



REPORT OF THE TRUSTEES

Unaudited Financial Statements
for the Year Ended 31 March 2024



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 recieved		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 recieved	(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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