

**ITS NEVER YOU**  
**(A Charitable Incorporated Organisation)**  
**UNAUDITED**  
**TRUSTEES' REPORT AND FINANCIAL STATEMENTS**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

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**REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS  
FOR THE PERIOD ENDED 31 MARCH 2023**

<b>Trustees</b>	CM Menai-Davis, Chair (appointed 1 March 2022) J Bartram (appointed 27 October 2022) FM Menai-Davis (appointed 9 August 2022) J Jenas (appointed 9 August 2022) MA Menai-Davis (appointed 1 March 2022) A Pritchard (appointed 1 March 2022) GG Kray (appointed 1 March 2022) T Nelson (appointed 1 March 2022)
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<b>Company registered number</b>	CE028607
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<b>Charity registered number</b>	1198257
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<b>Registered office</b>	The Shire London St. Albans Road Barnet EN5 4RE
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<b>Accountants</b>	Ashings Limited Chartered Accountants Northside House Mount Pleasant Cockfosters Herts EN4 9EB
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**TRUSTEES' REPORT**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

The Trustees present their annual report together with the financial statements of the Charity for the period 16 March 2022 to 31 March 2023. The Annual Report serves the purposes of both a Trustees' report and a directors' report under company law. The Trustees confirm that the Annual Report and financial statements of the charitable company comply with the current statutory requirements, the requirements of the charitable company's governing document and the provisions of the Statement of Recommended Practice (SORP) applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS102) (effective 1 January 2019).

Since the Charity qualifies as small under section 382 of the Companies Act 2006, the Strategic Report required of medium and large companies under the Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013 has been omitted.

It is with great pride that we present this trustee report for It's Never You, charity number 1198257, covering the period from March 2022 to May 2023. Over this time frame, our charity has continued its mission to support families facing the challenges of childhood cancer, honouring the memory of Hugh, and striving to make a positive impact in their lives.

**Objectives and activities**

**a. Policies and objectives**

For the benefit of the public to preserve and protect the health of families who have children with life limiting illnesses by providing and assisting in the provision of advice, facilities and equipment not normally provided by the statutory authorities.

In setting objectives and planning for activities, the Trustees have given due consideration to general guidance published by the Charity Commission relating to public benefit, including the guidance 'Public benefit: running a charity (PB2)'.

**b. Strategies for achieving objectives**

Supporting the parents of children with cancer via a social media platform.

**c. Activities undertaken to achieve objectives**

Providing tangible goods to parents in hospital settings. Creating a community between parents whose children are undergoing or have undergone treatment for cancer.

**d. Main activities undertaken to further the Charity's purposes for the public benefit**

For the benefit of the public to preserve and protect the health of families who have children with life limiting illness by providing and assisting in the provision of advices, facilities and equipment not normally provided by the statutory authorities.

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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

**Achievements and performance**

**a. Main achievements of the Charity**

The funds raised by It's Never You in 2022/23 have been conscientiously utilised to fulfil our core objectives and provide vital support to families facing the challenges of childhood cancer:

- Development of The Children's Cancer Platform:
- Recognizing the need for a tailored support platform, we invested in the development of "The Children's Cancer Platform." This initiative, replacing the previous Cocoon platform, provides a comprehensive resource for families, offering support, information, and connectivity. Over the reporting period, we successfully onboarded over 250 families onto the platform, fostering a sense of community and providing invaluable resources.
- Provision of Mental Health Services:
- Through collaboration with Myndup, an online mental health service provider, we facilitated over 30 hours of counselling sessions for parents in need, addressing the emotional toll of childhood cancer and providing crucial support during challenging times.
- Distribution of Wellbeing Bags:
- We have distributed nearly 750 wellbeing bags to hospitals nationwide, equipped with essential items for families facing unexpected hospital admissions. These bags serve as a lifeline, providing comfort and practical assistance during difficult periods.
- Provision of Vouchers and Gift Boxes:
- In addition to tangible support, It's Never You has provided vouchers for food, clothing, and shopping, offering families a well-deserved treat amidst adversity. Furthermore, we have celebrated significant occasions such as Christmas, Mother's Day, and Father's Day by delivering gift boxes to hospitals, spreading joy and compassion to families during these special times.
- Advocating for change with the UK government to adopt Hugh's Law, financial support for parents in hospital looking after a child.

**b. Fundraising activities and income generation**

Throughout the reporting period, It's Never You organised and participated in several successful fundraising activities, demonstrating the support and commitment of our community:

- The Hike for Hugh (May 2022):
- We started our fundraising efforts with The Hike for Hugh, a 40km trek across the Yorkshire Dales. This inaugural event brought together 30 friends and family members, fostering an atmosphere of remembrance, camaraderie, and personal achievement. Through the collective efforts of participants, we raised an impressive £17,000.
- Cobra and Puma 90-Hole Golf Challenge (July 2022):
- In partnership with Cobra and Puma, It's Never You organised a 90-hole golf challenge, completed within an impressive 17 hours by a team of dedicated players, including Ceri Menai-Davis. Joined by celebrities such as Joe Cole, Tubes, and Chris Hughes, this event raised £1,720.
- A Weekend for Hugh (September 2022):
- September saw the culmination of our efforts with A Weekend for Hugh, comprising a golf day at The Shire London and a Celebrity football match at Stevenage Borough's ground. The golf day, attended by 32 teams, basked in glorious sunshine, raising over £17,000. Simultaneously, the Celebrity football match, graced by renowned figures like Jermaine Jenas, Jack Wilshere, and Jake Wood, raised over £12,000.
- London Marathon (April 2023):
- In April 2023, Ceri Menai-Davis and Rick Shiels undertook the arduous challenge of the London Marathon in support of It's Never You. Their collective efforts raised over £12,000.

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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

**Financial review**

**a. Going concern**

After making appropriate enquiries, the Trustees have a reasonable expectation that the Charity has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the financial statements. Further details regarding the adoption of the going concern basis can be found in the accounting policies.

**b. Reserves policy**

The charity aims to maintain sufficient reserves to support its activities and objectives.

**Structure, governance and management**

**a. Constitution**

Its Never You is registered as a charitable incorporated organisation and was set up by a Memorandum of Association dated 15 March 2022.

**b. Methods of appointment or election of Trustees**

The management of the Charity is the responsibility of the Trustees who are elected and co-opted under the terms of the Memorandum of Association.

**Members' liability**

The members of the Charity guarantee to contribute an amount not exceeding £1 to the assets of the Charity in the event of winding up.

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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

**Statement of Trustees' responsibilities**

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

Company law requires the Trustees to prepare financial statements for each financial period. Under company law, the Trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Charity will continue in business.

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

Approved by order of the members of the board of Trustees on 15 March 2024 and signed on their behalf by:

  
Signed on 19/03/24 @ 09:46

**CM Menai-Davis**  
(Chair of Trustees)

**ITS NEVER YOU**  
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**INDEPENDENT EXAMINER'S REPORT**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

**Independent Examiner's Report to the Trustees of Its Never You ('the Charity')**

I report to the charity Trustees on my examination of the accounts of the Charity for the period ended 31 March 2023.

**Responsibilities and Basis of Report**

As the Trustees of the Charity (and its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

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

**Independent Examiner's Statement**

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

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

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

This report is made solely to the Charity's Trustees, as a body, in accordance with Part 4 of the Charities (Accounts and Reports) Regulations 2008. My work has been undertaken so that I might state to the Charity's Trustees those matters I am required to state to them in an Independent Examiner's Report and for no other purpose. To the fullest extent permitted by law, I do not accept or assume responsibility to anyone other than the Charity and the Charity's Trustees as a body, for my work or for this report.



Signed on 19/03/24 @ 09:59

Signed:

Dated: 15 March 2024

Darryl Ashing

FCA

c/o Ashings Limited  
Northside House  
Mount Pleasant  
Barnet  
EN4 9EB



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**STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING INCOME AND EXPENDITURE ACCOUNT)  
FOR THE PERIOD ENDED 31 MARCH 2023**

	Note	Unrestricted funds 2023 £	Total funds 2023 £
<b>Income from:</b>			
Donations and legacies	3	171,906	171,906
Other trading activities		1,459	1,459
<b>Total income</b>		<u>173,365</u>	<u>173,365</u>
<b>Expenditure on:</b>			
Raising funds	4	8,276	8,276
Charitable activities	5	10,281	10,281
<b>Total expenditure</b>		<u>18,557</u>	<u>18,557</u>
<b>Net movement in funds</b>		<u>154,808</u>	<u>154,808</u>
<b>Reconciliation of funds:</b>			
Net movement in funds		154,808	154,808
<b>Total funds carried forward</b>		<u>154,808</u>	<u>154,808</u>

The Statement of Financial Activities includes all gains and losses recognised in the period.

The notes on pages 10 to 17 form part of these financial statements.

**ITS NEVER YOU**  
**(A Charitable Incorporated Organisation)**  
**REGISTERED NUMBER: CE028607**

**BALANCE SHEET**  
**AS AT 31 MARCH 2023**

	<b>Note</b>	<b>2023 £</b>
<b>Fixed assets</b>		
Intangible assets	9	<b>29,505</b>
Tangible assets	10	<b>2,390</b>
		<hr/> <b>31,895</b>
<b>Current assets</b>		
Cash at bank and in hand		<b>125,541</b>
		<hr/> <b>125,541</b>
Creditors: amounts falling due within one year	11	<b>(2,629)</b>
		<hr/>
<b>Net current assets</b>		<b>122,912</b>
<b>Total assets less current liabilities</b>		<hr/> <b>154,807</b>
<b>Net assets excluding pension asset</b>		<hr/> <b>154,807</b>
<b>Total net assets</b>		<hr/> <b>154,807</b> <hr/>
<b>Charity funds</b>		
Restricted funds	13	-
Unrestricted funds		
General funds	13	<b>154,807</b>
		<hr/>
Total unrestricted funds	13	<b>154,807</b>
		<hr/>
<b>Total funds</b>		<hr/> <b>154,807</b> <hr/>

**ITS NEVER YOU**  
**(A Charitable Incorporated Organisation)**  
**REGISTERED NUMBER: CE028607**

**BALANCE SHEET (CONTINUED)**  
**AS AT 31 MARCH 2023**

The Charity was entitled to exemption from audit under section 477 of the Companies Act 2006.

The members have not required the company to obtain an audit for the period in question in accordance with section 476 of Companies Act 2006.

The Trustees acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and preparation of financial statements.

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

The financial statements were approved and authorised for issue by the Trustees on 15 March 2024 and signed on their behalf by:

  
Signed on 19/03/24 @ 09:46

**CM Menai-Davis**  
(Chair of Trustees)

The notes on pages 10 to 17 form part of these financial statements.

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**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

**1. Accounting policies**

**1.1 Basis of preparation of financial statements**

The financial statements 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), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

Its Never You meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

**1.2 Income**

All income is recognised once the Charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

**1.3 Expenditure**

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, 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 classified by activity. The costs of each activity are made up of the total of direct costs and shared costs, including support costs involved in undertaking each activity. Direct costs attributable to a single activity are allocated directly to that activity. Shared costs which contribute to more than one activity and support costs which are not attributable to a single activity are apportioned between those activities on a basis consistent with the use of resources. Central staff costs are allocated on the basis of time spent, and depreciation charges allocated on the portion of the asset's use.

Expenditure on raising funds includes all expenditure incurred by the Charity to raise funds for its charitable purposes and includes costs of all fundraising activities events and non-charitable trading.

Expenditure on charitable activities is incurred on directly undertaking the activities which further the Charity's objectives, as well as any associated support costs.

All expenditure is inclusive of irrecoverable VAT.

**1.4 Research and development**

Development costs are capitalised within intangible assets where they can be identified with a specific product or project anticipated to produce future benefits, and are amortised on the straight line basis over the anticipated life of the benefits arising from the completed product or project.

Deferred research and development costs are reviewed annually, and where future benefits are deemed to have ceased or to be in doubt, the balance of any related research and development is written off to the Statement of Financial Activities.

**1.5 Intangible assets and amortisation**

Intangible assets costing £NIL or more are capitalised and recognised when future economic benefits are probable, and the cost or value of the asset can be measured reliably.

Intangible assets are initially recognised at cost. After recognition, under the cost model, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

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**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

**1. Accounting policies (continued)**

**1.5 Intangible assets and amortisation (continued)**

Amortisation is provided on intangible assets at rates calculated to write off the cost of each asset on a straight-line basis over its expected useful life.

Amortisation is provided on the following bases:

Patents	-	10 %	Straight line
Development expenditure	-	10 %	Straight line
Trademarks	-	10 %	Straight line

**1.6 Tangible fixed assets and depreciation**

Tangible fixed assets costing £NIL or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

Tangible fixed assets are initially recognised at cost. After recognition, under the cost model, tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. All costs incurred to bring a tangible fixed asset into its intended working condition should be included in the measurement of cost.

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following basis:

Computer equipment	-	15%	Straight line
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**1.7 Cash at bank and in hand**

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

**1.8 Liabilities and provisions**

Liabilities are recognised when there is an obligation at the Balance Sheet date as a result of a 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.

Liabilities are recognised at the amount that the Charity anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide.

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised in the Statement of Financial Activities as a finance cost.

**1.9 Financial instruments**

The Charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED 31 MARCH 2023**

**1. Accounting policies (continued)**

**1.10 Fund accounting**

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity and which have not been designated for other purposes.

**2. General information**

The charity constitutes a public benefit entity as defined by FRS102.

The charity is a Charitable Incorporated Organisation incorporated in England with registered office situated at The Shire London, St. Albans Road, Barnet EN5 4RE.

**3. Income from donations and legacies**

	<b>Unrestricted funds 2023 £</b>	<b>Total funds 2023 £</b>
Donations	171,906	171,906

**4. Expenditure on raising funds**

**Costs of raising voluntary income**

	<b>Unrestricted funds 2023 £</b>	<b>Total funds 2023 £</b>
Third party subscriptions	210	210
Publicity	5,014	5,014
Hire of venue	2,351	2,351
Bank charges	27	27
	<u>7,602</u>	<u>7,602</u>

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED 31 MARCH 2023**

**4. Expenditure on raising funds (continued)**

**Other trading expenses**

	<b>Unrestricted funds 2023 £</b>	<b>Total funds 2023 £</b>
Charity trading expenses	675	675

**5. Analysis of expenditure on charitable activities**

**Summary by fund type**

	<b>Unrestricted funds 2023 £</b>	<b>Total 2023 £</b>
Support website	1,874	1,874
Legal costs	430	430
Family support activities	4,163	4,163
Amortisation and depreciation	3,814	3,814
	<u>10,281</u>	<u>10,281</u>

**6. Analysis of expenditure by activities**

	<b>Activities undertaken directly 2023 £</b>	<b>Support costs 2023 £</b>	<b>Total funds 2023 £</b>
General	-	1,874	1,874
Legal costs	-	430	430
Family support activities	4,163	-	4,163
Amortisation and depreciation	3,814	-	3,814
	<u>7,977</u>	<u>2,304</u>	<u>10,281</u>

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED 31 MARCH 2023**

**7. Independent examiner's remuneration**

	2023 £
Fees payable to the Charity's independent examiner for the independent examination of the Charity's annual accounts	420
Fees payable to the Charity's independent examiner in respect of:	
All other services not included above	780
	<u>1,200</u>

**8. Trustees' remuneration and expenses**

During the period, no Trustees received any remuneration or other benefits.

During the period ended 31 March 2023, no Trustee expenses have been incurred.

**9. Intangible assets**

	Patents £	Develop- ment £	Trademarks £	Total £
<b>Cost</b>				
Additions	7,186	24,587	1,010	32,783
At 31 March 2023	<u>7,186</u>	<u>24,587</u>	<u>1,010</u>	<u>32,783</u>
<b>Amortisation</b>				
Charge for the year	719	2,459	101	3,279
At 31 March 2023	<u>719</u>	<u>2,459</u>	<u>101</u>	<u>3,279</u>
<b>Net book value</b>				
At 31 March 2023	<u>6,467</u>	<u>22,128</u>	<u>909</u>	<u>29,504</u>

**10. Tangible fixed assets**

	Computer equipment £
<b>Cost or valuation</b>	
Additions	2,926
At 31 March 2023	<u>2,926</u>



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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED 31 MARCH 2023**

**10. Tangible fixed assets (continued)**

	<b>Computer equipment £</b>
<b>Depreciation</b>	
Charge for the period	535
At 31 March 2023	<u>535</u>
<b>Net book value</b>	
At 31 March 2023	<u><u>2,391</u></u>

**11. Creditors: Amounts falling due within one year**

	<b>2023 £</b>
Other creditors	1,429
Accruals and deferred income	1,200
	<u>2,629</u>

**12. Financial instruments**

	<b>2023 £</b>
<b>Financial assets</b>	
Financial assets measured at fair value through income and expenditure	<u><u>125,541</u></u>

Financial assets measured at fair value through income and expenditure comprise bank & cash balances.

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED 31 MARCH 2023**

**13. Statement of funds**

**Statement of funds - current period**

	Income £	Expenditure £	Balance at 31 March 2023 £
<b>Unrestricted funds</b>			
Donations	171,906	-	171,906
Fundraising	1,459	(7,602)	(6,143)
Charity trading expenses	-	(675)	(675)
Family Support activities	-	(4,164)	(4,164)
Support costs	-	(1,104)	(1,104)
Accountancy	-	(1,200)	(1,200)
Depreciation	-	(3,813)	(3,813)
	<u>173,365</u>	<u>(18,558)</u>	<u>154,807</u>

**14. Summary of funds**

**Summary of funds - current period**

	Income £	Expenditure £	Balance at 31 March 2023 £
General funds	<u>173,365</u>	<u>(18,558)</u>	<u>154,807</u>

**15. Analysis of net assets between funds**

**Analysis of net assets between funds - current period**

	Unrestricted funds 2023 £	Total funds 2023 £
Tangible fixed assets	2,390	2,390
Intangible fixed assets	29,505	29,505
Current assets	125,541	125,541
Creditors due within one year	(2,629)	(2,629)
<b>Total</b>	<u>154,807</u>	<u>154,807</u>

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**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE PERIOD ENDED 31 MARCH 2023**

**16. Members' liability**

Each member of the charitable company undertakes to contribute to the assets of the company in the event of it being wound up while he/she is a member, or within one year after he/she ceases to be a member, such amount as may be required, not exceeding £NIL for the debts and liabilities contracted before he/she ceases to be a member.

**17. Related party transactions**

During the period under review the charity entered into certain transactions with related parties. The charity reimbursed the chair CM Menai-Davis £1,854 for costs incurred on behalf of the charity. An amount of £1,429 was outstanding at the year end.