie. He was
referred to us by yourself for consideration
of Melatonin but since the referral and
appointment time things have improved a lot
with his sleep and mum and Charlie don't think
they wish to go ahead with the prescription.
Mum is doing brilliantly with the strategies you
gave her. Huge credit to you and your team.

Thanks, and well done!!!"

Healthcare provider, Doncaster

Partnering with Dunelm helped us to raise awareness about the impact of sleep issues on families with a campaign 'Tired of Being Alone'.

2,000 families were surveyed, and the findings demonstrated the need for our important work.

An eBook was also launched in March 2023 with **1,000 downloads** in just 4 weeks

We currently have

80
practitioners

on our waiting list ahead of launching our new online Sleep Practitioner course.



EXTENDING OUR SERVICES FOR ADULTS



CBTi Course

We have worked in partnership with Professor Jason Ellis of Northumbria University to launch a series of adult e-learning modules.

Our CBTi course launched to upskill professionals to offer support to adults in their local community.

Sleep Talkers

Our Sleep Talkers team developed a training package to support those over 50 with sleep issues.



One of my patients reported that she is becoming sleepier at night and that for the first time she had fallen asleep and not woken up until the morning. Wow, can't thank you enough!"

Social prescriber who attended Sleep Talker training

Workplace Sleep Ambassadors

Our Workplace Sleep Ambassador scheme continued to develop and we appointed Dr Mike Oliver to deliver these sessions to corporate organisations.



NATIONAL SLEEP HELPLINE

The national sleep helpline continued to thrive thanks to the kind donation from Furniture Village that allows this vital work to continue to take place:

3000

GP surgeries sent posters to advertise the helpline across England



Awesome, you've spoken the most sense of anybody we have talked to"



Doesn't seem to be much help out there , there was nobody else so it is really helpful to have such great advice"



RESEARCH

We continue to support academic institutions with their research around sleep.

We are working with the University of Bristol on an adolescent sleep project over the next 3 years.

Exeter University have engaged with us around a study relating to the management of sleep disturbance for people living with dementia

DEVELOPMENTS WITHIN OUR TEAM

We continue to be proud of our team's achievements.

Our former Chair Tariq Shah was awarded an OBE for philanthropy and services to charity

Our team grew with the addition of an Operations Manager, Social Media Manager, Training and Membership Officer and in-house graphic designer.

The team were nominated for two awards and finalists at Doncaster Business Chamber's annual ceremony. We received the Runner Up award in the category 'Success for Innovation and Diversification'

Supporting Continuous Professional Development is important, our team secured level 2 certificates in counselling skills and one member of the team was awarded Level 3 Forest School Leader. A number of members of our team completed CBTi training.

CAMPAIGNING IN THE HOUSE OF COMMONS

We launched our Sleep Charter in the House of Commons in January 2023. Guest speakers included Christine Poulter, Honorary Strategic Advisor for the Society of Occupational Medicine and Dr Sophie Bostock.

Sleep Poverty has been a concern of ours for several years. A pilot project was launched in South Yorkshire to provide sleep products to those facing poverty, kindly supported by a number of corporate organisations including, Mattress Online, Silentnight and Hypnos. Our work featured in a debate in the House of Commons, we aim to build on this work.



BUILDING PARTNERSHIPS

We continue to build strong partnerships to support the development and deliver of our charitable activities, these include working with:

School's Wellbeing Partnership, to embed wellbeing and good mental health into the culture and ethos of every school.

We joined the Health Equality network to extend our reach and spread our message.

We remain grateful to the National Bed Federation for their ongoing support that allows our work to grow and thrive.

FUNDING FOR OUR WORK

We would like to thank all of those who provide funding to support our work, we are hugely appreciative. This includes:

- The National Bed Federation
- The Waterloo Foundation
- National Lottery Reaching Communities
- National Lottery Awards for All England
- National Lottery Awards for All Wales
- The Masonic Foundation
- With kind donations received from:
- Conscious Life
- Hatch End High School

WAYS TO SUPPORT

The generous support of others makes our work possible. There are a number of ways you can get involved:

- Make a donation
- Fundraise for us
- Volunteer
- Partner with us
- Join in our awareness events
- Help us to campaign

ACHIEVEMENTS AND PERFORMANCE

Financial Position

Last financial year we recognised that the charity's growth could be a potential risk and made a decision to control this, allowing the organisation time to ensure our governance was securely in place to support future growth.

We also recognised the significant impact that the cost-of-living crisis was having on small charities and correctly predicted that securing funding for our work would prove even more of a challenge this year. We have mitigated against this by developing new membership schemes, training programmes and developing corporate partnerships.

With the NHS under ever increasing strain we recognise that funding for our sleep services may be at risk. We are therefore developing a model to ensure we can continue to offer support locally through training other voluntary sector organisations to deliver in the heart of the communities.

The board have taken the decision to meet bi-monthly during these challenging economic times to ensure that finances are carefully monitored and decisions made quickly to address any risks.

Principal Funding Sources

Principal funding sources remain through the delivery of training. This supports our objectives by providing evidence based information to those in the community who can more easily reach beneficiaries. Corporate funding for the helpline supports our objectives by providing one-to-one support to those in need of information at a national level. Commissioned sleep services also provide a significant source of funding and through these we can provide families with specialist sleep support to improve their wellbeing.

Reserves policy

Our level of reserves is monitored monthly by our CEO and trustees with the aim to secure sufficient reserves to cover a 6-month period of activities.

Total funds at the balance sheet date totalled £514,852, of which £452,544 were unrestricted and £444,792 free reserves. This represents approximately 7 months of activities. Building reserves is a significant challenge in the current economic climate.

Future Plans

The board have developed a new strategy that provides us with a robust framework to support our work over the next 5 years. While it is important to continue to develop our services to meet the high demand that we continuously face, it is also vitally important that we now have a period of reflection. We must ensure governance is of the highest level prior to embarking on the next stage of development. Careful consideration has been given to the activities identified in order to ensure that resources are allocated to best effect.

Activities will include:

- Piloting outdoor workshops, to identify the benefits for sleep in nature and reach more people with sleep issues through the use of alternative methods that are less clinically based
- Developing our e-learning platform to ensure we can deliver our training at scale
- Identifying ways to use IT to capture data more efficiently via a CRM system
- Accrediting Launching a series of adult sleep training programmes reaching 50 delegates to ensure those working with adults can access appropriate information
- Development of a membership scheme so that those that we train are kept up to date and maintain their skills
- To sign up 10 corporate workplaces to the Sleep Ambassador scheme, to promote good sleep health in the workplace
- Formalising our partnership with ROSPA to support the development of work around safety and sleep
- Undertaking an internal governance review and putting in place an action plan to deliver improvement in any areas identified



STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing Document

The charity (which was established in March 2012) was set up as a CIO on 24 January 2013. It is governed by its constitution which sets out the objectives and powers of the CIO.

Recruitment and Appointment of New Trustees

The charity is managed by a board of trustees who are sought by advertisement and personal contact. New trustees are appointed by a resolution passed at a properly convened meeting. In selecting individuals for appointment as charity trustees, the board must have regard to the skills, knowledge and experience needed for the effective administration of the CIO.

Organisational Structure

The charity is managed by a board of trustees who are sought by advertisement and personal contact. New trustees are appointed by a resolution passed at a properly convened meeting. In selecting individuals for appointment as charity trustees, the board must have regard to the skills, knowledge and experience needed for the effective administration of the CIO.

Induction and training of new trustees

New Trustees undergo an induction process to brief them on their legal obligations, the strategic plan and the financial performance of the CIO. During this process they will also meet key employees, other trustees and volunteers.

Key Management Remuneration

The board have developed a remuneration committee and policy which clearly sets out arrangements around pay.

Risk management

The trustees have a duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error.

Approved by order of the board of trustees on 14/12/2023 and signed on its behalf by:

Helen Michaels

Helen Michaels

Chair of Trustees

Independent Examiner's Report to the Trustees of The Sleep Charity

I report to the charity trustees on my examination of the accounts of The Sleep Charity (the Trust) for the year ended 31 March 2023.

Responsibilities and Basis of Report

As the charity trustees of the Trust you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the Act').

I report in respect of my examination of the Trust's accounts carried out under Section 145 of the Act and in carrying out my examination I have followed all applicable Directions given by the Charity Commission under Section 145(5) (b) of the Act.

Independent Examiner's Statement

Since your charity's gross income exceeded £250,000 your examiner must be a member of a listed body. I can confirm that I am qualified to undertake the examination because I am a member of the Association of Chartered Certified Accountants, which is one of the listed bodies.

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

1. Accounting records were not kept in respect of the Trust as required by Section 130 of the Act; or
2. The accounts do not accord with those records; or
3. The accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 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.

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.

Claire Docherty FCCA
Smith Craven
Sidings House
Sidings Court
Lakeside
Doncaster
South Yorkshire
DN4 5NU



Claire Docherty FCCA
Independent Examiner

Date
14/12/2023



STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2023

	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
INCOME AND ENDOWMENTS FROM					
Donations and legacies	2	1,741	202,844	204,585	220,743
	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Charitable activities	4	449,061	136,146	585,207	671,813
Donations and legacies					
	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Investment income	3	47	-	47	-
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Total		450,849	338,990	789,839	892,556

	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
EXPENDITURE ON					
Charitable activities	5	414,700	332,711	747,411	597,013
Workshops and training					
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Net Income		36,149	6,279	42,428	295,543
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
RECONCILIATION OF FUNDS					
Total funds brought forward		416,395	56,029	472,424	176,881
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Total funds carried forward		452,544	62,308	514,852	472,424

STATEMENT OF FINANCIAL POSITION

FOR THE YEAR ENDED 31 MARCH 2023

	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
FIXED ASSETS					
Tangible assets	11	7,752	1,891	9,643	11,216
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
CURRENT ASSETS					
Debtors	12	44,594	20,000	64,594	24,561
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Cash at bank		505,062	166,889	671,951	605,170
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Total current assets		549,656	186,889	736,545	629,731

	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
CREDITORS					
Amounts falling due within one year	13	(104,864)	(126,472)	(231,336)	(168,523)

	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Net current assets	444,792	60,417	505,209	461,208

	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Total assets less current liabilities	452,544	62,308	514,852	472,424

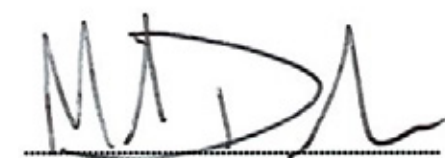
	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Net assets	452,544	62,308	514,852	472,424

FUNDS	2023 Total funds (£)	2022 Total funds as restated (£)
Unrestricted funds	452,544	416,395
Restricted funds	62,308	56,029
Total funds	514,852	472,424

The financial statements were approved by the Board of Trustees and authorised for issue on 14/12/2023 and were signed on its behalf by:

Helen Michaels

Helen Michaels
Chair of Trustees



Mark Dickinson
Trustee

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 MARCH 2023

	Notes	2023 (£)	2022 as restated (£)
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	1	70,418	304,753
Net cash provided by operating activities		70,418	304,753
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of tangible fixed assets		(3,684)	(6,692)
Interest received		47	-
Net cash used in investing activities		(3,637)	(6,692)
CASH FLOWS FROM FINANCING ACTIVITIES			
Net cash provided by financing activities		66,781	298,061
Change in cash and cash equivalents in reporting period		66,781	298,061
Change in cash and cash equivalents at the beginning of the reporting period		605,170	307,109
Cash and cash equivalents at the end of reporting period		671,951	605,170

NOTES TO THE STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 MARCH 2023

	2023 (£)	2022 as restated (£)
1. RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES		
Net income for the reporting period (as per the Statement of Financial Activities)	42,428	295,543
Adjustments for:		
Depreciation charges	5,257	6,302
Interest received	(47)	-
Increase in debtors	(40,033)	(6,200)
Increase in creditors	62,813	9,108
Net cash provided by operations	70,418	304,753

	At 14.22 £	Cash flow £	At 31.3.23 £
2. ANALYSIS OF CHANGES IN NET FUNDS			
Net cash			
Cash at bank and in hand	605,170	66,781	671,951
Total	605,170	66,781	671,951

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2023

1. ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements of the charity, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: 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) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Charities Act 2011. The financial statements have been prepared under the historical cost convention.

Income

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Fixtures and fittings	-	25% on cost
Computer equipment	-	25% on cost

Taxation

The charity is exempt from tax on its charitable activities.

Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

Pension costs and other post-retirement benefits

The charity operates a defined contribution pension scheme. Contributions payable to the charity's pension scheme are charged to the Statement of Financial Activities in the period to which they relate.

	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
2. DONATIONS AND LEGACIES				
Donations	1,741	-	1,741	97,320
Grants	-	202,844	202,844	123,423
Total	1,741	202,844	204,585	220,743

	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
3. INVESTMENT INCOME				
Deposit account interest	47	-	47	-

	Activity	2023 Total funds (£)	2022 Total funds as restated (£)
4. INCOME FROM CHARITABLE ACTIVITIES			
Training and sleep services	Workshop and training	396,612	410,369
Grants	Workshop and training	136,146	218,351
Corporate partnerships income	Workshop and training	52,449	43,093
Total		585,207	671,813

	2023 (£)	2022 (£)
GRANTS RECEIVED INCLUDED IN INCOME FROM CHARITABLE ACTIVITIES:		
Masonic Charitable Foundation	6,248	5,031
Mind	-	4,302
Cameron Trust	-	1,930
National Bed Foundation	38,998	45,502
Waterloo Foundation	2,400	1,200
National Lottery - Lincolnshire fund	-	90,004
Doncaster VCFS Fund	-	4,400
Furniture Village Helpline	42,062	40,982
Doncaster Residential project	45,000	25,000
Sleep poverty	73	-
Rotary Club	460	-
Archer Trust	905	-
Total	136,146	218,351

	Unrestricted funds (£)	Direct costs £	Support costs (see note 6) £	Totals £
5. CHARITABLE ACTIVITIES COSTS				
Workshops and training		590,348	157,063	747,411

	Governance costs £
6. SUPPORT COSTS	
Workshops and training	157,063

7. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31 March 2023 nor for the year ended 31 March 2022.

Trustees' expenses

Trustees received a total of £61 in the year for reimbursed travel expenses.

8. STAFF COSTS

There were no trustees' remuneration or other benefits for the year ended 31 March 2023 nor for the year ended 31 March 2022.

Trustees' expenses

The average monthly number of employees during the year was 13 (2022 - 10).

Employees emoluments greater than £60,000 during the year	2023	2022
£60,000 - £69,999	-	1
£70,000 - £79,999	1	-

	Unrestricted funds £	Restricted fund £	Total funds as restated £
9. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES			
Donations and legacies	97,320	123,423	230,743
Charitable activities			
Donations and legacies	453,462	218,351	671,813
Corporate partnerships income	550,782	341,774	892,556
EXPENDITURE ON CHARTITABLE ACTIVITIES			
Workshops and training	314,126	282,887	597,013
RECONCILIATION OF FUNDS			
Total funds brought forward	179,739	(2,858)	176,881
Total funds carried forward	416,395	56,029	472,424

10. PRIOR YEAR ADJUSTMENT

The previous year's comparatives have been restated to move £52,317 included in creditors due within one year restricted fund to be presented in income from charitable activities and move £3,712 included in expenditure on charitable activities restricted fund to expenditure on charitable activities unrestricted fund.

The net affect to the statement of financial activities is an increase in total funds carried forward of £52,317.

	Fixtures and fittings £	Computer equipment £	Total £
11. TANGIBLE FIXED ASSETS			
Cost			
At 1 April 2022	14,024	15,505	29,529
Additions	-	3,684	3,684
At 31 March 2023	14,024	19,189	33,213
Depreciation			
At 1 April 2022	11,129	7,184	18,313
Charge for year	2,091	3,116	5,257
At 31 March 2023	13,220	10,350	23,570
Net book value			
At 31 March 2023	804	8,839	9,643
At 31 March 2023	2,895	8,321	11,216

	2023 £	2022 as restated £
12. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
Trade debtors	47,861	19,772
Prepayments	16,733	4,789
Total	64,594	24,561

	2023 £	2022 as restated £
13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
Trade creditors	1,874	1,452
Other creditors	229,462	167,071
Total	231,336	168,523

Minimum lease payments under non-cancellable operating leases due as follows:

	2023 £	2022 as restated £
14. LEASING AGREEMENTS		
Within one year	7,000	7,000
Between one and five years	28,000	28,000
In more than five years	583	7,583
Total	35,583	42,583

	At 1.4.22	Net movement in funds £	At 31.3.23 £
15. MOVEMENT IN FUNDS			
Unrestricted funds	416,395	36,149	452,544
Restricted funds	56,029	6,279	62,308
Total	472,424	42,428	514,852

Net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
15. MOVEMENT IN FUNDS - continued			
Unrestricted funds	450,849	(414,700)	36,149
Restricted funds	338,990	(332,711)	6,279
Total	789,839	(747,411)	42,428

Comparatives for movement in funds

	At 1.4.21 £	Net movements in funds £	At 31.3.22 £
15. MOVEMENT IN FUNDS - continued			
Unrestricted funds	179,739	236,656	416,395
Restricted funds	(2,858)	58,887	56,029
Total	176,881	295,543	472,424

Comparative net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
15. MOVEMENT IN FUNDS - continued			
Unrestricted funds	550,782	(314,126)	236,656
Restricted funds	341,774	(282,887)	58,887
Total	892,556	(597,013)	295,543

16. RELATED PARTY DISCLOSURES

There were no related party transactions for the year ended 31 March 2023.

DETAILED STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2023

	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
INCOME AND ENDOWMENTS				
Donations and legacies				
Donations	1,741	-	1,741	97,320
Grants	-	202,844	202,844	123,423
Total	1,741	202,844	204,585	220,743
	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
Investment Income				
Donations	47	-	47	-
	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
Charitable activities				
Training and sleep services	396,612	-	396,612	410,369
Grants	-	136,146	136,146	218,351
Corporate incoming resources	52,449	-	52,449	43,093
Total	449,061	136,146	585,207	671,813
	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
Total incoming resources	450,849	338,990	789,839	892,556

	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
EXPENDITURE				
Charitable activities				
Wages	192,655	202,796	395,451	294,407
Social security	7,153	27,927	35,080	24,641
Pensions	10,175	-	10,175	6,962
Rent and rates	9,702	-	9,702	9,672
Insurance	2,288	-	2,288	2,029
Telephone	8,563	907	9,470	6,506
Printing, post and stationery	4,572	4,668	9,240	22,392
Marketing and exhibitions	30,957	1,892	32,849	25,567
Sundries	4,467	-	4,467	5,137
Practitioner fees	-	41,170	41,170	44,485
Practitioner expenses	-	3,922	3,922	3,250
Training, travel and accommodation	9,348	6,350	15,698	13,185
Repairs and renewals	4,990	1,779	6,769	1,865
Equipment and hire	8,810	-	8,810	-
Fixtures and fittings	1,585	506	2,091	3,506
Computer equipment	1,851	1,315	3,166	2,796
Total	297,116	293,232	590,348	466,400

	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
Support costs				
Governance costs				
Independent examination	3,600	-	3,600	900
Consultancy fees	88,321	39,479	127,800	112,151
Website fees	3,384	-	3,384	5,587
Software fees	6,693	-	6,693	3,666
Administration services	11,971	-	11,971	8,309
Subscriptions	3,615	-	3,615	-
Total	117,584	39,479	157,063	130,613

	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
Total resources expended	414,700	332,711	747,411	597,013
Net income	36,149	6,279	42,428	295,543





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Accounts

The background of the entire page is a photograph of a family walking away from the camera on a path in a park. A man in a light blue t-shirt and dark jeans is on the left, holding the hand of a small child. A woman in a light pink lace dress is on the right, also holding the child's hand. The child is wearing a light blue cap and a light blue t-shirt. The path is covered with fallen leaves, and the background is a dense forest with green foliage. A large, solid blue circle is positioned in the top right corner of the image.

REPORT OF THE TRUSTEES

Unaudited Financial Statements
for the Year Ended 31 March 2022

thesleepcharity.org.uk

OUR MISSION

To empower the nation to sleep better



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REFERENCE AND ADMINISTRATIVE

Trustees

- Professor H Elphick (resigned 13.12.2021)
- Dr R Slate (resigned 29.6.2021)
- Dr M Boyle (resigned 3.1.2023)
- Ms S L Stables (resigned 20.9.2022)
- T N Shah (resigned 20.9.2022)
- M Dickinson
- Ms L M Garnett (resigned 4.10.2021)
- R Keniwell (resigned 27.1.2023)
- Ms P C Mell
- M A Stanbury (appointed 11.11.2021)
- D L Watson (appointed 4.5.2022)
- Miss H Michaels (appointed 6.2.23)

Principal Address

Kale Lodge
Woodfield Park
Tickhill Road,
Balby
DONCASTER
DN4 8FD

Registered Charity Number

1150585

Independent Examiner

Glover & Co
Chartered Accountants
13/15 Netherhall Road
DONCASTER
DN1 2PH

Bankers

Virgin Money
19 St Sepulchre Gate
DONCASTER
DN1 1TD

Solicitors

Vedder Price LLP
4 Coleman Street
6th Floor
London
EC2R 5AR

HR Advisors

Worknest
Woodhouse
Church Lane
Aldford
Chester
CH3 6JD

The board of trustees administers the charity and meet at least quarterly. The Chief Executive and Founder, Vicki Beevers and Deputy Chief Executive Lisa Artis, has been appointed by the trustees to manage the day to day operations of the organisation.

The Sleep Advisory Board

- Dr Heather Elphick (Chair) – Consultant in Paediatric Respiratory and Sleep Medicine
- Dr Ruth Kingshott – Sleep Physiologist at Sheffield Children’s Hospital
- Dr Mike Farquhar – Sleep Medicine Consultant at Evelina London Children’s Hospital
- Dr Sarah Gilchrist – Specialist in Sleep and Athletic performance
- Dr Roxane Gervais – Chartered Psysiologist
- Dr Neil Bindemann – Director at Innervate, Executive Director of P-CNS and community Therapists Network
- Dr Alanna Hare – Consultant in Sleep and Respiratory failure at Royal Brompton and Harefield NHS
- Foundation Trust
- Nathalie Winn – Nutritionist at Waitrose and Partners
- Rachel Wallbank – Specialist Occupational Therapist
- Simon Blake OBE – CEO of Mental Health First Aid England
- Dr Elizabeth Pal – Child Health Lead at Better Start Bradford
- Jessica Alexander – Executive Director at the National Bed Federation
- Dr Rob Meadows – Reader at University of Surrey
- Jenny Featherstone – Physiotherapist, Specialising in Paediatric Neuro-disability
- Dr Theodora Kalentzi – Specialist in Women’s Health and Menopause Care
- Dr Karen McDonnell – Occupational Health and Safety Policy Advisor at RoSPA
- Shaun Fenton OBE – Headmaster at Reigate Grammar School
- Dr Simon Durrant – Director of the Sleep Research Centre at the University of Lincoln
- Dr Sophie Bostock – Specialist in Sleep and CBTi
- Dr Jonathan Sunkersing – GP

Patrons

Baroness Goudie
Zoe Salmon
Vicky Thornley
DONCASTER
DN4 8FD

Sleep Ambassador

Shaun the Sheep



TRUSTEES WELCOME

It has been another incredibly successful year for The Sleep Charity.

Our dedicated team has continued to provide vital evidence-based information and support to those in need across the country. The need for our work has continued to increase because of Covid-19. Our staff have found themselves working with youngsters who have significantly more complex sleep issues due to factors such as increased anxiety, disruption in routine and more screen usage. With statutory services experiencing lengthy waiting times, we have found our referrals increasing significantly.

The charity’s success in working with youngsters has been recognised by the re-commissioning of all of our sleep services with CCGs across the country. North Yorkshire CCG expanded the service to cover the whole county following the successful pilot scheme launched last year.

The Sleep Charity has continued to go through a period of incredible transformation and growth to meet the needs of our beneficiaries. We have developed a suite of training materials that are hosted on our e-learning platform, this allows us to reach learners across the country and provides a continuous income stream. Our new strategic plan has been implemented and the focus on developing corporate partnerships has allowed us to secure funding from Furniture Village to launch the UK’s first sleep helpline, a much needed resource.

Our expert advisory board is now well established and ensures our materials are of the highest quality. Two members of our team travelled to Buckingham Palace this year to receive the Queen’s Award for Voluntary Service, the highest accolade a charity can receive.

As we continue to grow so does our staff team, we have worked hard to develop a structure that will support the charity’s growth and development. A key focus has also been on workforce culture, we are keen that The Sleep Charity is a place where staff and volunteers feel supported and want to be.

I would like to thank our staff, volunteers, our supporters and partners for their incredible efforts once again this year. We are determined to continue to develop our work, we recognize the huge need that is out there and are fully committed to meeting it.

MESSAGE FROM OUR FOUNDER AND CEO

The Sleep Charity has continued to have another successful year. Suffering sleep issues myself was what led me to set up the charity and I remain as passionate about the cause as I was a decade ago when the organisation was founded. We have made incredible advances in our work particularly around reaching the most disadvantaged by the development of a wide range of training packages for professionals. I want to extend this reach further so that everybody across the nation can access evidence based sleep support in their local community. A good night's sleep is a fundamental right, not a privilege.

Our Teen Sleep Hub has provided a platform to offer young people support, empowering them to learn about sleep through the use of our e-learning book. Our aim was to reach 400 young people with this resource, it was however downloaded over 60,000 times demonstrating the true need for sleep information.

Our sleep services have continued to meet high demand and our practitioners have shown great skill when working with the most complex of cases. Independent research of our work has shown that sleep duration increases significantly and the mental health of both parent/carer and child improves following our sleep programmes.

Innovation continues to be at the heart of our work. I relish the opportunity to develop new materials and projects that I believe will support our mission. Funding from the Cameron Grant Memorial Trust provided us with the opportunity to develop a new programme 'Sleep Ambassadors'. This follows similar lines to the Mental Health First Aid England approach, training a member of staff within the workplace to offer information and support to

their colleagues. The pilot was an incredible success, and we are already generating income through the delivery of the programme nationally.

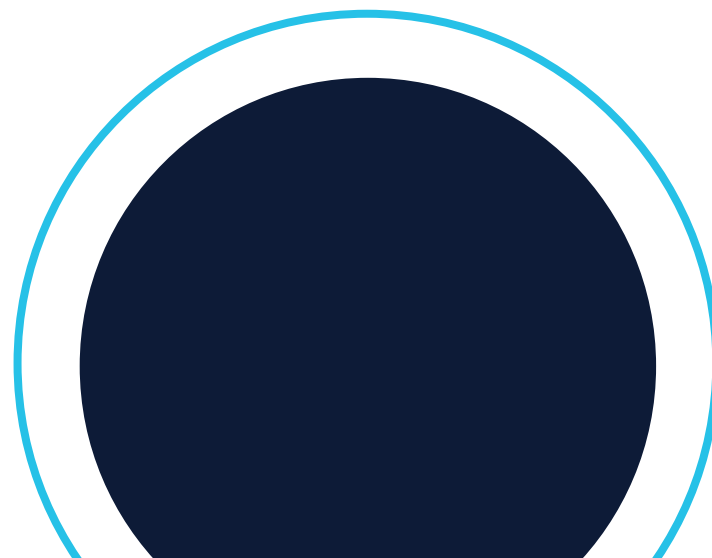
We were delighted to receive funding from the National Lottery to develop a project called 'Sleep Talkers'. This will allow us to train volunteers to share evidence based sleep information with families of children with disabilities across the country. Research suggest over 80% of children with SEND have a sleep issues so we recognize the need for this information to be shared at scale.

Our strategic plan is ambitious but realistic and I am confident that we will continue to thrive as an organisation despite the difficult economic times that we are all facing. Our model allows us to grow at a steady pace yet share our materials and work at scale through delivery of training to other professionals across the country.

We know that our work has never been more needed and are thankful to every one of our funders who offer their support. We could not do this without you and we continue to be incredibly grateful for trusting and believing in us.

Vicki Beevers

CEO of The Sleep Charity



REPORT OF THE TRUSTEES

The trustees present their report with the financial statements of the charity for the year ended 31 March 2022. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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) (effective 1 January 2019).

The trustees wish to record their thanks to all the staff and volunteers at the charity who are essential to the provision of the high quality support that families and professionals receive.

OBJECTIVES AND ACTIVITIES



OBJECTIVES AND AIMS

The objects of The Sleep Charity are:

1. The advancement of health in the UK and elsewhere through the provision of service which encourage and promote the importance of sleep for mental, emotional and physical wellbeing
2. Such other charitable purposes as the trustees shall from time to time think fit

The charity aims to provide access to high quality information and advice to deal with most sleep issues and ensure everyone understands the value of a good night's sleep. A significant challenge that we face as an organisation is that sleep is not regulated in England and Wales and accessing sleep support is a postcode lottery. We aim to raise awareness around the importance of sleep to influence government policy through our campaigning work. We also aim to provide evidence sleep support widely by offering training to community practitioners and through direct sleep services.

Covid-19 significantly increased sleep issues nationally. Research shows that around 40% of the nation would suffer a sleep difficulty prior to the pandemic. We know this figure has risen and sleep issues have become more complex. A significant challenge that we face is how to meet this increased demand, we have therefore developed more online tools as part of our tiered approach to intervention. We also developed our online teen hub to reach more young people.

In order to reach our aims the board have developed a robust 3 year strategic plan with the annual business plan outlining key performance indicators to assess success. Activities that we undertake are assessed by the board to ensure they contribute to the achievement of our aims and objectives before being signed off. Each activity has bespoke evaluation measures developed so that success can be captured and reported, for example our sleep services use evaluation tools developed by the sleep team from Sheffield Children's Hospital.

Achievement of our aims will ensure an increased awareness and change in government policy so that those suffering sleep issues can access evidence-based information and support in the heart of their communities.



SIGNIFICANT ACTIVITIES

The Sleep Charity's principal means of achieving its objectives is by providing information and support through the delivery of training, online and face to face support from Sleep Practitioners. They also deliver training to practitioners to deliver sleep support to families in their local communities.



PUBLIC BENEFIT

The trustees have considered this purpose, the aims and objectives of the charity and its current and planned activities against the Charity Commission's general guidance on public benefit. The trustees are satisfied the charity's purpose, aims, objectives and activities are fully consistent with charity purposes as defined in the Charities Act 2011.

The charity takes a holistic approach engaging with all in order to offer its services without discrimination.



VOLUNTEERS

Volunteers with specialist skills have been recruited to support the charity to meet its aims during the last year. We recognised the need to develop our online training platform and were fortunate enough to gain voluntary support and our workforce development strategy was supported by an experienced volunteer.

ACHIEVEMENTS AND PERFORMANCE

Our Work with Families

The Sleep Charity has directly **supported 1347 families over the last year** with evidence-based sleep support and information.



You saved our family, we were unable to function without sleep. Thank you!

1,347

The Sleep Charity has directly supported **1,347 families over the last year** with evidence-based sleep support and information



Your support has been life changing.

ACHIEVEMENTS AND PERFORMANCE

Our Work with Professionals

200

The Sleep Charity has delivered training to **200 professionals** through our Sleep Practitioner course this year



Thanks for such an excellent course. It is the best training course I have been on for a long time. The sessions were so well planned and you have really made the transition to online well. I really was very impressed with all of it. The materials, especially the notebook etc. Really excellent."

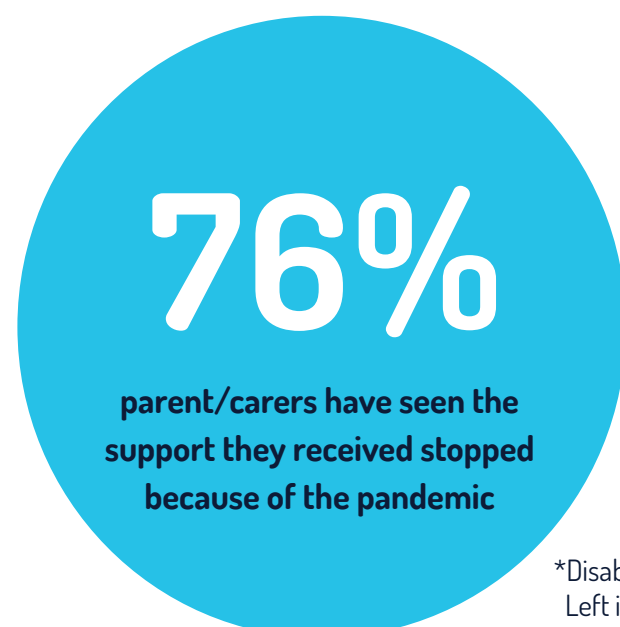
Laura Beesley, Together We Grow

Covid 19 and Sleep

Sleep issues have increased over the last year with Covid-19 having a significant impact. Several factors have contributed including increased anxiety levels, reduced opportunities for exercise, disruptions to routine and more screen time. Many of those that we have supported have experienced cancelled appointments and assessments from statutory services. We were already supporting families at crisis point, in many cases we are now the only support they are receiving.

The Sleep Charity chose to continue to operate despite the challenges faced which included a reduction in staff as a result of financial constraints. We are proud that we have been able to provide:

- Sleep clinics virtually to 710 families, reducing their feelings of isolation and loneliness and supporting improved sleep patterns
- Virtual drop-in sessions for 1084 families, allowing them to access sleep information and support at their convenience
- E-learning training for 399 parent/carers to empower them with sleep information to support them to make changes to improve their family's sleep thanks to the launch of our new platform
- Establish an Instagram presence (with 585 followers) to allow us to engage with young people more effectively
- Webinars for 32 organisations to support their staff to improve their sleep and wellbeing
- Sleep journals for the hardest to reach young people in South Yorkshire by training 54 practitioners who engage with them within the community.
- More evidence-based sleep support information through the launch of our new website resulting in 57,658 visitors to the site from December to March, this is an increase of 4489%.



*Disabled Children's Partnership, Left in Lockdown Survey 2020

We are proud to have continued our services throughout the pandemic despite the challenges we have faced:



SLEEP TALKERS



Since completing the Sleep Talkers training, I have been more equipped and confident to have conversations with families about sleep issues and help them to create a plan of action going forward.

It has been comforting to families to know that they are not alone, and that there are so many other people struggling with similar issues.

The training resources are amazing and really helpful, they can be easily adapted depending on the situation, and the advice is well simplified so parents can understand the information."

54

trained in the first 6 months of our pilot Sleep Talkers programme



NATIONAL SLEEP HELPLINE

22 Ambassadors
trained in our pilot
Workplace Sleep
Ambassadors
programme to address
the issue of sleep

14,628

Social media followers
so far and counting

935%

Increase in visitor traffic to
the website, over 565,000
visitors from April 2021 to March
2022 showing the demand for
evidence based sleep support
information

456

calls made in six months to our
new National Sleep Helpline
which launched in October
2021, to help ensure everyone
has access to sleep advice from
trained professionals

“

Really helpful advice – different advice to what I’ve been
given before. Made me feel at ease in talking about my son.”

“

Extremely helpful! Only heard sleep hygiene before but
what you say really makes sense.”

SLEEP WELL LINCOLNSHIRE PROJECT

kindly funded by The National Lottery Community Fund



100%

of families would recommend
our services

Average increase of

2.2

hours sleep per night

“

The social worker
said she's maybe not
the placement for you,
but sleep has enabled
her to stay. Maybe
forever”

Foster Carer

100%

of parents saw an
improvement in their mental
health as a result of
improved sleep

10

community practitioners
were trained as Sleep
Practitioners to leave a
legacy in the county

All measures of child
wellbeing improved, with
the greatest improvement
being in reported daytime
behaviour
and happiness

Evaluation provided by the sleep
team at Sheffield Children's Hospital

Evaluation of our work was
completed by Sheffield
Children's Hospital and
published in the Journal
of Sleep Medicine

“

It was having such
a negative impact on
the whole of our lives
- you've saved it all”

WHY OUR WORK MATTERS

1/6

1 in 6 accidents resulting in death and injury on motorways and A roads were fatigue related

<6

Fewer than 6 hours sleep a night increases risk of heart disease and stroke

£40.2bn

£40.2 billion is the estimated cost to the economy in loss of productivity in the UK workforce due to sleep deprivation
4 in 5 poor sleepers suffer with low mood

86%

86% of children with disabilities experience sleep issues

21%

21% GP consultations in the UK have tiredness and fatigue as the primary cause

66%

66% of teenagers stated that sleeping badly impacted on their mental health (MHF sleep report 2020)

Teen Sleep Hub kindly funded by The Coronavirus Mental Health Response Fund

60,000

downloads of our teen eBook
co-produced with young people



1,600+

sign ups to our teen sleep
newsletter

15,650+

Visits to our Teen Sleep
Hub

Establishing an Advisory Board

To ensure our work is of the highest quality and evidence base we have developed an advisory board named 'The Sleep Council'. Made up of a 20-strong team, the Advisory Board helps to shape the future of sleep support nationally and plays a vital role around providing advice, challenge and scrutiny on key issues and programmes. The professionals' expertise spans across sleep, sport science, nutrition, menopause, mental health, sleep research, primary care, public health, sensory processing, CBTi and medical sleep disorders.

Partnership Working

We cannot achieve all that we do by working alone. Partnership working whether that be with families, young people, individuals or organisations is at the heart of our work. We have been delighted to work with a number of leading organisations during the year to strengthen our cause. These include:

- **National Bed Federation**
- **Aardman Productions** – Back to School with Shaun campaign
- **Kidscape** – Anti-Bullying Week
- **Mattress Online**
- **Royal Society for Public Health**
- **Snuz** – Sleep Support Month



Funding for Our Work

We are hugely grateful to every single supporter, without you we would not be able to offer the vital support that the Sleep Charity provides.

In Lincolnshire we were awarded a three year grant from the National Lottery Community Fund to set up sleep support services for families. This service has been inundated with requests for help and we reached our annual target within the first six months. The lottery also kindly funded an extension grant that helped us to move our training to an e-learning platform. This support was of vital importance in allowing us to transform our service delivery and maintain income that we rely so heavily on for our core costs.

The National Lottery have also provided Covid-19 funding for vital work to support the most hard to reach young people in South Yorkshire. This has allowed us to pilot training for professionals and to develop journals to support the young people in making change. We able to build on this learning and develop the materials further with a view to expanding the scheme nationally. We also secured funding from **The Coronavirus Mental Health Response Fund** to develop our Teen Sleep Hub, a much needed resource to support young people during the pandemic. The Fore provided important funding to support the strategic development of the charity. We had planned to grow the charity to meet the increased demand that we were facing, this is now even more important given the impact that Covid-19 has had on the nation's sleep. The Masonic Charitable Foundation continued to support our work by providing funding towards our administrative support allowing us to respond to those in need in a timely manner, for which we are extremely grateful.

With our team all based at home, we were grateful for funding from The Clothworkers Foundation to support with the provision of equipment to work remotely. Our volunteers continue to play an important role in our work and we were grateful to receive funding from the Archer Trust and Doncaster Rotary Club, St George, to support them.

Sharing our message more widely is a key part of our strategic plan. A grant from Sheffield Social Enterprise Exchange has allowed us to develop our website and access support around marketing.

We have continued to provide sleep services to Clinical Commissioning Groups in Doncaster, Bassetlaw, Bury and more recently North Yorkshire. The funding allows us to provide services to families in these geographical areas.

We have received several kind donations from both individuals and from corporate organisations. Thanks to Christine Jackson, Issy Fale Choir, Boots, Dr Sophie Bostock, Manchester United Foundation and the team at Mattress Online. Our special thanks go to the family and friends of Sam Peacock who donated in memory of his life.

As part of our acquisition of the Sleep Council, The National Bed Federation have kindly agreed to donate to our organisation for a three year period.

Ways to Support the Charity

Your support makes our work possible, improving the nation's sleep and supporting improved mental health and wellbeing. There are a number of ways you can get involved:

- Make a donation
- Fundraise for us
- Volunteer
- Partner with us
- Join in our awareness events
- Help us to campaign

FINANCIAL REVIEW

Financial Position

During the financial year we have seen an increase in our income having extended our remit to include all with sleep issues. There is a risk that the organisation could grow too quickly and therefore a new strategic plan has been developed to ensure that we are in control of our growth and the charity is underpinned by excellent governance as we move forward.

It is clear that the current economic situation will impact on the organisation with funding being increasingly difficult to gain either through grants or through the commissioning of services. In order to mitigate against this the strategic plan has focused on new opportunities for income streams to develop.

The board have identified a need to employ a Training and Membership Officer and update the CRM system, committing funds to these areas to support the organisation's development.

Principal Funding Sources

Principal funding sources remain through the delivery of training. This supports our objectives by providing evidence based information to those in the community who can more easily reach beneficiaries. Corporate funding for the helpline supports our objectives by providing one to one support to those in need of information at a national level. Commissioned sleep services also provide a significant source of funding and through these we can provide families with specialist sleep support to improve their wellbeing.

Reserves Policy

Principal funding sources remain through the delivery of training. This supports our objectives by providing Our level of reserves is monitored monthly by our CEO and trustees with an aim to secure sufficient to cover a 6-month period.

Our total funds held at the balance sheet date, which were all unrestricted, stood at £420,107. This is more than sufficient to cover the level identified above. Building reserves is a significant challenge in the current economic climate.

FUTURE PLANS

The board have developed a new strategic plan that provides us with a robust framework to support our work over the next 5 years. While it is important to continue to develop our services to meet the high demand that we continuously face, it is also vitally important that we now have a period of reflection. We must ensure governance is of the highest level prior to embarking on the next stage of development. Careful consideration has been given to the activities identified in order to ensure that resources are allocated to best effect.

Activities will include:

- Gaining the PIF tick accreditation, the UK wide quality mark for health, this is important as it will give healthcare practitioners confidence in our materials and increase circulation reaching more beneficiaries.
- Piloting outdoor workshops, to identify the benefits for sleep in nature and reach more people with sleep issues through the use of alternative methods that are less clinically based.
- Launching a series of adult sleep training programmes reaching 50 delegates to ensure those working with adults can access appropriate information.
- Development of a membership scheme so that those that we train are kept up to date and maintain their skills.
- To sign up 10 corporate workplaces to the Sleep Ambassador scheme, to promote good sleep health in the workplace.
- Formalising our partnership with ROSPA to support the development of work around safety and sleep.
- Undertaking an internal governance review and putting in place an action plan to deliver improvement in any areas identified.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing Document

The charity (which was established in March 2012) was set up as a CIO on 24 January 2013. It is governed by its constitution which sets out the objectives and powers of the CIO.

Recruitment and Appointment of New Trustees

The charity is managed by a board of trustees who are sought by advertisement and personal contact. New trustees are appointed by a resolution passed at a properly convened meeting. In selecting individuals for appointment as charity trustees, the board must have regard to the skills, knowledge and experience needed for the effective administration of the CIO.

Organisational Structure

The board of trustees administers the charity and meet at least quarterly. The Chief Executive and Founder, Vicki Beevers and Deputy Chief Executive Lisa Artis, has been appointed by the trustees to manage the day to day operations of the organisation.

Induction and Training of New Trustees

New Trustees undergo an induction process to brief them on their legal obligations, the strategic plan and the financial performance of the CIO. During this process they will also meet key employees, other trustees and volunteers.

Key management Remuneration

The board have developed a remuneration committee and policy which clearly sets out arrangements around pay.

Risk management

The trustees have a duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error.

Approved by order of the board of trustees on and signed on its behalf by:

Date: 8-2-23

A handwritten signature in black ink, appearing to read "M Dickinson".

M Dickinson - Trustee

Independent Examiner's Report to the Trustees of The Sleep Charity

I report to the charity trustees on my examination of the accounts of The Sleep Charity (the Trust) for the year ended 31 March 2022.

Responsibilities and Basis of Report

As the charity trustees of the Trust you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the Act').

I report in respect of my examination of the Trust's accounts carried out under Section 145 of the Act and in carrying out my examination I have followed all applicable Directions given by the Charity Commission under Section 145(5)(b) of the Act.

Independent Examiner's Statement

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

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

- 1. Accounting records were not kept in respect of the Trust as required by Section 130 of the Act; or
- 2. The accounts do not accord with those records; or
- 3. The accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 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.

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.

Mrs Jane Mellor
Institute of Chartered Accountants in England and Wales
Glover & Co
Chartered Accountants
13/15 Netherhall Road
DONCASTER
DN1 2PH

Date: 8-2-23

J Mellor



STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2022

	NOTES	Unrestricted fund (£)	2022 Restricted fund (£)	Total funds (£)	2021 Total fund (£)
INCOMING RESOURCES					
Incoming resources from generated funds					
Voluntary Income	2	97,320	-	97,320	10,415
Incoming resources from charitable activities	3				
Workshops and training		453,462	289,457	742,919	460,952
TOTAL INCOMING RESOURCES		550,782	289,457	840,239	471,367
RESOURCES EXPENDED					
Charitable activities	4				
Workshops and training		310,414	286,599	597,013	383,094
NET INCOMING RESOURCES		240,368	2,858	243,226	88,273
RECONCILIATION OF FUNDS					
Total funds brought forward		179,739	(2,858)	176,881	88,608
TOTAL FUNDS CARRIED FORWARD		420,107	-	420,107	176,881

BALANCE SHEET

31 MARCH 2022

	NOTES	Unrestricted fund (£)	Restricted fund (£)	2022 Total funds (£)	2021 Total funds (£)
FIXED ASSETS					
Tangible assets	9	7,504	3,712	11,216	10,826
CURRENT ASSETS					
Debtors	10	24,561	-	24,561	18,361
Cash at bank		492,618	112,552	605,170	307,109
		517,179	112,552	629,731	325,470
CREDITORS					
Amounts falling due within one year	11	(104,576)	(116,264)	(220,840)	159,415
NET CURRENT ASSETS		412,603	(3,712)	408,891	166,055
TOTAL ASSETS LESS CURRENT LIABILITIES		420,107	-	420,107	176,881
FUNDS	13				
Unrestricted funds				420,107	179,739
Restricted funds				-	(2,858)
TOTAL FUNDS				420,107	176,881

The financial statements were approved by the Board of Trustees and authorised for issue on and were signed on its behalf by



M Dickinson - Trustee

CASH FLOW STATEMENT

31 MARCH 2022

	NOTES	2022 £	2021 £
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	1	304,753	206,139
Net cash provided by operating activities		304,753	206,139
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of tangible fixed assets		(6,692)	(4,924)
Net cash used in investing activities		(6,692)	(4,924)
CHANGE IN CASH AND CASH EQUIVALENTS IN THE REPORTING PERIOD		298,061	201,215
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE REPORTING PERIOD		307,109	105,894
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE REPORTING PERIOD		605,170	307,109

NOTES TO THE CASH FLOW STATEMENT

31 MARCH 2022

1. RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES

	2022 £	2021 £
NET INCOME FOR THE REPORTING PERIOD (AS PER THE STATEMENT OF FINANCIAL ACTIVITIES)	243,226	88,273
ADJUSTMENTS FOR:		
Depreciation charges	6,302	4,709
(Increase/decrease in debtors)	(6,200)	49,685
Increase in creditors	61,425	63,472
NET CASH PROVIDED BY OPERATIONS	304,753	206,139

2. ANALYSIS OF CHANGES IN NET FUNDS

	At 1.4.21 £	Cash Flow (£)	At 31.3.22 (£)
NET CASH			
Cash at bank and in hand	307,109	298,061	605,170
	307,109	298,061	605,170
TOTAL	307,109	298,061	605,170

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2022

1. ACCOUNTING POLICIES

BASIS OF PREPARING THE FINANCIAL STATEMENTS

The financial statements of the charity, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: 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) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Charities Act 2011. The financial statements have been prepared under the historical cost convention.

Financial reporting standard 102 - reduced disclosure exemptions

The charity has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland':

- the requirements of Section 7 Statement of Cash Flows;
- the requirement of Section 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 11 Financial Instruments paragraphs 11.41(b), 11.41(c), 11.41(e), 11.41(f), 11.42, 11.44, 11.45, 11.47, 11.48(a)(iii), 11.48(a)(iv), 11.48(b) and 11.48(c);
- the requirements of Section 12 Other Financial Instruments paragraphs 12.26, 12.27, 12.29(a), 12.29(b) and 12.29A;
- the requirement of Section 33 Related Party Disclosures paragraph 33.7.

INCOME

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received, and the amount can be measured reliably.

EXPENDITURE

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

TANGIBLE FIXED ASSETS

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Fixtures and fittings - 25% on cost

Computer equipment - 25% on cost

TAXATION

The charity is exempt from tax on its charitable activities.

FUND ACCOUNTING

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

NOTES TO THE FINANCIAL STATEMENTS

31 MARCH 2022

2. DONATIONS AND LEGACIES

	2022 £	2021 £
Donations	97,320	10,415

3. INCOME FROM CHARITABLE ACTIVITIES

	Activity	2022 £	2021 £
Workshops and training	Workshops and training	410,369	196,195
Corporate partnerships income	Workshops and training	43,093	-
CJRS income	Workshops and training	-	4,619
Grants	Workshops and training	289,457	260,138
		742,919	460,952

3. INCOME FROM CHARITABLE ACTIVITIES (CONTINUED)

	2022 £	2021 £
Masonic Charitable Foundation	5,031	3,720
Awards for All	-	9,995
Big Lottery Fund	-	129,865
The Fore	-	30,000
Mind	4,302	37,198
Cameron Trust	1,930	-
National Bed Federation	45,502	32,750
The Clothworkers Foundation	-	1,210
Waterloo Foundation	1,200	400
Social Enterprise Exchange	-	5,000
Doncaster Council	-	10,000
Lottley Lincolnshire	90,004	-
Doncaster VCFS Fund	4,400	-
Lottery Sleep Talkers	71,106	-
Furniture Village Helpline	40,982	-
Doncaster Residential Project	25,000	-
	289,457	260,138

NOTES TO THE FINANCIAL STATEMENTS

31 MARCH 2022

4. CHARITABLE ACTIVITIES COSTS

	Direct costs £	Support costs (see note 5) £	Totals £
Workshops and training	466,400	130,613	597,013

5. SUPPORT COSTS

	Governance costs £
Workshops and training	130,613



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2022

6. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31 March 2022 nor for the year ended 31 March 2021.

TRUSTEES' EXPENSES

There were no trustees' expenses paid for the year ended 31 March 2022 nor for the year ended 31 March 2021.

7. STAFF COSTS

The average monthly number of employees during the year was 11 (2021 - 6).

One employee received a salary during the year which exceeded £60,000 but was less than £70,000.

8. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES

	NOTES	Unrestricted fund (£)	2021 Restricted fund (£)	Total funds (£)
INCOMING RESOURCES				
Incoming resources from generated funds				
Voluntary Income		10,415	-	10,415
Incoming resources from charitable activities				
Workshops and training		210,814	250,138	460,952
Total Incoming resources		221,229	250,138	471,367
RESOURCES EXPENDED				
Charitable activities				
Workshops and training		122,365	260,729	383,094
NET INCOMING RESOURCES		98,864	(10,591)	88,273
RECONCILIATION OF FUNDS				
Total funds brought forward		80,875	7,733	88,608
TOTAL FUNDS CARRIED FORWARD		179,739	(2,858)	176,881

9. TANGIBLE FIXED

	Fixtures and fittings (£)	Computer equipment (£)	Totals (£)
COST			
At 1 April 2021	11,788	11,050	22,838
Additions	2,236	4,455	6,691
At 31 March 2022	14,024	15,505	29,529
DEPRECIATION			
At 1 April 2021	7,624	4,388	12,012
Charge for year	3,506	2,795	6,301
At 31 March 2022	11,130	7,183	18,313
NET BOOK VALUE			
At 31 March 2022	2,894	8,322	11,216
At 31 March 2021	4,164	6,622	10,826

10. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE

	2022 (£)	2021 (£)
Trade debtors	19,772	13,405
Prepayments	4,789	4,956
	24,561	18,361

11. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2022 (£)	2021 (£)
Trade creditors	1,452	216
Other creditors	219,388	159,199
	220,840	159,415

12. LEASING AGREEMENTS

Minimum lease payments under non-cancellable operating leases fall due as follows:

	2022 (£)	2021 (£)
Within one year	7,000	7,000
Between one and five years	28,000	28,000
In more than five years	7,583	14,583
	42,583	49,583

£7,000 operating lease payments are recognised in these accounts as an expense.

13. MOVEMENT IN FUNDS

	At 1.4.21 (£)	Net movement in funds (£)	At 31.3.22 (£)
UNRESTRICTED FUNDS			
General fund	179,739	240,368	420,107
RESTRICTED FUNDS			
Restricted	(2,858)	2,858	-
TOTAL FUNDS	176,881	243,226	420,107

Net movement in funds, included in the above are as follows:

	Incoming resources (£)	Resources expended (£)	Movement in funds (£)
UNRESTRICTED FUNDS			
General fund	550,782	(310,414)	240,268
RESTRICTED FUNDS			
Restricted	289,457	(286,599)	2,858
TOTAL FUNDS	840,239	(597,013)	243,226

Comparatives for movement in funds

	At 1.4.20 (£)	Net movement in funds (£)	At 31.3.21 (£)
UNRESTRICTED FUNDS			
General fund	80,875	98,864	179,739
RESTRICTED FUNDS			
Restricted	7,733	-10,591	-2,858
TOTAL FUNDS	88,608	88,273	176,881

Comparative net movement in funds, included in the above are as follows:

	Incoming resources (£)	Resources expended (£)	Movement in funds (£)
UNRESTRICTED FUNDS			
General fund	221,229	(122,365)	98,864
RESTRICTED FUNDS			
Restricted	250,138	(260,729)	(10,591)
TOTAL FUNDS	471,367	(383,094)	88,273

A current year 12 months and prior year 12 months combined position is as follows:

	At 1.4.20 (£)	Net movement in funds (£)	At 31.3.22 (£)
UNRESTRICTED FUNDS			
General fund	80,875	339,232	420,107
RESTRICTED FUNDS			
Restricted	7,733	(7,733)	-
TOTAL FUNDS	88,608	331,499	420,107

A current year 12 months and prior year 12 months combined net movement in funds, included in the above are as follows:

	Incoming resources (£)	Resources expended (£)	Movement in funds (£)
UNRESTRICTED FUNDS			
General fund	772,040	(432,799)	339,232
RESTRICTED FUNDS			
Restricted	539,595	(547,328)	(7,733)
TOTAL FUNDS	1,311,606	(980,107)	331,399

14. OTHER FINANCIAL COMMITMENTS

The trustees confirm, in accordance with the Charitable Incorporated Organisations (General) Regulations 2012, that at the year end the CIO did not have any outstanding guarantees to third parties nor any outstanding debts secured on assets of the CIO.

15. RELATED PARTY DISCLOSURES

There were no related party transactions for the year ended 31 March 2022.

DETAILED STATEMENT OF FINANCIAL ACTIVITIES

31 MARCH 2022

	2022 £	2021 £
INCOME AND ENDOWMENTS		
Donations and legacies		
Donations	97,320	10,415
Income Resources from Charitable activities		
Workshops and training	410,369	196,195
Corporate partnerships income	43,093	-
CJRS income	-	4,619
Grants	289,457	260,138
	742,919	460,952
Total Income Resources	840,239	471,367
EXPENDITURE		
Charitable activities		
Wages	294,407	173,557
Social Security	24,641	13,346
Pension	6,962	5,018
Rent, service charge and rates	9,672	9,702
Insurance	2,029	1,718
Telephone	6,506	4,170
Printing, post and stationery	22,392	13,592
Marketing and exhibitions	25,567	14,665
Sundries	5,137	4,484
Practitioners fees	44,485	30,676
Practitioners expenses	3,250	451
Training, travel & accomodation	13,185	2,767
Repairs and renewals	1,865	1,428
Catering	1,224	-
Venue hire	-	-
Fixtures and fittings	3,506	2,947
Computer equipment	2,796	1,762
	466,400	280,283
Support costs		
Independent examination	900	900
Legal fees	-	-
Consultancy fees	112,151	78,265
Website fees	5,587	14,189
Software fees	3,666	4,808
Administration Services	8,309	4,649
	130,613	102,811
Total resources expended	597,013	383,094
Net income	243,226	88,273



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REGISTERED CHARITY NUMBER: 1150585

thesleepcharity.org.uk

Accounts

A woman and a young girl are walking away from the camera on a gravel path in a forest. The woman is wearing a pink jacket and a backpack, and the girl is wearing a purple jacket. They are holding hands. The background is a dense forest with trees and foliage. The lighting is soft and natural.

REPORT OF THE TRUSTEES

Unaudited Financial Statements
for the Year ended 31 March 2021

OUR MISSION

To empower the nation to sleep better



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CHAIR'S WELCOME

It is estimated that 40% of the population suffer with sleep issues impacting on their mental health.*

The Sleep Charity's mission is to empower the nation to sleep better. Our dedicated team provide vital evidence-based sleep information and support to those in need across the country. Our work is diverse to enable us to reach those most in need and involves training professionals so that they are equipped with the knowledge and techniques to improve sleep on a wider scale. Unfortunately, the impact of sleep issues are often not recognised and support is often a postcode lottery. To address this health inequality the charity campaign to raise awareness about the value of a good night's sleep and to ensure those with sleep issues get the support that they need and deserve.

Covid-19 has presented us all with significant challenges. During the last year there has been a huge increase in sleep issues because of increased anxiety levels, disruption of routines, reduced opportunity to exercise and more screen usage. Our work is needed now more than ever before.

Our staff team is small, consisting of just 5 employees of which only 3 are full-time. The task they have faced in offering support to those with sleep issues over the last year has been enormous. Due to financial limitations the decision had to be made to furlough two members of the team for a short period of time. Despite this, we continued to keep our doors open and provide our regular services to those in need.



The pandemic has brought significant financial challenges for the charity. In previous years approximately 80% of our income was self-generated through the delivery of face-to-face training. We are proud to be trusted to train NHS staff across the country.

Unfortunately, this income stream which provides core funding was no longer available and it became necessary to adapt quickly to the challenges that Covid-19 was presenting us with.

Despite the difficulties faced, the last 12 months have been a period of incredible transformation and growth to meet the needs of our beneficiaries. We have developed an e-learning platform, new IT systems and successfully merged with The Sleep Council, a not-for-profit information sharing board. We have appointed an expert advisory board to ensure our materials are of the highest quality. The team were honoured to receive the Queen's Award for Voluntary Services, the highest accolade a charity can receive.

As we continue to work against the backdrop of Covid-19, sleep issues continue to rise and become more complex. We have developed a new strategic plan which will navigate us through these difficult times and we have strengthened our Board of Trustees with the addition of a trustee with specialism around safeguarding.

I would like to thank our staff, volunteers, our supporters and partners for their tremendous efforts. We are determined to continue to develop our offering to ensure improved sleep at a national level with wide reaching effects on mental, physical and emotional wellbeing.

A handwritten signature in dark ink, reading "T. Shah".

Tariq Shah
Chair of Trustees

*Formulate Health 2019

MESSAGE FROM OUR FOUNDER AND CEO

Being a leader with lived experience, I know first-hand, the devastating impact that sleep issues can have, particularly when there is no support available. I am passionate about developing the reach of the charity to support those in need. We have made great advances during the last 12 months to strengthen our offering at a national level despite the challenges that Covid-19 has presented us with; loss of income and increased demand for support.

The launch of our Teen Sleep Hub has provided a platform to offer young people support, empowering them to learn about sleep through the use of our e-learning book. Our volunteer Sleep Practitioners provide an online live chat facility. This project has reached 24,305 young people since its launch in October 2020.

Our sleep services have continued to flourish, we have provided support to 2,193 families during the year. In addition to our services in Doncaster and Bassetlaw we have established services this year in Lincolnshire and North Yorkshire, more than doubling the number of sleep clinics we provide. Enquiries from Clinical Commissioning Groups are rising, and we are confident that we will add more services to our offering within the next 12 months.

24,305

young people helped from the Sleep Practitioners online live chat

2.2hrs

sleep duration increased for youngsters by on average 2.2 hours per night during lockdown

The Sleep Charity mounted an incredible response to the pandemic, keeping our services open throughout. Virtual sleep clinics have been highly successful, and technology has been used to support members of our community feeling isolated. It was key that those who needed our support during these uncertain times should be able to access it. Evaluation by the team at Sheffield Children's Hospital clearly evidences the success of this approach with sleep duration increasing for youngsters by on average 2.2 hours per night during lockdown. These changes have provided solid a foundation on which to build, extending our reach significantly.

There have been many highlights during this year, acquiring The Sleep Council in July was amongst these. Working together we are stronger, and this has significantly strengthened our offering allowing us to raise our profile to influence policy, change attitudes about sleep and secure sleep support for those in need across the nation. Receiving the Queen's Award was an honour and well-deserved recognition for our volunteers who support our work in many different ways.

Looking to the future we have developed an ambitious but realistic strategic plan to support organisational growth. Our finances were already stretched and the increased demand for support has increased our challenges. We have identified new sources of income with corporate partnerships playing an increasingly important role in our work. I would like to thank all those who have provided funding to support our mission during the last year, your support is greatly appreciated.

We know that our work makes a significant difference to mental health and wellbeing and is needed more than ever before. We are committed to build on the success of this year and explore new, efficient ways to offer support to help as many people suffering sleep issues as possible.

V. Dawson

Vicki Dawson
CEO of The Sleep Charity



**The Queen's Award
for Voluntary Service**



REPORT OF THE TRUSTEES

FOR THE YEAR ENDED 31 MARCH 2021

The trustees present their report with the financial statements of the charity for the year ended 31 March 2021. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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) (effective 1 January 2019).

The trustees delegate day-to-day responsibility to the Founder and Chief Executive Officer. The trustees wish to record their thanks to all the staff and volunteers at the charity who are essential to the provision of the high quality support that families and professionals receive.

OBJECTIVES AND ACTIVITIES



OBJECTIVES AND AIMS

The objects of The Sleep Charity are:

1. The advancement of health in the UK and elsewhere through the provision of service which encourage and promote the importance of sleep for mental, emotional and physical wellbeing
2. Such other charitable purposes as the trustees shall from time to time think fit



SIGNIFICANT ACTIVITIES

The Sleep Charity's principal means of achieving its objectives is by providing information and support through the delivery of training, online and face to face support from Sleep Practitioners. They also deliver training to practitioners to deliver sleep support to families in their local communities. The Sleep Charity provide evidence-based information to support those with sleep issues nationally and campaign to raise awareness about the importance of sleep to support good health and wellbeing.



PUBLIC BENEFIT

The trustees have considered this purpose, the aims and objectives of the charity and its current and planned activities against the Charity Commission's general guidance on public benefit. The trustees are satisfied the charity's purpose, aims, objectives and activities are fully consistent with charity purposes as defined in the Charities Act 2011.

The charity takes a holistic approach engaging with all in order to offer its services without discrimination.

WHY OUR WORK MATTERS

1/6

1 in 6 accidents resulting in death and injury on motorways and A roads were fatigue related

<6

Fewer than 6 hours sleep a night increases risk of heart disease and stroke

£40.2bn

£40.2 billion is the estimated cost to the economy in loss of productivity in the UK workforce due to sleep deprivation
4 in 5 poor sleepers suffer with low mood

86%

86% of children with disabilities experience sleep issues

21%

21% GP consultations in the UK have tiredness and fatigue as the primary cause

66%

66% of teenagers stated that sleeping badly impacted on their mental health (MHF sleep report 2020)

ACHIEVEMENTS AND PERFORMANCE

OUR WORK WITH FAMILIES

2,193

The Sleep Charity has directly supported 2,193 families over the last year with evidence-based sleep support and information

“

Your support has been life changing

“

You saved our family, we were unable to function without sleep. Thank you

“

Nobody liked me, no one wanted to play with me because I was a butterfly locked in a box with broken wings. But now someone has opened the box and my wings are mended

ACHIEVEMENTS AND PERFORMANCE

OUR WORK WITH YOUNG PEOPLE

Teen
Sleep
Hub

52,000

We have reached over 52,000 young people over the last 12 months thanks to the introduction of our Teen Sleep Hub



THE SLEEP CHARITY

ACHIEVEMENTS AND PERFORMANCE

OUR WORK WITH PROFESSIONALS

127

The Sleep Charity has delivered training to 127 professionals through our Sleep Practitioner course this year

“

Thanks for such an excellent course. It is the best training course I have been on for a long time. The sessions were so well planned and you have really made the transition to online well. I really was very impressed with all of it. The materials, especially the notebook etc. Really excellent.

- Laura Beesley, Together We Grow

ACHIEVEMENTS AND PERFORMANCE

COVID 19 AND SLEEP

Sleep issues have increased over the last year with Covid-19 having a significant impact.

Several factors have contributed including increased anxiety levels, reduced opportunities for exercise, disruptions to routine and more screen time. Many of those that we have supported have experienced cancelled appointments and assessments from statutory services. We were already supporting families at crisis point, in many cases we are now the only support they are receiving.

The Sleep Charity chose to continue to operate despite the challenges faced which included a reduction in staff as a result of financial constraints. We are proud that we have been able to provide:

32

Webinars for 32 organisations to support their staff to improve their sleep and wellbeing

1,084

Virtual drop-in sessions for 1,084 families, allowing them to access sleep information and support at their convenience

399

E-learning training for 399 parent/carers to empower them with sleep information to support them to make changes to improve their family's sleep thanks to the launch of our new platform

4,489%

More evidence-based sleep support information through the launch of our new website resulting in 57,658 visitors to the site from December to March, this is an increase of 4,489%.

54

Sleep journals for the hardest to reach young people in South Yorkshire by training 54 practitioners who engage with them within the community

585

Establish an Instagram presence (with 585 followers) to allow us to engage with young people more effectively

710

Sleep clinics virtually to 710 families, reducing their feelings of isolation and loneliness and supporting improved sleep patterns

76%

76% of parent/carers have seen the support they received stopped because of the pandemic

Disabled Children's Partnership -
Left in Lockdown Survey 2020

2,167

2,167 children, young people and their families directly supported

3,550

3,550 support calls provided to families

550

Over 550 professionals received information and guidance from our team

ACHIEVEMENTS AND PERFORMANCE

SLEEP WELL LINCOLNSHIRE PROJECT

KINDLY FUNDED BY THE NATIONAL LOTTERY COMMUNITY FUND



100% of families
would recommend
our services



4,218 beneficiaries in
the first year



Average increase
of 2.2 hours sleep
per night



100% of parents saw
an improvement in
their mental health as a
result of improved sleep



All measures of child
wellbeing improved, with
the greatest improvement
being in reported daytime
behaviour and happiness

“

The social worker said she's
maybe not the placement for
you, but sleep has enabled her to
stay. Maybe forever

- Foster Carer

“

It was having such a
negative impact on the
whole of our lives
- you've saved it all



ACHIEVEMENTS AND PERFORMANCE

TEEN SLEEP HUB

KINDLY FUNDED BY THE CORONAVIRUS MENTAL HEALTH RESPONSE FUND



15,650+

15,650+ visits to our
Teen Sleep Hub

1,310

1,310 sign ups to our
teen sleep newsletter

24,305

24,305 downloads of our teen eBook
co-produced with young people



ACHIEVEMENTS AND PERFORMANCE

ESTABLISHING AN ADVISORY BOARD

To ensure our work is of the highest quality and evidence base we have developed an advisory board named 'The Sleep Council'.

Made up of a 20-strong team, the Advisory Board helps to shape the future of sleep support nationally and plays a vital role around providing advice, challenge and scrutiny on key issues and programmes. The professionals' expertise spans across sleep, sport science, nutrition, menopause, mental health, sleep research, primary care, public health, sensory processing, CBTi and medical sleep disorders.

PARTNERSHIP WORKING

We cannot achieve all that we do by working alone.

Partnership working whether that be with families, young people, individuals or organisations is at the heart of our work. We have been delighted to work with a number of leading organisations during the year to strengthen our cause.

These include:



National Bed Federation



Aardman Productions

Back to School with Shaun campaign



Kidscape

Anti-Bullying Week



mattressonline

Mattress Online



Royal Society for Public Health



Snuz

Sleep Support Month

FUNDING FOR OUR WORK

We are hugely grateful to every single supporter, without you we would not be able to offer the vital support that the Sleep Charity provides.

NATIONAL LOTTERY COMMUNITY FUND

In Lincolnshire we were awarded a three year grant from the National Lottery Community Fund to set up sleep support services for families. This service has been inundated with requests for help and we reached our annual target within the first six months. The lottery also kindly funded an extension grant that helped us to move our training to an e-learning platform. This support was of vital importance in allowing us to transform our service delivery and maintain income that we rely so heavily on for our core costs.

NATIONAL LOTTERY COVID-19 FUND

The National Lottery have also provided Covid-19 funding for vital work to support the most hard to reach young people in South Yorkshire. This has allowed us to pilot training for professionals and to develop journals to support the young people in making change. We able to build on this learning and develop the materials further with a view to expanding the scheme nationally. We also secured funding from The Coronavirus Mental Health Response Fund to develop our Teen Sleep Hub, a much needed resource to support young people during the pandemic. The Fore provided important funding to support the strategic development of the charity. We had planned to grow the charity to meet the increased demand that we were facing, this is now even more important given the impact that Covid-19 has had on the nation's sleep. The Masonic Charitable Foundation continued to support our work by providing funding towards our administrative support allowing us to respond to those in need in a timely manner, for which we are extremely grateful.

OTHER FUNDING

With our team all based at home, we were grateful for funding from The Clothworkers Foundation to support with the provision of equipment to work remotely. Our volunteers continue to play an important role in our work and we were grateful to receive funding from the Archer Trust and Doncaster Rotary Club, St George, to support them.

Sharing our message more widely is a key part of our strategic plan. A grant from Sheffield Social Enterprise Exchange has allowed us to develop our website and access support around marketing.

We have continued to provide sleep services to Clinical Commissioning Groups in Doncaster, Bassetlaw, Bury and more recently North Yorkshire. The funding allows us to provide services to families in these geographical areas.

We have received several kind donations from both individuals and from corporate organisations. Thanks to Christine Jackson, Issy Fale Choir, Boots, Dr Sophie Bostock, Manchester United Foundation and the team at Mattress Online. Our special thanks go to the family and friends of Sam Peacock who donated in memory of his life.

As part of our acquisition of The Sleep Council, the National Bed Federation have kindly agreed to donate to our organisation for a three year period.

FINANCIAL REVIEW

RESERVES POLICY

Our level of reserves is monitored monthly by our CEO and trustees with an aim to secure sufficient to cover a 6-month period.

Our levels of unrestricted funds currently stand at £259,095. Building reserves is a significant challenge in the current economic climate.

STRUCTURE, GOVERNANCE AND MANAGEMENT

GOVERNING DOCUMENT

The charity (which was established in March 2012) was set up as a CIO on 24 January 2013. It is governed by its constitution which sets out the objectives and powers of the CIO.

RECRUITMENT AND APPOINTMENT OF NEW TRUSTEES

The charity is managed by a Board of Trustees who are sought by advertisement and personal contact. New trustees are appointed by a resolution passed at a properly convened meeting. In selecting individuals for appointment as charity trustees, the board must have regard to the skills, knowledge and experience needed for the effective administration of the CIO.

New Trustees undergo an induction process to brief them on their legal obligations, the strategic plan and the financial performance of the CIO. During this process they will also meet key employees, other trustees and volunteers.

ORGANISATIONAL STRUCTURE

The Board of Trustees administers the charity and meet at least quarterly. The Chief Executive and Founder, Mrs Vicki Dawson and Deputy Chief Executive Lisa Artis, has been appointed by the trustees to manage the day-to-day operations of the organisation.

REFERENCE AND ADMINISTRATIVE DETAILS

REGISTERED CHARITY NUMBER

1150585

PRINCIPAL ADDRESS

Kale Lodge
Woodfield Park
Tickhill Road,
Balby
DONCASTER
DN4 8FD

WAYS TO SUPPORT THE CHARITY

Your support makes our work possible, improving the nation's sleep and supporting improved mental health and wellbeing. There are a number of ways you can get involved:

- Make a donation
- Fundraise for us
- Volunteer
- Partner with us
- Join in our awareness events
- Help us to campaign

REPORT OF THE TRUSTEES

TRUSTEES



TARIQ N SHAH
CHAIR



MARK DICKINSON
TREASURER



**PROFESSOR
HEATHER ELPHICK**



DR RUTH SLATE



DR MICHAEL BOYLE



SARAH L STABLES



LAURA GARNETT
APPOINTED 16.6.20



ROBERT KENIWELL
APPOINTED 15.9.20

PATRONS



BARONESS GOUDIE



ZOE SALMON



VICKY THORNLEY

THE SLEEP ADVISORY BOARD

Dr Heather Elphick (Chair)

Consultant in Paediatric Respiratory and Sleep Medicine

Dr Ruth Kingshott

Sleep Physiologist at Sheffield Children's Hospital

Dr Mike Farquhar

Sleep Medicine Consultant at Evelina London Children's Hospital

Dr Sarah Gilchrist

Specialist in Sleep and Athletic performance

Dr Roxane Gervais

Chartered Psychologist

Dr Neil Bindemann

Director at Innervate, Executive Director of P-CNS and community Therapists Network

Dr Alanna Hare

Consultant in Sleep and Respiratory failure at Royal Brompton and Harefield NHS Foundation Trust

Nathalie Winn

Nutritionist at Waitrose and Partners

Rachel Wallbank

Specialist Occupational Therapist

Simon Blake OBE

CEO of Mental Health First Aid England

Dr Elizabeth Pal

Child Health Lead at Better Start Bradford

Jessica Alexander

Executive Director at the National Bed Federation

Dr Rob Meadows

Reader at University of Surrey

Jenny Featherstone

Physiotherapist, Specialising in Paediatric Neuro-disability

Dr Theodora Kalentzi

Specialist in Women's Health and Menopause Care

Dr Karen McDonnell

Occupational Health and Safety Policy Advisor at RoSPA

Shaun Fenton OBE

Headmaster at Reigate Grammar School

Dr Simon Durrant

Director of the Sleep Research Centre at the University of Lincoln

Dr Sophie Bostock

Specialist in Sleep and CBTi

Dr Jonathan Sunkersing

GP

INDEPENDENT EXAMINER

J Mellor

Mrs Jane Mellor

Institute of Chartered Accountants in England and Wales
Glover & Co
Chartered Accountants
13/15 Netherhall Road
DONCASTER
DN1 2PH

Approved by order of the board of trustees on 04 January 2022
and signed on its behalf by:

M Dickinson

M Dickinson - Trustee

SLEEP AMBASSADOR

SHAUN THE SHEEP





THE SLEEP CHARITY

STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2021

	NOTES	2021 Unrestricted fund (£)	2021 Restricted fund (£)	2021 Total funds (£)	2020 Total funds (£)
INCOMING RESOURCES					
Incoming resources from generated funds					
Voluntary Income		10,415	0	10,415	6,308
Incoming resources from charitable activities					
Workshops and training		210,814	250,138	460,952	229,741
TOTAL INCOMING RESOURCES		221,229	250,138	471,367	236,049
RESOURCES EXPENDED					
Charitable activities					
Workshops and training		122,365	260,729	383,094	248,622
NET INCOMING RESOURCES		98,864	-10,591	88,273	-12,573
RECONCILIATION OF FUNDS					
Total funds brought forward		80,875	7,733	88,608	101,181
TOTAL FUNDS CARRIED FORWARD		179,739	-2,858	176,881	88,608

The notes form part of these financial statements

BALANCE SHEET

31 MARCH 2021

	NOTES	2021 Unrestricted fund (£)	2021 Restricted fund (£)	2021 Total funds (£)	2020 Total funds (£)
FIXED ASSETS					
Tangible assets	5	6,711	4,115	10,826	10,611
CURRENT ASSETS					
Debtors	6	18,361	0	18,361	68,046
Cash at bank		251,040	56,069	307,109	105,894
		269,401	56,069	325,470	173,940
CREDITORS					
Amounts falling due within one year	7	-96,373	-63,042	-159,415	-95,943
NET CURRENT ASSETS		173,028	-6,973	166,055	77,997
TOTAL ASSETS LESS CURRENT LIABILITIES		179,739	-2,858	176,881	88,608
FUNDS					
Unrestricted funds				179,739	80,875
Restricted funds				-2,858	7,733
TOTAL FUNDS				176,881	88,608

The financial statements were approved by the Board of Trustees and authorised for issue on 04 January 2022 and were signed on its behalf by



M Dickinson – Trustee

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2021

1. ACCOUNTING POLICIES

BASIS OF PREPARING THE FINANCIAL STATEMENTS

The financial statements of the charity, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: 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) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Charities Act 2011. The financial statements have been prepared under the historical cost convention.

Financial reporting standard 102 – reduced disclosure exemptions

The charity has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland':

- the requirements of Section 7 Statement of Cash Flows;
- the requirement of Section 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 11 Financial Instruments paragraphs 11.41(b), 11.41(c), 11.41(e), 11.41(f), 11.42, 11.44, 11.45, 11.47, 11.48(a)(iii), 11.48(a)(iv), 11.48(b) and 11.48(c);
- the requirements of Section 12 Other Financial Instruments paragraphs 12.26, 12.27, 12.29(a), 12.29(b) and 12.29A;
- the requirement of Section 33 Related Party Disclosures paragraph 33.7.

INCOME

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received, and the amount can be measured reliably.

EXPENDITURE

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

TANGIBLE FIXED ASSETS

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

- Fixtures and fittings – 25% on cost
- Computer equipment – 25% on cost

TAXATION

The charity is exempt from tax on its charitable activities.

FUND ACCOUNTING

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2021

2. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31 March 2021 nor for the year ended 31 March 2020.

TRUSTEES' EXPENSES

There were no trustees' expenses paid for the year ended 31 March 2021 nor for the year ended 31 March 2020.

3. STAFF COSTS

The average monthly number of employees during the year was 5 (2020 - 6).

One employee received a salary during the year which exceeded £60,000 but was less than £70,000.

4. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES

	NOTES	Unrestricted fund (£)	Restricted fund (£)	Total funds (£)
INCOMING RESOURCES				
Incoming resources from generated funds				
Voluntary Income		6,308	0	6,308
Incoming resources from charitable activities				
Workshops and training		206,455	23,286	229,741
Total Incoming resources		212,763	23,286	236,049
RESOURCES EXPENDED				
Charitable activities				
Workshops and training		223,050	25,572	248,622
NET INCOMING RESOURCES		-10,287	-2,286	-12,573
RECONCILIATION OF FUNDS				
Total funds brought forward		91,162	10,019	101,181
TOTAL FUNDS CARRIED FORWARD		80,875	7,733	88,608

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2021

5. TANGIBLE FIXED ASSETS

	Fixtures and fittings (£)	Computer equipment (£)	Totals (£)
COST	11,788	6,125	17,913
Additions	0	4,925	4,925
	11,788	11,050	22,838
DEPRECIATION	4,677	2,625	7,302
Charge for year	2,947	1,763	4,710
At 31 March 2021	7,624	4,388	12,012
NET BOOK VALUE			
At 31 March 2021	4,164	6,662	10,826
At 31 March 2020	7,111	3,500	10,611

6. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2021 (£)	2020 (£)
Trade debtors	13,405	63,322
Prepayments	4,956	4,724
	18,361	68,046

7. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2021 (£)	2020 (£)
Trade creditors	218	0
Other creditors	159,197	95,943
	159,415	95,943

8. LEASING AGREEMENTS

Minimum lease payments under non-cancellable operating leases fall due as follows:

	2021 (£)	2020 (£)
Within one year	7,000	7,000
Between one and five years	28,000	28,000
In more than five years	14,583	21,583
TOTAL	49,583	56,583

9. MOVEMENT IN FUNDS

	At 1.4.20 (£)	Net movement in funds (£)	At 31.3.21 (£)
UNRESTRICTED FUNDS			
General fund	80,875	98,864	179,739
RESTRICTED FUNDS			
Restricted	7,733	-10,591	-2,858
TOTAL FUNDS	88,608	88,273	176,881

Net movement in funds, included in the above are as follows:

	Incoming resources (£)	Resources expended (£)	Movement in funds (£)
UNRESTRICTED FUNDS			
General fund	221,229	-122,365	98,864
RESTRICTED FUNDS			
Restricted	250,138	-260,729	-10,591
TOTAL FUNDS	471,367	-383,094	88,273

Comparatives for movement in funds

	At 1.4.19 (£)	Net movement in funds (£)	At 31.3.20 (£)
UNRESTRICTED FUNDS			
General fund	91,162	-10,287	80,875
RESTRICTED FUNDS			
Restricted	10,019	-2,286	7,733
TOTAL FUNDS	101,181	-12,573	88,608

Comparative net movement in funds, included in the above are as follows:

	Incoming resources (£)	Resources expended (£)	Movement in funds (£)
UNRESTRICTED FUNDS			
General fund	212,763	-223,050	-10,287
RESTRICTED FUNDS			
Restricted	23,286	-25,572	-2,286
TOTAL FUNDS	236,049	-248,622	-12,573

A current year 12 months and prior year 12 months combined position is as follows:

	At 1.4.19 (£)	Net movement in funds (£)	At 31.3.21 (£)
UNRESTRICTED FUNDS			
General fund	91,162	88,577	179,739
RESTRICTED FUNDS			
Restricted	10,019	-12,877	-2,858
TOTAL FUNDS	101,181	75,700	176,881

A current year 12 months and prior year 12 months combined net movement in funds, included in the above are as follows:

	Incoming resources (£)	Resources expended (£)	Movement in funds (£)
UNRESTRICTED FUNDS			
General fund	433,992	-345,415	88,577
RESTRICTED FUNDS			
Restricted	273,424	-286,301	-12,877
TOTAL FUNDS	707,416	-631,716	75,700

10. OTHER FINANCIAL COMMITMENTS

The trustees confirm, in accordance with the Charitable Incorporated Organisations (General) Regulations 2012, that at the year end the CIO did not have any outstanding guarantees to third parties nor any outstanding debts secured on assets of the CIO.

11. RELATED PARTY DISCLOSURES

There were no related party transactions for the year ended 31 March 2021.



DETAILED STATEMENT OF FINANCIAL ACTIVITIES

31 MARCH 2021

	YEAR END 31.3.21 (£)	YEAR END 31.3.20 (£)
INCOMING RESOURCES		
Voluntary Income		
Donations	10,415	6,308
Income Resources from Charitable activities		
Training and Sleep Services	196,195	206,455
CJRS Income	4,619	0
Grants	260,138	23,286
	460,952	229,741
Total Income Resources	471,367	236,049
EXPENDITURE		
Charitable activities		
Wages	173,557	144,039
Social Security	13,346	0
Pension	5,018	0
Rent and rates	9,702	9,697
Insurance	1,718	1,721
Telephone	4,170	3,547
Printing, post and stationery	13,592	9,719
Marketing and exhibitions	14,665	6,459
Sundries	4,484	2,921
Practitioners fees	30,676	22,495
Practitioners expenses	451	14,397
Training, travel & accomodation	2,767	7,243
Repairs and renewals	1,428	117
Catering	0	12,412
Venue hire	0	2,794
Fixtures and fittings	2,947	2,858
Computer equipment	1,762	1,052
Loss on sale of tangible fixed assets	0	385
	280,283	241,856
Support costs		
Independent examination	900	780
Legal fees	0	1,718
Consultancy fees	78,265	1,308
Website fees	14,189	2,640
Software fees	4,808	320
Administration Services	4,649	0
	102,811	6,766
Total resources expended	383,094	248,622
Net income	88,273	-12,573



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REGISTERED CHARITY NUMBER: 1150585

thesleepcharity.org.uk