

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. The child is wearing a light blue cap and a light blue t-shirt. A woman in a long, light pink lace dress is on the right, also holding the child's hand. 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."

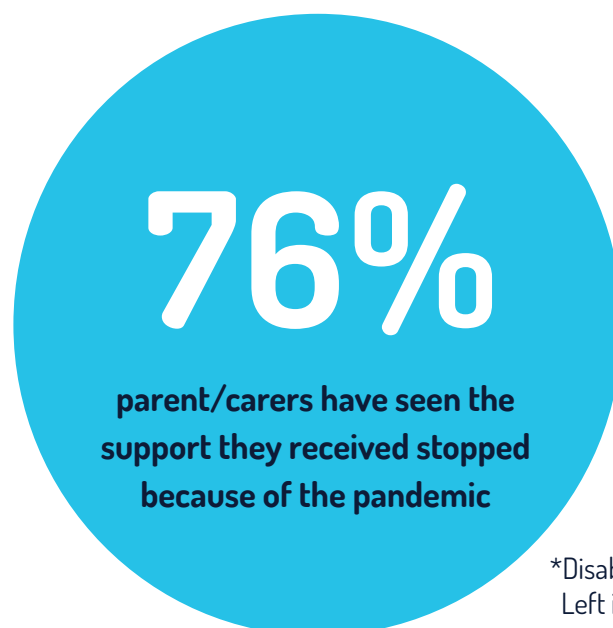
Laura Beesley, Together We Grow

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

“

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

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

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.

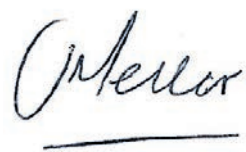
I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- 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





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 |
| Lottely 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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