

THE MAKE WAY FOUNDATION

2024 Annual Report and Accounts





Dedicated to all the children who
need a bit of cool kit to get about!

And to Toby, the child who
inspired this charity.

Introduction

The Make Way Foundation is a UK-based charity dedicated to empowering children with disabilities to achieve their fullest potential. Founded in August 2023 by Fleur Bryant and her husband Matthew, the charity was inspired by their experience of trying to access the equipment their son Toby needed.

The charity provides financial support for children's wheelchairs to families who are unable to afford them, filling the gap when the public sector is unable to help, and significantly enhancing the quality of life for these children. As a wheelchair user herself, Fleur also understands first-hand the transformative impact that the right wheelchair can have on a person's life.

In addition to Fleur and Matthew, the charity is bolstered by two other trustees, Lucy Jones and Sarah Sibley, our ambassador (former Paralympian) Richard Chiassaro, and some wonderful volunteers. This team brings a variety of skills and perspectives that help us better serve our mission and make a real difference in children's lives.

Since its foundation in 2023, the charity has raised £184k and approved 31 wheelchairs for a range of deserving recipients. We've supported young athletes, helped children attend school, and provided relief for families in urgent need. We're learning constantly in these first 17 months and remain committed to a highly engaged, personal-touch approach.

The need for our support couldn't be clearer. The children we help have been overlooked by over-stretched but well-meaning public services, whose limited funding can lead to long wait times, strict eligibility criteria,

and compromises on equipment. Since wheelchairs are produced in relatively small quantities, they tend to be expensive.

In addition to day chairs, we also actively support children with disabilities' sports goals. While a non-disabled child might only need basic kit to take part in sports, the obstacles for a disabled child can be far higher. Yet the benefits, both mental and physical, are huge. That's why one of our key objectives is to enable as many disabled children as possible to participate in sports.

We're still a small charity, but we want to grow sensitively, preserving the quality of our service while extending support to as many children as possible. We believe every child deserves the chance to reach their potential, and we can make a difference, one wheelchair at a time.

We're also committed to making sure that the largest possible proportion of donations goes directly to providing grants. We have no paid staff: we are run by trustees with the help of volunteers. The founders' donations substantially exceed our operating costs. As a result, more than 100% of external donations currently fund wheelchairs, and we expect that to continue for years to come. Regardless of how big we grow, we remain steadfast in our commitment to ensuring the greatest possible proportion of donations go straight to helping children.

This report covers the first full operating period of the charity, from mid-2023 to the end of 2024—and 2025 is already off to a very strong start.

Our journey so far



2022: The initial concept for the charity begins to take shape as Fleur and Matthew experience the process of getting a wheelchair for their son.



14th August 2023: The Charity launches as The Make Way Foundation team cross the finish line at the Superhero Tri



2023: Strong start in the first 4.5 months, with five wheelchair grants approved and £48k raised



May 2024: Toby sadly passes away; Fleur and Matthews resolve to push this cause forward in his memory deepens even further.



June 2024: Toby's memorial bike ride - 300 miles from Surrey to Plymouth - raises awareness and funds for the charity

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December 2024: 31st grant approved, and 28th chair delivered to a worthy recipient

Chairwoman's report

Dear Donors, Volunteers and Recipients

It's hard to believe how far we've come since launching at the Superhero Triathlon at Dorney Lake in August 2023. Our mission—to ensure disabled children have access to the equipment they need—continues to guide everything we do. Over the past year, we've seen first-hand just how transformative these wheelchairs can be for the children and families we support.

We're proud to share that we have now approved 31 wheelchairs, with many more in the pipeline. From everyday chairs that offer the gift of mobility to specialist racing chairs that enable children to pursue athletic dreams, each piece of equipment represents not just freedom of movement, but a new world of possibility. We're also delighted that our ambassador, Paralympian Richard Chiassaro, continues to deepen our understanding of competitive disabled sports and inspire our journey forward.

We've been truly touched by the generosity of our donors, whose contributions have helped us raise £184k to date. Whether it's a one-off gift, a monthly donation, or fundraising challenges like Toby's memorial bike ride, every effort makes a profound difference. Thanks also to my incredible fellow trustees and our volunteers. We've been able to keep our costs low, ensuring that funds go directly toward wheelchairs for children who need them most.

Looking ahead, we're committed to broadening our reach, and funding even more chairs. Wheelchairs are expensive, but the opportunities they unlock are priceless. We aim to keep building on our success and giving children the chance to participate fully in sports, school, and everyday adventures.

Thank you for your support. Together, we're making a real, tangible impact on the lives of disabled children and their families.

Sincerely,
Fleur Bryant
Chairwoman, Make Way Foundation



The difference we've made

By the end of 2024, we had approved grants for 31 wheelchairs, with 28 already delivered to deserving children and their families.

The demand is substantial and covers a wide range of circumstances. Every case demonstrates how critical mobility equipment is for children with disabilities. The ability to get around freely and independently is easy to take for granted, yet it's absolutely fundamental to a child's quality of life.

We are very grateful to the families who have allowed us to share these pictures.





The children we've helped range include a young girl, thankfully now cancer free, who was paralysed in the operation to remove a spinal tumour; a happy young child who sadly has a degenerative neurological condition; promising young wheelchair athletes with Team GB ambitions, and many more in-between.



Fundraising

We are deeply grateful to all our donors. Thanks to your generosity, the charity has got off to a strong start. That said, the number of children we see who need help keeps growing, so we aim to expand our fundraising each year to keep pace.

Initially, we raised money among our immediate network: family, friends, colleagues, and others close to the charity, enabling us to start making a difference right away. Over time, we've been able to extend our reach further.

We've had extraordinary support from individual donors. Whether you gave a little or a lot, once or monthly, it has all made a huge difference. We were particularly moved by our youngest donor, a seven year old who (with their parents' blessing!) contributed £10 from their savings. Every donation, large or small, is an incredible act of generosity. Thank you!

Toby, the child who inspired this charity, sadly died in 2024. His memorial bike ride: 300 miles in 3 days, from Guildford



We launched the charity by participating in the Superhero Tri in August 2023



to Plymouth, was a fantastic fundraiser, thank you to cyclists: Matthew, Neil, David, Chris, Paul, Richard, Vicky, Lee, and Henry.

We also want to thank Steph for her heroic London Marathon effort, and thanks to Anna, one of Toby's former classmates, for choosing Make Way as her charity when she was named Warlingham Village's May Queen in 2024. Thanks also to the Thorne family for the donations from Gill's funeral.

A number of organisations have helped us in various forms; thanks (alphabetically) to:

- Alix Partners Foundation: for a generous donation, plus invaluable pro bono help.
- Caterham School Parents' Association: for being a key supporter; we are proud to be one of the PA's chosen charities.
- CVC Foundation: for being a generous and ongoing contributor to our charity.
- Milltown Partners: for pro bono PR and communications advice, which has really helped us get the word out.
- Tadley Rugby Club: for choosing Make Way as their Presidents' Charity... and for the use of the club and changing rooms at the end of Day 1 of Toby's fundraising bike ride!

Even with this promising start, wheelchairs remain expensive, which means we need

to grow our fundraising each year so we can continue helping more children. We are always exploring new ways to raise funds, build partnerships, and encourage individuals and organisations to join us in our mission.



Meet the Trustees



Fleur Bryant is the chair and driving force behind Make Way's daily operations. She's the public face of the charity, as well as the one who raises funds, evaluates applications, and identifies deserving recipients. Having lost the ability to walk in adulthood, Fleur understands first-hand the freedom that a wheelchair can provide. She's also an avid wheelchair racer and believes passionately in the power of sport for disabled children.



Matthew Bryant, as Fleur's husband and Toby's father has personally witnessed how the right wheelchair can transform the life of someone with disabilities. He also has nearly two decades of experience in finance, which helps the charity with fundraising, financial oversight, and admin.



Lucy Jones is a founding trustee and long-time friend of the Bryants. A dietician and healthcare leader, she's passionate about helping people live their healthiest, happiest lives—something that aligns perfectly with Make Way's mission.



Sarah Sibley and Fleur first met through their shared passion of making boating accessible for everyone. Having spent most of her life surrounded by disability and seen first hand through family members how navigating through life with disabilities can be a challenge, Sarah later went on to combine her passion and life experience through working in the disability sport sector.

The Trustees receive no remuneration from the Charity and they and their families will never receive any benefits or grants from the charity, whatever the need.

How we operate

Our priority is building a personal connection with each recipient, taking time to chat by phone, and meeting in person wherever possible.

Approval of Grants

Our Grant Making Policy lays out our approval process in detail. We don't do a strict means test; we know someone's finances can be more nuanced than just a salary figure. However, we do make sure our help goes to those who genuinely need it. All grants are approved by trustees based on the child's circumstances, unmet needs, and considering other possible sources of funding, such as an NHS wheelchair voucher.

To avoid any misappropriation of funds, we always pay retailers directly, never the families.

Location

Make Way operates exclusively in the UK, granting funds for wheelchairs or other mobility equipment used by children. This includes both everyday and sports equipment.

Assessment and Fitting

We don't prescribe or fit wheelchairs, trained professionals handle that. While we might share insights from our own experience, we simply provide the funding, paying the wheelchair retailer directly for a product that's properly assessed to meet the child's needs. There are now a number of retailers whom we have worked with many times, and where it's appropriate geographically and for the child's needs, we will often signpost our recipients towards these trusted partners. Our ambassador, Richard Chiassaro, works at one of these partners and we are grateful to him for fitting a number of our chairs.

Regulatory

We're registered with the Charity Commission, number 1204116. Our Constitution and Grant Making Policy can be found at www.makewayfoundation.org.

Sustainability and Inclusion

Our focus is on inclusion. We support disabled children, have a majority-female trustee group, and a disabled chairwoman. By funding wheelchairs for those who can't otherwise afford them, we naturally serve a diverse community.

Our own environmental footprint is minimal, though manufacturing wheelchairs has an impact. Children grow quickly, and even the best-made chairs endure heavy daily wear. Still, we see scope for refurbishing chairs and giving them a second life. As we develop, we hope to launch a refurbishment and recycling scheme to help even more kids at lower cost—and with less waste.

Accounts for 2023



Did you know? Around 60,000 children in the UK use a wheelchair, that's about 1 in 260

Independent Examination

I report to the trustees on my examination of the accounts of the above charity ("the Foundation") for the period ended 31 December 2024

As the charity's trustees, 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 Foundation's accounts carried out under section 145 of the 2011 Act and in carrying out my examination, I have followed all the applicable Directions given by the Charity Commission under section 145(5)(b) of the Act.

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

- the accounting records were not kept in accordance with section 130 of the Charities Act; or
- the accounts did not accord with the accounting records; or
- the accounts did not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination.

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



Ben Thorne, FCA, DChA

Financial Statements

In accordance with Charity Commission regulations, the accounts are prepared by the Charity and reviewed by an Independent Examiner.

The accounts below relate to the charity's entire operating period since inception. For reference, the figures are also split between the first period in 2023 and the full year 2024. The charity's financial year end is December 31st.

All figures in GBP unless stated

Income statement	Since inception	2024	2023	Notes
<u>Donations</u>				
Donations	228,096	182,642	45,454	
Gift Aid	4,635	1,688	2,948	
Total income	232,732	184,330	48,402	2
Less: payment processing fees	(2,565)	(2,400)	(164)	
<u>Grants to children</u>				
Day chairs	(98,613)	(88,409)	(10,204)	
Sports chairs	(21,350)	(10,000)	(11,350)	
Adjustment to prior year grant accruals	1,831	1,831	-	
Total grants	(118,132)	(96,578)	(21,554)	3
<u>Operating expenses</u>				
General operating expenses	(3,478)	(2,953)	(525)	4
Operating surplus / (loss)	108,557	82,398	26,158	

Balance Sheet	Since inception	2024	2023	Notes
Tangible Fixed Assets	-	-	-	5
Cash	123,746	123,746	27,862	
Donations committed but not paid	-	-	12,023	2
Gift Aid debtor	825	825	2,948	
Provision for grants	(16,014)	(16,014)	(16,675)	3
Current assets less current liabilities	108,557	108,557	26,158	
Charitable Funds at period end, of which:	108,557	108,557	26,158	
- Unrestricted Funds	10,000	10,000	5,000	
- Designated for wheelchair purchases	88,557	88,557	16,158	
- Designated for operating expenses	10,000	10,000	5,000	

Cash Flow	Since inception	2024	2023	Notes
Operating surplus	108,557	82,398	26,158	
Plus: Increase in provision for Grants not paid	16,014	(661)	16,675	3
Less: Donations committed but not paid	(825)	14,146	(14,971)	2
Change in cash	123,746	95,883	27,862	
Cash balance at year start	27,862	27,862	-	
Change in cash	123,746	95,883	27,862	
Cash balance at period end	151,608	123,746	27,862	

Notes

1 Accounting principles

The Charity prepares its accounts on an accruals basis, rather than a receipts and payments basis. This is because the charity routinely agrees to fund expensive wheelchairs with a delay to the ordering and payment for those chairs.

The Charity records a provision for a Grant whenever the Grant is agreed and this has been communicated to the recipient

2 Provision for unpaid donations

A significant donation relating to the aggregate proceeds from a Christmas Charity Ball was agreed but not paid in cash as of the 31st December. There were no material unpaid donations as of December 2024

3 Grants made

Since inception of the charity, grants for 31 wheelchairs were agreed and approved by the trustees. Of these, 28 had been delivered to recipients as of the balance sheet date, and 27 had been paid for in full. The provision for unpaid grants represents the balance with either a known or in some cases an estimated final bill.

4 Operating expenses

The charity has no paid staff or any premises costs.

The operating expenses mainly relate to promotional materials, including branded clothing and sports kit for those participating in events to raise money for the charity. Also included are various costs for website, telephone, payment terminal hire to receive donations at events, etc. In addition, several other costs have been incurred by the Trustees on behalf of the charity. These have not been recharged to the charity.

Donations by the Bryants substantially exceed the operating costs shown in the accounts - more than 100% of external donor money has been used to fund wheelchairs.

5 Tangible Fixed assets

The Charity owns no Tangible Fixed Assets



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