

Breadwinners Foundation
Annual Reports and Financial Statements
For The Year Ended
31 March 2021

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Reference and Administrative Details

Status	Breadwinners Foundation is a registered charitable organisation incorporated on 20 April 2016.	
Governing Document	The company was established under Charities Act 2011.	
Charity registration number	1166646	
Board of Trustees	John Lister - Chair Eve Hemingway Marika Chaplais Tim Stoller Tracey Hamer Kate Sanger	(resigned on 24 Feb 2021)
Principal Address	13 Gascoigne Place London E2 7LY	
Independent Examiner	Carbon Accountancy Limited Chartered Accountants and Registered Auditors 80-83 Long Lane London EC1A 9ET	

Trustees' Report for the period ended 31 March 2021

The trustees present their report and the independently examined financial statements for the year ended 31 March 2021.

The Board of Trustees are satisfied with the performance of the charity during the period and the position on 31st March 2021 and consider that the charity is in a strong position to continue its activities during the coming year, and that the charity's assets are adequate to fulfil its obligations.

The reference and administrative information set out on page 1 forms part of this report and the financial statements comply with current statutory requirements and the Statement of Recommended Practice, Accounting and Reporting by Charities (SORP).

A Review of Charitable Activities Undertaken by the Charity for the year 2020/21.

This year, the COVID19 pandemic has brought significant challenges to Breadwinners Foundation, which successfully supported young refugees and people seeking asylum while pivoting to online delivery of bread and training programmes. In 2020/21, Breadwinners sold over 20,000 loaves of bread across London markets (where Covid restrictions allowed), launched an e-commerce site, delivered over 2000 packages of baked goods to individuals across London, and launched wholesale delivery, supplying socially driven cafes. This allowed Breadwinners to continue to run their flagship charitable programmes, 'Risers' (for young people seeking asylum) and 'Breadwinners' (for refugees), with the addition of a new innovative programme called 'Proofers' (for refugees), managing the e-commerce and wholesale operations. The 'Proofers' programme was launched in May 2020, supporting refugees with remote work and building new IT skills. In the face of a global crisis, the charity successfully demonstrated the agility and capacity of its business model, staff and volunteers to continue to deliver impact for those we exist to support

Building on strong existing partnerships and new partnerships with leading bakeries, bread has been sold at eight weekly market stalls and provided market services on one weekly market. The retail operations have enabled the Breadwinners Foundation to provide 315 days of paid work, totalling £22,385.75 in self-employed earnings to 'Breadwinners' and 'Proofers' programme participants, and 304 days of work experience for 'Risers' programme participants. In addition, we have paid £3,063.45 in Travel and Subsistence, and provided nine laptops to ensure programmes were inclusive and accessible. During the lockdown, Breadwinners increased the number of online training sessions (totalling 155) to keep the community connected. To make all this possible, the core team has grown from 4 people (2.1 FTE) to 5 people (3.3 FTE)

The trustees are incredibly proud of the impact achieved and all the graduates and members of the Breadwinners, Risers and Proofers programmes.

The Risers Programme

After running the 'Risers' programme for two years and facing a global pandemic, the charity managed to safely deliver four cohorts of 'Risers' for young refugees and people seeking asylum aged 16-24 years. The programme received 60 applications of which 41 young people were able to participate, with a total of 38 young people graduating. The structured programme includes gaining work experience at Breadwinners market stalls, training sessions on customer services, sales, the Food Hygiene Level 1 Certification, CV and interview skills, and one-to-one mentoring support. The high level of attendance by young people at sessions was a testament to the programme's success. Most young people stayed beyond their allocated shift time or came early to their session, which showed their eagerness to learn and spend time at the market.

Breadwinners offered 304 work experience sessions which amounted to over 608 hours of work experience for young people. The Risers gained transferable skills during 24 training sessions, such as sales and customer service. They explored their personal development through a total of 304 one-to-one mentoring sessions with volunteer mentors, expanding their networks and introducing them to a new community

Sixteen of the young 'Risers' have since received permission to work and have gained employment, seven of them progressing into paid positions as Breadwinners Stall Managers on the 'Breadwinners' Programme.

The Breadwinners Programme

This year, 39 unemployed refugees applied to enrol on the 'Breadwinners' programme, and Breadwinners Foundation supported 16 refugees with their first job, earning a living wage as part-time self-employed market stall managers, and taking their first steps into UK employment or entrepreneurship. After gaining work permission, nine were recruited from the 'Risers' programme pool of graduates.

Through the bread stalls, Breadwinners Foundation has provided the means to move from unemployment into work in a safe, supportive, entrepreneurial environment before entering long term work. Working in a community of market traders and selling to customers has increased confidence, given an opportunity to integrate, practise English language skills, and learn more about the community they live in. While running stalls, programme participants lead on ordering, sales, marketing and managing finances; gaining confidence, applying existing and new skills, supporting and managing the 'Risers' work experience. Above all, they are supported - every week, there is a safe place they can go, no matter what else is happening around them, being a market stall manager at Breadwinners.

Sixteen refugees had their first UK job managing the market stalls last year, and 100% progressed into other positions with the help of their mentors, being in the programme for an average of 5.9 months.

The Proofers Programme

Due to the COVID19 Pandemic, Breadwinners Foundation closed the markets in March 2020, and immediately moved to an e-commerce model, delivering bread straight to homes. We fulfilled over 2000 home deliveries, and this amount of work allowed us to pilot and run a new innovative programme called 'Proofers'. Twelve Breadwinners programme participants progressed to the 'Proofers' programme and became Online Sales Representatives. Working from home, managing e-commerce, contacting customers via phone calls and updating our database, they learned IT skills and further employment skills which were added to our market model skills.

Through the e-commerce model, Breadwinners Foundation provided laptops to work safely and remotely, preparing them to enter long term work. Being able to keep working during the lockdown meant that the Proofers participants could keep in contact with each other, and with thousands of customers over the phone, fighting isolation brought by the pandemic, and increasing their confidence to do customer services online. The programme provided the opportunity to integrate, practise English language skills, and learn how to work remotely using IT. While running the e-commerce, programme participants lead on managing customers' orders, sales, requesting feedback, inputting data on our databases, communicating via phone calls and emails professionally.

Twelve refugees progressed from the Breadwinners programme to the Proofers Programme, becoming Online Sales Representatives and managing our e-commerce last year, and 88% progressed into other jobs with the help of their mentors, being in the programme for an average of 6.53 months.

The Community Activities

Recognising how important it is for the Breadwinners community to build a sense of belonging and fight isolation, Breadwinners Foundation continued running community activities through the pandemic, with the help of volunteers. These activities aim to provide a safe space to meet during and after the programmes, foster a deeper sense of belonging, and support participants health and wellbeing. During this financial period, Breadwinners have run eighteen community activities including online skills sharing sessions, sports, art, volunteering and conferences, with a total participation of 152 members from the Breadwinners Foundation community.

The Long term impact

In December 2020, Breadwinners Foundation set out to produce our first external and peer-led Social Impact report. We ran a series of 1 to 1 peer-led (done by programme participants) interviews to uncover the programmes' social impact, ensuring we are continuously improving these programmes, based on feedback from those experiencing them.

The main aim was to look for ways to improve the support Breadwinners Foundation could provide to young refugees, while providing new skills to our Proofers Programme participants. The interviews ensured that information was captured in an unbiased way, led by experts who were active participants of the programmes. We were able to get more honest and useful answers since the people asking the questions had gone through the programmes themselves.

Four "Proofers" programme participants were tasked to call 74 programme graduates. 24 interviews fully completed have been used for the analysis presented.

After this report, we made changes based on their feedback. The Breadwinners programme is now a fixed 6 month period of work with a progression into the Proofers Programme, which is, in turn, a 3 month fixed period of support. This has been a change to our programmes which were previously open-ended. This will be re-assessed by the end of 2021. Below are the key findings from participants.

- 84% of respondents said that Breadwinners did 'very well' at assisting them towards improving on the Outcome Star, which is a measure of five areas of personal development key to our mission.
- 95% of respondents said that these outcomes were 'very important to their own development.
- 48% of respondents peer-led interviewees said that they had already learned all the necessary skills measured by the middle of the programme.
- 100% of respondents agreed that the Breadwinners programme could switch to a fixed 6-month programme.

In addition to this peer-led feedback, Breadwinners Foundation uses the outcomes stars self-assessment impact framework to assess the impact on a continuous basis.

- 97% of the young refugees and people seeking asylum who participated and graduated from our Programmes have reported a
- 97% of graduates reported an increased feeling of making a difference in their community.
- 94% have reported a significant improvement in their communication and social skills.
- 97% have reported advancement in their professional abilities through work experience and training.
- 94% have reported growth in their confidence and increased well-being, which is the long term goal Breadwinners Foundation aims to

Customers and other market traders have also reported they learnt more about the Breadwinners' experience, stories, and country of origin. Bridges have been made with communities that wouldn't have otherwise been there.

Our Breadwinners and Risers programme participants surveyed customers at the markets, asking whether they would recommend the Breadwinners Foundation to others. We received a 95% Net Promoter score; this is the percentage of promoters minus detractors when asked if they would recommend Breadwinners to a friend. Breadwinners Foundation has had the support of 52 volunteers and pro-bono advisors who shared their skills to support the mission with specific tasks. These volunteers have reported feeling useful to the programmes and their local community, and Breadwinners Foundation are very grateful for their continued support

In total 41 Risers, Breadwinners and Proofers programme participants have progressed into work after graduating from the programmes and gaining work permits.

Who Breadwinners Foundation supports:

Breadwinners Foundation organisational focus is on refugees and young people seeking asylum facing multiple disadvantages. These may relate to their reasons for living in exile, such as being a survivor of war, torture or trafficking. Survivors of such events often have a range of psychological and physical issues that can affect their confidence, self-esteem and mental well-being. Breadwinners Foundation takes referrals from leading refugee organisations who have recognised Breadwinners unique programme as a means of building confidence, entrepreneurship and work readiness in vulnerable people who have the drive and ambition to work, but a lack of UK experience or resources to do so. Breadwinners Foundation focuses on people who have not yet had work experience in the UK.

Even though many refugees are highly skilled and educated, unemployment for refugees in London is estimated to be approximately 70% **(data from TENT & Braking Barrier "UK employers' guide to hiring refugees")*, compared to a London-wide unemployment rate of around 4%.

Barriers to finding work may include

- lack of UK training and work experience
- Language issues
- Racism and employer misconceptions about their right to work.

Many refugees who have been newly granted status can also face gaps in support, for example, delays in issuing documents from the authorities alongside the rapid withdrawal of support they received when seeking asylum. Refugees then face the real possibility of being made destitute.

Breadwinner Foundation's work has demonstrated that people seeking asylum and newly recognised refugees consistently show drive and motivation to succeed, learn or improve their English, join the local community and move into work as quickly as possible. This is particularly difficult after long periods (sometimes months, or even years) of not being allowed to work while seeking asylum and living on the support of just over £7.9 a day. The 'Risers' and 'Breadwinners' programmes aim to support them to do this.

Breadwinners Foundation generous funders

Carrying funds from the previous period, Breadwinners Foundation has received funding from The Fore, London Community Foundation, Lawrence Atwells Charity, Social Enterprise Fund, RBS Social & Community Capital, Rayne Foundation, School of Social Entrepreneurs Scale-up Programme and The Economist. The charity also received donations from individuals through the markets stalls, website and fundraising events, the Fulham City Run 10km, Refugee Week Run 5km, Booni, The Big Give Christmas Challenge 2021, Shipton Mill, BMR Foundation, The Fermentarium, Adecco, Hannah marathon fundraiser, and Elo.

Sustainability

Breadwinners ambition is to have a diverse source of income, not to rely only on grant funding, and achieve long term sustainability. In this financial year, sales income increased to £115,023. This represents a 39% increase in sales compared to the previous financial year, meaning 44% of the total income achieved in the period comes from revenue generated through sales. The charity is in a stronger and more resilient position with diverse sources of revenue, with added new e-commerce and wholesale models, and the increase in sales and overall income has enabled the charity to increase the number of beneficiaries supported by 37%.

Looking forward

Breadwinners Foundation continues to update its strategy, the theory of change and programmes framework to support refugees and young people seeking asylum into long term work. Continuing to monitor and evaluate the performance to ensure that the work always remains service user-led, continues to develop to best meet needs, and to provide transparency to funders.

Next year, Breadwinners Foundation will continue to expand the market stall programme across London and pilot the first operations in other UK cities. We will continue with the established Risers Programme and Breadwinners programmes, and cement the new Proofers Programme with further development through our wholesale operations. Navigating through COVID19, Breadwinners will use a combination of online and face to face delivery to provide the best support to its programmes participants. Breadwinners Foundation will continue running community activities and events safely, and exploring new models for increasing the reach and opportunities provided to refugees in the UK.


Brief statement of the charity's policy on reserves

Breadwinners Foundation is a young charity, and as such trustees are aware that reserves are necessary to be able to continue the work of the charity. To date, any funds received have been used by the charity to meet its working capital requirements.

The Trustees declare that they have had regard to the guidance issued by the Charity Commissioners on public benefit and are satisfied that the charity fulfils the criteria. The Trustees have considered their responsibilities and have assessed the main areas of risk, taking action as is necessary to minimize that risk and ensure beneficiaries are at the forefront of the policy.

DECLARATION

Approved by the Board of Trustees on 21/01/2022 and signed on their behalf by:



Marika Chaplais

(Trustee)



Tim Stoller

(Treasurer)

I report on the financial statements of the charity for the period ended 31 March 2020, which are set out on pages 7 to 13. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) and the Statement of Recommended Practice 'Accounting and Reporting by Charities (SORP)'.

Respective responsibilities of trustees and examiner

The trustees are responsible for the preparation of accounts. The trustees consider that an audit is not required for the year under section 40 of the Charities Act 2006. The charity's gross income exceeded £25,000 and I am qualified to undertake the examination by being a qualified member of Chartered Accountants in Ireland.

Having satisfied myself that the charity is not subject to audit under company law and is eligible for independent examination, it is my responsibility to:

- examine the accounts under section 145 of the 2011 Act;
- follow the procedures laid down in the General Directions given by the Charity Commission under section 145 (5)(b) of the 2011 Act; and
- state whether particular matters have come to my attention.

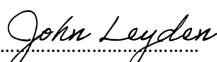
Basis of Independent examiner's report

My examination was carried out in accordance with the General Directions given by the Charity Commission. An examination includes a review of the accounting records kept by the charity and comparison of the accounts presented with those records. It also includes consideration of any unusual items or disclosures in the accounts, and seeking explanations from you as trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit and consequently no opinion is given as to whether the accounts present a 'true and fair view' and the report is limited to those matters set out in the statement below.

Independent examiner's statement

In connection with my examination, no matter other than disclosed above has come to my attention:

- (1) Which gives me reasonable cause to believe that in any material respect the requirements;
 - To prepare accounts which accord with the accounting records, comply with the accounting requirements of section 396 of the Companies Act 2006 and with the methods and principles of the Statement of Recommended Practice: Accounting and Reporting by Charities have not been met; or
- (2) To which, in my opinion, attention should be drawn in order to enable a proper understanding of the accounts to be reached.


John Leyden FCA
Carbon Accountancy Limited
80-83 Long Lane
London EC1A 9ET

Date. 21/01/2022

	Notes	Restricted £	Unrestricted £	2021 £	2020 £
Income					
Donations and legacies		10,998	10,147	21,145	18,516
Sales		-	115,023	115,023	82,271
Grants		99,742	23,000	122,742	66,760
Total income	8	110,740	148,170	258,910	167,547
Expenditure					
Cost of raising funds	9	-	(594)	(594)	1,579
Cost of sales	9	487	92,013	92,500	64,181
<i>Expenditure on Charitable Activities</i>					
Cost of charitable activities	11	73,718	46,524	120,241	93,056
Total expenditure		74,205	137,943	212,147	158,816
Net income / (expenditure)		36,535	10,228	46,763	8,731
Reconciliation of funds					
Total funds brought forward	7	22,723	23,036	45,759	37,028
Transfer between funds		-	-	-	-
Total funds carried forward		59,258	33,264	92,522	45,760

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

The notes on pages 9 to 13 form an integral part of these financial statements.

	Notes	2021 £	2020 £
Intangible assets			-
Tangible assets			-
Current Assets			
Debtors	2	927	4,439
Cash at Bank & in hand	3	98,558	43,551
Total current assets		<u>99,485</u>	<u>47,990</u>
Creditors			
Amounts falling due within One Year	4	(6,961)	(2,230)
Net Current Assets		<u>92,524</u>	<u>45,760</u>
Net Assets	10	<u>92,524</u>	<u>45,760</u>
Total funds of the charity	7		
Restricted Funds		59,258	22,723
Unrestricted Funds		33,264	23,036
		<u>92,524</u>	<u>45,760</u>

For the financial year ended 31 March 2021, the charity was entitled to exemption from audit relating to small charities.

Trustee's responsibilities:

The trustees acknowledge their responsibilities for complying with the requirements of the Charities Act with respect to accounting records and the preparation of accounts.

Approved by the trustees on 21/01/2022 and signed on their behalf by:



.....
Marika Chaplais
(Trustee)



.....
Tim Stoller
(Treasurer)

The notes on pages 9 to 13 form an integral part of these financial statements.

1) Accounting Policies

Summary of significant accounting policies and key accounting estimates

The principle accounting policies applied in the preparation of these financial statements are set out below. These policies

Statement of compliance

The financial statements have been prepared under in accordance with the Statement of Recommended Practice 'Accounting and Reporting by Charities (SORP)'.

Basis of preparation

These financial statements have been prepared using the historic cost convention, unless otherwise stated in the accounting policies.

Income

Unrestricted income funds are general funds that are available for use at the trustees' discretion in furtherance of the objective of the charity.

Restricted funds are those donated for use in particular area of specific purposes, the use of which is restricted to that area or purpose.

Expenditure

Cost of raising funds relate to those specific costs incurred in organising and staging fundraising events and seeking voluntary contributions together with attributable support costs.

Charitable expenditure comprises those costs incurred by the charity in the delivery of its activities and services for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

Governance costs comprise those costs associated with meeting the constitutional and strategic requirements of the charity and the audit fees and costs linked to strategic management of the charity.

Taxation

As a registered charity, the company is exempt from income and corporation tax to the extent that its income and gains are applied to charitable purpose only.

Going concern

At the time of approving the financial statements, the trustees have a reasonable expectation that the Charity has adequate

Debtors

Debtors and other receivable are recognised initially at the transaction price. They are subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for the impairment is established when there is objective evidence that the group will not be able to collect all amounts due according to the original terms of the receivables.

Creditors

Creditors are obligation to pay at the balance sheet date as a result of past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Creditors are recognised at the amount that the charity anticipates it will pay to settle the debt or the amount it has received as advance payments for the goods or service it must provide.

2) Debtors

	2021 £	2020 £
Trade debtors	927	4,439
Prepayments and accrued income	-	-
	<u>927</u>	<u>4,439</u>

3) Cash at bank and in hand

	2021 £	2020 £
Cash at bank	98,056	42,641
Paypal	253	-
Cash on hand	-	910
Soldo	249	-
	<u>98,558</u>	<u>43,551</u>

4) Amounts falling due within one year

	2021 £	2020 £
PAYE		
Pension payable		
Other creditor	1,599	
Trade creditors	5,527	2,230
Wages control account	(165)	
	<u>6,961</u>	<u>2,230</u>

5) Taxation

As a charity, Breadwinners Foundation is exempt from tax on income and gains falling within section 505 of the Taxes Act 1988 or

6) Staff costs and emoluments

The average number of employee during the year was 2 (2020: 0)

No remuneration or benefits were paid to any trustee during the period covered by the financial statements, nor were any expenses reimbursed to trustees.

7) Reconciliation of funds

	31 March 2020 £	Receipt £	Payments £	Transfers £	31 March 2021 £
<u>Restricted funds:</u>					
Allen & Overy	131	-	(53)		78
Awards for All	10,146	-	-		10,146
Lawrence Atwell's Charity	-	10,000	-		10,000
Clifford Chance	1,172	-	(1,114)		58
SSE Social Enterprise Fund		28,002	(27,505)		497
RBS		28,000	(15,829)		12,171
Urban Food Award		1,250	(1,250)		-
Rayne Foundation		10,000	-		10,000
GLA Thrive	69		-		69
BigGive Xmas	6,789	10,998	(1,900)		15,887
Peoples Project	9				9
Vinci Foundation	4,409		(4,340)		69
London Community Response	-	22,490	(22,214)		276
	<u>22,723</u>	<u>110,740</u>	<u>(74,205)</u>	<u>-</u>	<u>59,260</u>
Unrestricted funds	23,036	148,170	(137,943)	-	33,264
Total funds	<u>45,760</u>	<u>258,910</u>	<u>(212,147)</u>	<u>-</u>	<u>92,524</u>

8) Income

	Restricted	Unrestricted	2021	Total 2020
	£	£	£	£
<i>Grants:</i>				
Awards for All	-	-	-	10,000
Balfour	-	14,000	14,000	-
Lawarene Atwell	10,000	-	10,000	-
GLA Thrive	-	-	-	2,000
RBS	28,000	-	28,000	-
Peoples Project	-	-	-	23,990
Rayne Foundation	10,000	-	10,000	-
London community response	22,490	-	22,490	-
Urban food award	1,250	-	1,250	-
The Economists	-	5,000	5,000	-
SSE	28,002	4,000	32,002	2,250
Stephen Lloyd	-	-	-	22,000
Vinci Foundation	-	-	-	6,520
Total grants	99,742	23,000	122,742	66,760
<i>Donations:</i>				
BigGive Xmas	10,998	-	10,998	6,794
Various other	-	10,147	10,147	11,722
Total donations	10,998	10,147	21,145	18,516
<i>Sales:</i>				
Mkt Sales	-	75,156	75,156	75,082
Online Sales	-	36,245	36,245	1,714
Services Revenue	-	2,325	2,325	5,476
B2B Sales	-	1,298	1,298	-
Total sales	-	115,023	115,023	82,272
Total income	110,740	148,170	258,910	167,547

9) Cost of sales and raising funds

	Restricted	Unrestricted	Total 2021	Total 2020
	£	£	£	£
Cost of goods sold	-	59,543	59,543	43,258
Direct expenses	105	10,467	10,571	2,047
Self-employed breadwinners	383	22,003	22,386	18,876
Fundraising costs	-	(594)	(594)	1,579
	487	91,419	91,906	65,760

10) Analysis of assets and liabilities representing funds:

	Restricted	Unrestricted	Total 2021	Total 2020
	£	£	£	£
Fund balance represented by:				
Current assets	59,258	40,226	99,485	47,990
Current liabilities	-	(6,961)	(6,961)	(2,230)
At end of year	59,258	33,265	92,524	45,760

11) Charitable expenditure

	Restricted £	Unrestricted £	Total £	Total £
Cost of charitable activities:				
General Expenses	989	65	1,054	1,972
Pitch Fee	-	10,461	10,461	8,879
Venue	1,842	150	1,992	316
Delivery	-	12,460	12,460	12,192
Repairs and Maintenance	400	-	400	-
Training	1,419	-	1,419	1,332
Travel & Subsistence	3,037	27	3,063	5,463
Equipment expensed	7,057	-	7,057	7,036
Volunteer Expenses	299	23	322	
Fundraising cost		(594)	(594)	
	<u>15,043</u>	<u>22,592</u>	<u>37,635</u>	<u>37,190</u>
Support cost of charitable activities:				
<i>Direct support costs:</i>				
Staff costs	16,273	6,487	22,760	24,085
Staff costs - Project Director	2,550	-	2,550	27,875
Development consultant	-	-	-	1,500
Staff Training	1,385	-	1,385	
	<u>20,208</u>	<u>6,487</u>	<u>26,695</u>	<u>53,460</u>
<i>Management and administration cost:</i>				
Advertising	3	285	288	766
Staff Training	-	-	-	-
Bank Fees	69	-	69	55
Insurance	233	-	233	261
Office Expenses	-	-	-	28
Salaries	33,833	15,444	49,278	
Employer NI	870	434	1,304	
Pension	619	278	897	
PPS	445	31	476	385
Rent	-	-	-	65
Subscriptions	1,012	378	1,390	571
Website	1,043	-	1,043	156
Telephone and internet	340	-	340	119
	<u>38,467</u>	<u>16,851</u>	<u>55,318</u>	<u>2,406</u>
Total charitable expenditure	<u>73,718</u>	<u>45,930</u>	<u>119,647</u>	<u>93,056</u>

Year ended 31 March 2020:

	Restricted £	Unrestricted £	Total £
Cost of charitable activities	14,631	22,559	37,190
Direct support costs	32,392	21,068	53,460
Management and administration cost	1,489	917	2,406
Total expenditure 2020	<u>48,512</u>	<u>44,544</u>	<u>93,056</u>

12) Income and expenditure by market activity

	Restricted	Unrestricted	2021	Total 2020
	£	£	£	£
Income				
Sales	-	115,023	115,023	82,271
	<u>-</u>	<u>115,023</u>	<u>115,023</u>	<u>82,271</u>
Cost of sales				
Cost of Goods Sold	-	59,543	59,543	43,258
Direct Expenses	105	10,467	10,571	2,047
Self-employed Breadwinners	383	22,003	22,386	18,876
	<u>487</u>	<u>92,013</u>	<u>92,500</u>	<u>64,181</u>
Gross profit / (loss)	(487)	23,010	22,523	18,090
Other income				
Donations	10,998	10,097	21,095	18,063
Grants & Trusts	99,742	23,000	122,742	66,760
Other Income	-	50	50	453
	<u>110,740</u>	<u>33,147</u>	<u>143,887</u>	<u>85,276</u>
Operating expenses				
Admin costs				
Advertising	3	285	288	766
Fundraising costs	-	(594)	(594)	1,579
Bank Fees	69	-	69	55
Insurance	233	-	233	261
Office Expenses	-	-	-	28
PPS	445	31	476	385
Salaries	33,833	15,444	49,278	-
Employer NI	870	434	1,304	-
Pension	619	278	897	-
Rent	-	-	-	65
Subscriptions	1,012	378	1,390	571
Staff training	1,385	-	1,385	-
Website	1,043	-	1,043	156
Telephone and internet	340	-	340	119
	<u>39,852</u>	<u>16,257</u>	<u>56,109</u>	<u>3,985</u>
General Expenses	989	65	1,054	1,972
Pitch Fee	-	10,461	10,461	8,879
Venue	1,842	150	1,992	316
Delivery	-	12,460	12,460	12,192
Volunteer Expenses	299	23	322	-
Repairs and Maintenance	400	-	400	-
Training	1,419	-	1,419	1,332
Travel & Subsistence	3,037	27	3,063	5,463
	<u>7,986</u>	<u>23,186</u>	<u>31,171</u>	<u>30,154</u>
Support staff costs				
Staff Costs	16,273	6,487	22,760	24,085
Staff Costs - Project Director	2,550	-	2,550	27,875
Development consultant	-	-	-	1,500
	<u>18,823</u>	<u>6,487</u>	<u>25,310</u>	<u>53,460</u>
Total operating expenses	66,660	45,930	112,590	87,599
Operating profit / (loss)	43,593	10,228	53,821	15,767
Non operating expenses				
Equipment expensed	7,057	-	7,057	7,036
	<u>7,057</u>	<u>-</u>	<u>7,057</u>	<u>7,036</u>
Net profit / (loss)	36,535	10,228	46,763	8,731