identity ~ truth ~ purpose



# TRUSTEES' ANNUAL REPORT 1ST AUG 2022 - 31ST JULY 2023



Be Me Project has bridged the void that exists in providing support for some of the vulnerable students in our society.

Be Me celebrates the worth of every individual, strives to give selfesteem and encouragement to all the young people whose life it touches. I have watched my students grow, feel able to express themselves and own their individual successes, no matter how small.

A Head of Year



# CHALLENGES

- A continually growing need for mental health support for young people
- Schools have to meet both educational and wellbeing agendas, as well as tackle increasing non-attendance
- Time between identifying mental health concerns and getting external support is lengthening

# OUR RESPONSE

- Building a larger, more stable and well trained team
- Working closely with schools, giving detailed feedback and signposting, and with our courses often encouraging attendance
- Flexible adapting of our resources to changing needs, including neurodiversity
- Investing in the longer term sustainability of our organisation



# CHAIR'S REMARKS

It has been a tremendous privilege to be involved with Be Me Project these last nine years. Over that time we have seen Be Me Project grow not just numerically and financially, but also grow in terms of confidence, impact, and reputation. What started as a small group of girls in one school has now grown to 113 courses this year, impacting 540 young people, boys, girls and young women. Not only that, but the results, especially in our new post-covid world, have been wonderfully heartening, as we see young lives grow in confidence, armed with the tools to face the challenges of life. Be Me is now more widely known, not only in schools but also amongst other charities and organisations, and there is a growing interest in how and what we do.



Our team has grown too. From Lu on her own, we will have 4 employees in the coming year, 5 senior leaders, over 20 course leaders and helpers and several volunteers. The increase in funding, particularly the more longterm funding and grants, are enabling us to invest in people

and expand the payroll. Our back-up systems, safeguards and procedures are robust, and are reviewed vigorously to make sure we take care of those within Be Me, and those who Be Me take care of.

Be Me is ultimately about people. The care, compassion and love shown by our

carefully chosen leaders and helpers are the backbone to who we are, and it impacts those we work with who are struggling with life, to give them courage, hope and a future. We are in an increasingly strong position to continue that into the foreseeable future.

#### Alison Thomas, Chair





My daughter has been going to weekly sessions with Be Me and I want to say a massive thank you. She loved it. We feel her confidence and self esteem have got a lot better, the last few weeks.

**Parent** 

# OUR STORY

Be Me Project has grown significantly since it started in 2014 in one school in Dorking. In 2021-22 we ran 70 courses; in 2022-23 we expanded by 52% to 113 courses, working with 540 beneficiaries. We more than doubled our provision in Surrey, consolidated our previous year's growth in Cumbria and are establishing Kent as a viable hub. Our strategic plan is to consolidate to 2024-5 in terms of locations and number of courses. We will continue to focus on Surrey as the core hub, whilst supporting a satellite hub in Cumbria and courses in Kent.

Our courses are 'free of charge' for the host organisation and participants so that they can be accessed by vulnerable or disadvantaged members of the community. We will continue to ensure that a high proportion of our courses are in areas of social deprivation such as North Leatherhead, Goodwyns and Chart Downs in Dorking, and lower income areas of Tonbridge in Kent and Barrow in Cumbria.

We have a strong team in place, including experienced leaders who provide oversight and training to newer paid or voluntary workers.

Our programme is based on the following values:

- Inspiring people to believe they have identity, truth and purpose
- Respecting and accepting the unique worth and value of each individual
- Encouraging and building up each person
- Compassion and care
- Being real



We continue to receive excellent feedback from participants, parents of participants and schools, and from local councillors.

"Be Me Project is a brilliant charity that supports young people and women to build their confidence and self-esteem. They help people to recognise their self-worth and realise their full potential, whilst spreading positivity along the way. They provide a caring and compassionate environment, a safe space where everyone can be candid about the pressures they are facing, be themselves and be proud of who they are."

Joanna Killian, Chief Executive Leadership Office, Resources - surreycc.gov.uk





My son has come on leaps and bounds since taking part in Be Me project

**Parent** 



# HOW WE HELP

We run two different courses for groups and 1:1 sessions. The 'She Is' course is craft-based as well as discussional, and designed specifically for girls and young women. Who Am I? is a slightly shorter course that works well with either boys or girls, and over 20% of our provision is now for boys. In each course we try to ensure that the participants relate to each other, to help them get the best out of the sessions and to keep up long term encouraging friendships.

# OUR MISSION

Be Me Project exists to give young people a better start in life. It is based on a theory of change; the outputs from our courses are improved self esteem and confidence, and greater positivity in young people. As a result, they are able to better recognise and value their self worth, enjoy an improved educational experience, strengthen family/peer relationships, and ultimately they have a better start in life with improved mental wellbeing.

# OUR AIMS AND OBJECTIVES

Be Me Project uses its bespoke discussion-based courses to improve the mental wellbeing of vulnerable people in our community. Specifically, we aim to

- improve self esteem (like being the way I am, perceived wellbeing)
- improve confidence
- improve positivity (less negative thoughts, managing emotions, less anxiety, better resilience)

Participants complete an emotional barometer survey at the start and end of the course. This means we can measure change and impact of the course against the key outcomes. Improvements in these areas benefit beneficiaries in the short term by

- Helping them integrate better into the education system (or community)
- Build strategies for coping with difficult situations and identifying boundaries
- Build relationships with peers and family
- Signpost to further support or be a temporary aid before further professional support is available.

In the longer term the impact is an improved educational experience and more confident and able members of the community.

APPROX. 2
BENEFICIARIES PER
GROUP ARE REFERRED
WITH SPECIAL
EDUCATIONAL NEEDS
AND A HIGH
PROPORTION ARE
NEURODIVERSE



The advice was the best part, and feeling like I was actually listened to. I would recommend this course to other people who need to get stuff off their minds.

13 year old

**540** BENEFICIARIES 113 COURSES IN 13 SCHOOLS **4** COMMUNITY-BASED COURSES **65** COURSES IN SURREY 31 IN CUMBRIA **17** IN KENT

Be Me Project supports people struggling with depression, anxiety, low self-esteem, and vulnerable young women in the community struggling with their mental health.

Those who work with us have all experienced difficult times and can often empathise with our participants and not judge them.

Over the last year we have increased our focus on longer term follow up. We have always had individuals who go on to become course assistants, mentors or even help in our office, but we now actively seek to follow up all beneficiaries with the option of drop in sessions and a contact six months later on, along with providing them with some positive reminders on our social media platforms.





beme\_project

"I really enjoyed just feeling able to talk"

"I liked being able to relate to other students"

"It was nice knowing I am not the only one who feels these things..."

"I learned that I can be brave at any time"











Two years ago you allowed my daughter who was struggling in Y10 to be a mentor with a Y8 group. She still talks about Be Me two years on, how she found help, and how the younger girls when they are struggling still come to her, and she can help them. It dramatically changed her life, making her feel better about herself and more positive.

**Parent** 

# **IMPACT**

We are in our second year of impact data, and have some strong evidence of success. Participants are asked to rate themselves on various characteristics both at the start and the end of the course.



## PRE COURSE VIEWS:

- · Lack of self esteem
- Worries around achievements
- Worries about being judged by others
- Not good enough
- Angry and stressed

# POST COURSE VIEWS:

- I can be myself
- I have learnt to talk and be open
- We are all different
- · I have some coping strategies
- More confident in how to manage worries



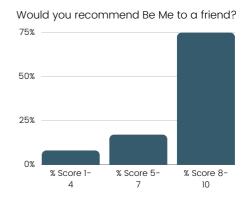
### RECONNECT

Our six month reconnect project is in its infancy but we have found that whilst wellbeing nowadays varies, most who chose to recontact say that their confidence has improved, and their self esteem and resilience. All would recommend Be Me to a friend.

Since April we have a new streamlined questionnaire that enables us to get faster, easier to read and actionable results. Early results from the first 100 responses show:

Three-quarters would definitely recommend

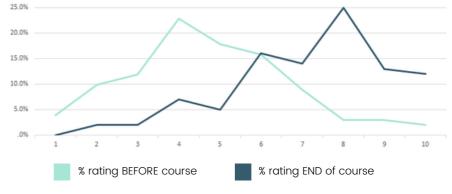
Be Me to a friend.



Rating of wellbeing was at an average of 4.8/10 pre course.

Post course, it rose to an average of 7.4/10 –

an increase of 50% on the starting average.



**Significant increase in most areas post course**, particularly in liking self, confidence and managing emotions.



# OTHER HIGHLIGHTS



# BE ME SUMMER FUNDRAISER

We have had lots of fundraising and awareness events; our biggest event was a June summer band night, which raised over £2,200. Lots of other people have been very creative and generous in how they have fund raised for us, including

 Cotswold Ultra Challenge 100k walk: 6 people raising over £3000



For the third year, Be Me Project was invited to have a stall at the Surrey Mental Health and Wellbeing Festival 'Mindfest'. We also spoke at the event about emotions to an audience of 100.

We spoke at a parents evening at one of our beneficiary schools, giving tips for young people's mental health.





# ST GEORGE'S NIGHT

We were invited to a lovely performance by Abi F Jones, local singer-songwriter, where we were the nominated charity and for which over £400 was raised.



## RADIO

Our CEO Lu, was interviewed live on UCB radio on the Ruth O'Reilly-Smith show about her life story and how and why she founded Be Me.

# BE ME CONFERENCE

We had our annual Be Me conference for the South East in July; Cumbria is in September. We celebrated what we have achieved in the year, learnt more about specialist areas including autism, worked on some course material improvements and had lunch together.

# LOCAL COUNCIL

In May, we were invited to lunch at Surrey County Council where we were awarded a certificate in recognition of Be Me outstanding contribution to Surrey and its residents.

We have also been networking with local councillors. We have enjoyed inviting them to our offices, and showcasing our work.



Thank you for the 'Who Am I' project sessions. They were really helpful and it was nice to just speak to some new people who understood where I was coming from.

**Participant** 



# AUTISM CHAMPION TRAINING



Lu Mason completed the 2022-24 programme delivered by Autism by Experience CIC. We are incorporating her learning into our courses.

# FUTURE STRATEGIC AIMS AND DEVELOPMENTS

- To build on our strong roots in the community, consolidate our existing partnerships and grow new partners within the regions we work in already.
- In particular, to be known throughout Surrey and Cumbria as a source of support for young people.
- Within all our regions, to grow our teams with more volunteers and course leaders.
- We will use the output of the new impact survey to get quicker results and analysis we can share with individual schools.
- To continue to develop our longer term support by recontacting participants and providing useful tools and reminders on social media.
- To invest in our team by employing key personnel as staff and building our training programme.

• To celebrate our ten year anniversary in 2024 in style!



The work that the Be Me project has delivered in our school has been transformational for many of our pupils, most of which were identified as vulnerable pupils who needed extra help and support to develop their self-esteem, confidence and social skills.

Deputy Head Teacher





# GOVERNANCE & LEADERS

Our Governance Plan sets out how we as a charity are governed and considers the requirements and guidance laid down by the Charity Commission and Companies House where applicable.

The charity takes care to organise and control its affairs reasonably, responsibly and effectively with adequate risk management systems.

The Governance Team will work with the staff, volunteers and supporters to ensure the best implementation of the charity's objectives and purposes for the benefit of all participants of Be Me Project and those with whom we are associated.

Trustees are appointed solely by existing trustees (having considered the views of the CEO), subject to a minimum 75% agreement of the Trustees.

All Trustees are interviewed, referenced and DBS checked.

# RESPONSIBLITY OF TRUSTEES FOR FINANCIAL STATEMENT

The Trustees are responsible for preparing the report and the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice. Charity law in England and Wales requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Charity and of the incoming resources and application of resources of the Charity for that period.

In preparing those financial statements, the Trustees are required to:

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- select suitable accounting policies and apply them consistently;
- observe the methods and principles of the Charities SORP;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the activities of the Charity will continue.

The Trustees are responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the financial position of the Charity and enables them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the governing document.

The Trustees 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. The Trustees are responsible for the maintenance and integrity of the Charity and financial information included in the Charity's website.

The report of the Trustees was approved by the Trustees on 21st November 2023 and signed on its behalf by:

Alison Thomas Trustee

# KEY INFORMATION FROM OUR FINANCIAL REPORTS YEAR TO 31ST JULY 2022

### **Risk Management**

The Trustees acknowledge that they have a responsibility for the identification and proper management of risks faced by the Charity in achieving its primary aims. The Trustees have therefore assessed the major risks to which the Charity is exposed, in particular those relating to the specific operational areas of the Charity, its investments and its finances. The Trustees believe that, by monitoring reserve levels, by ensuring that controls exist over key financial systems, and by examining the operational risks faced by the Charity, they have established effective systems and procedures to mitigate those risks.

In the last year, we have conducted a full risk assessment and revised our policy, and have initiated a business continuity plan.

#### **Financial Review**

Funding for the Charity comes primarily from donations from charitable trusts and individuals.

### **Financial Activity and Financial Position**

The Charity has had a very good year financially and has met its ambitious goals in terms of the numbers of those it has helped. It has also been successful in terms of grants received, financial management and the continued building of awareness of our work. We have been delighted to be in receipt of a wide range of generous grants this year, which include several that are multi-year, enabling us to build our sustainability. These include a five-year scale-up fund from Surrey Community Foundation, and three-year grants from Benefact Trust, Frances Scott, St Faiths Trust and Cumbria Community Foundation.

#### **Reserves Policy**

The Trustees have examined the requirements for free reserves, in other words those unrestricted funds not invested in tangible fixed assets. The Trustees consider that, given the nature of the Charity's work, free reserves should be equivalent to approximately 3 months' budgeted routine expenditure, plus committed future expenditure on other projects, where funds permit. The Trustees are of the opinion that this provides sufficient flexibility to cover temporary shortfalls in incoming resources and will allow the Charity to cope and respond to unforeseen emergencies whilst specific action plans are implemented. At 31 July 2023 the Charity had net free reserves of £xs follows:

Total	reserve	S
Less: f	ixed asset	:s
I	octuieted.	nacem.

Less: restricted reserves

Free reserves requirement:

3 months' budgeted routine expenditure

2023 £	2022 £
1 <b>58,137</b> 1,680 (93,722)	(1,050) (99,391)
66,095	53,776
21,000	21,000

# Report of the Independent Examiner to the Trustees of Be Me Project

I report on the accounts of the Be Me Project for the year ended 31 July 2023,

This report is made solely to the Trustees in accordance with section 145 of the Charities Act 2011 ("the Act"). My independent examination has been undertaken so that I might state to the 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 the law, I do not accept responsibility to anyone other than the Charity and the Trustees for my independent examination, for this report, or the opinions I have formed.

#### Respective responsibilities of Trustees and examiner

The Trustees consider that an audit is not required for this year (under section 144(2) of the Act) and that an independent examination is needed.

It is my responsibility to:

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

#### Basis of independent examiner's statement

My examination was carried out in accordance with General Directions given by the Charity Commissioners. An examination includes a review of the accounting records kept by the Charity and a 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 the Trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit, and consequently I do not express an audit opinion on the accounts.

#### Independent examiner's statement

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:

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

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

John Helm ACA

21 November 2023

# Statement of Financial Activities For the year ended 31 July 2023

	Note	Unrestricted Funds 2023 £	Restricted Funds 2023	Total 2023 £	Unrestricted Funds 2022 £	Restricted Funds 2022 £	Total 2022 £
Income from:	2						
Donations and legacies		39,419	137,273	176,692	28,334	142,788	171,122
Income Trading		178	-	178	430	-	430
Investments		91		91	1		
Total Income		39,688	137,273	176,961	28,765	142,788	171,553
Expenditure on:	3						
Raising funds		827	20,988	21,815	652	3,084	3,736
Charitable activities		29,272	121,954	151,226	(1,172)	98,005	96,833
Total Expenditure		30,099	142,942	173,041	(520)	101,089	100,569
Net income/(expenditure) before tax		9,589	(5,669)	3,920	29,285	41,699	70,984
Tax payable	4						
Net income/(expenditure) after tax		9,589	(5,669)	3,920	29,285	41,699	70,984
Transfers between funds Other recognised gains and losses		- -		-	-		- 
Net movement in funds		9,589	(5,669)	3,920	29,285	41,699	70,984
Total funds brought forward	d	54,826	99,391	154,217	25,541	57,692	83,233
Total funds carried forward		64,415	93,722	158,137	54,826	99,391	154,217

# Balance Sheet As at 31 July 2023

Fined Access	Note	Unrestricted Funds 2023 £	Restricted Funds 2023 £	Total Funds 2023 £	Total Funds 2022 £
Fixed Assets Tangible Assets	6	1,680		1,680	1,050
Taligible Assets	0	1,000			1,030
		1,680	0	1,680	1,050
Current Assets					
Stock		6,298	-	6,298	7,663
Debtors	7	1,620	-	1,620	7,098
Cash at Bank and in Hand		57,119	93,722	150,841	140,186
		65,037	93,722	158,759	154,947
Creditors - Amounts Falling Due Within One Year	8	2,302		2,302	1,780
Net Current Assets		62,735	93,722	156,457	153,167
Net Assets		64,415	93,722	158,137	154,217
Represented By:					
Unrestricted Income Funds	9	64,415	-	64,415	54,826
Restricted Income Funds			93,722	93,722	99,391
Total Funds		64,415	93,722	158,137	<u>154,217</u>

These financial statements were approved by the Trustees on 21st November 2023 and signed on their behalf by:

Alison Thomas

Trustee

Company Registration Number: 7548705

# Notes to the Financial Statements For the year ended 31 July 2023

### I. Accounting Policies

The principal accounting policies adopted, judgements and key sources of estimation uncertainty in the preparation of the financial statements are as follows:

#### **Basis of accounting**

The financial statements have been prepared under the Charities Act 2011, the Companies Act 2006 and in accordance with the Charities Statement of Recommended Practice (Charities SORP (FRS 102)) and Financial Reporting Standard 102 (FRS 102). The financial statements are drawn up on the historical cost basis of accounting.

The Charity meets the definition of a public benefit entity under FRS 102.

#### **Going Concern**

There are no material uncertainties about the charity's ability to continue as a going concern and accordingly the accounts have been drawn up on a going concern basis.

#### Income recognition

Voluntary income and donations (including legacies) are accounted for once the Charity has entitlement to the income, it is probable the income will be received and the amount of income receivable can be reliably measured. Income from the recovery of tax on gift aided donations is accounted for in the period to which the relevant donation is received. Grant income is recognised on a receivable basis.

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the Charity; this is normally upon notification of the interest paid or payable by the bank.

#### **Expenditure recognition**

Expenditure is accrued as soon as a liability is considered probable, and the amount of obligation can be measured reliably. Longer term liabilities are discounted to present value. The Charity is not registered for VAT and accordingly expenditure includes VAT where appropriate.

Expenditure included in Raising Funds includes amounts incurred in obtaining grants and other donations.

Charitable expenditure includes those costs in fulfilling the Charity's principal objects, as outlined in the Report of the Trustees. Charitable expenditure includes governance costs and an apportionment of support costs. Governance costs comprise all costs involving the public accountability of the Charity and its compliance with regulation and good practice. These costs include costs related to the independent examination and legal fees.

#### Stock

Stock is valued at the lower of cost and net realisable value.

#### Debtors

Debtors are included at the settlement amount due. Prepayments are valued at the amount prepaid.

#### 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 opening of the deposit.

#### Creditors and provisions

Creditors and provisions are recognised where the charity has a present obligation arising from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are recognised at their settlement amount.

# Notes to the Financial Statements For the year ended 31 July 2023

### I. Accounting Policies (continued)

#### **Fund accounting**

The funds held by the charity are either:

- Unrestricted general funds these are funds which can be used in accordance with the charitable objects at the discretion of the Trustees.
- Restricted funds these are funds that 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.

#### 2. Income

2. Income	Unrestricted Funds 2023 £	Restricted Funds 2023	Total 2023 £	Total 2022 £
Donations & legacies				
Donations	35,742	5,156	40,898	49,977
Gift Aid tax reclaimed	3,677	-	3,677	8,010
Grants		132,117	132,117	114,048
	39,419	137,273	176,692	172,035
Other trading	170		170	420
Sale of merchandise	178	-	178	430
Investments				
Bank Interest	91		91	
	39,688	137,273	176,961	172,465

In 2022 the Charity received a grant of £38,363 (2023: £nil) from Surrey Better Care, a local authority funded scheme.

### 3. Expenditure

#### 3a. Expenditure on Raising Funds

	Unrestricted 2023 £	Restricted 2023	Total 2023 £	Total 2022 £
Fundraising	827	20,988	21,815	3,736

# Notes to the Financial Statements For the year ended 31 July 2023

# 3. Expenditure (continued)

### 3b. Expenditure on Charitable activities

	Unrestricted	Restricted	Total	Total
	2023	2023	2023	2022
	£	£	£	£
Direct course expenditure Support costs	3,230	89,113	92,343	53,471
	24,884	32,841	57,725	42,440
Governance costs		121,954	1,158 151,226	922 96,833

#### 3c. Staff Costs

Included within Expenditure on Raising Funds and Expenditure on Charitable Activities are the following staff costs:	£	£
Gross salaries Social security costs Pension contributions	32,430 - 674	23,015 - 526
Tension contributions	33,104	23,541
Of which: gross salaries and benefits paid to Key Management Personnel:	31,390	22,489

2023

2022

The average number of employees during the year:	Number	Number
Full time workers Part time workers	2	2

No employee received payments in excess of £60,000 during the year. Trustees are not paid a salary or expenses.

## 4. Net income/(expenditure)

Net income/(expenditure) is stated after charging:

	Uni	restricted 2023 £	Restricted 2023 £	Total 2023 £	Total 2022 £
Depreciation Independent examination fee Other fees charged by independent		854 1,158	-	854 1,158	882 870
examiner	-				I,554

# Notes to the Financial Statements For the year ended 31 July 2023

### 5. Taxation

As a charity, Be Me Project is exempt from tax on income and gains falling within the provisions of the Corporation Taxes Act 2010 or the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objects. No tax charges have arisen on the Charity.

6. Tangible Fixed Assets	Computer Equipment	
Cost	£	
At I August 2022	1,932	
Additions Disposals	1,484 -	
At 31 July 2023	3,416	
Depreciation		
At I August 2022	882	
Charge for Year Disposals	854 -	
At 31 July 2023	1,736	
Net Book Value		
At 31 August 2023	1,680	
At 31 August 2022	1,050	
7. Debtors		
	2023	2022
	£	£
Gift Aid tax receivable	1,620	7,097
Accrued income	<u> </u>	
	1,620	7,097
8. Creditors - Amounts Falling Due Within One Year		
-	2002	2022
	2023 £	2022 £
Accruals	1,392	1,155
Other creditors	910	625
	2,302	1,780

# Notes to the Financial Statements For the year ended 31 July 2023

9. Restricted Funds					
9a Current year	At I August 2022 £	Income £	Expenditure £	Transfers £	At 31 July 2023 £
Course costs Core costs Income development/fundraising Management salaries Hub administration	57,858 0 28,650 11,860 1,023 99,391	86,119 16,747 1,000 13,175 20,232 137,273	(78,336) (13,169) (20,913) (20,345) (10,179) (142,942)		65,641 3,578 8,737 4,690 11,076 <b>93,722</b>
9b Prior year	At I August 2021 £	Income £	Expenditure £	Transfers £	At 31 July 2022 £
Course Costs Core Costs Income development/fundraising Management salaries Hub administration	47,537 734 3,600 5,821 - 57,692	64,154 15,556 28,000 28,790 6,288 142,788	(53,833) (16,290) (2,950) (22,751) (5,265) (101,089)	- - - - - 0	57,858 0 28,650 11,860 1,023 99,391

Descriptions of the restricted funds are as follows:

Course costs – funds raised for Surrey, Cumbria, Kent and Brighton to run courses.

Core costs - funds raised for central coordination and administration.

**Income development/fundraising** - funds raised to assist with the raising of income, including for consultancy hours for an Income Development Manager.

Management salaries - funds raised for salaries for the CEO and COO.

Hub administration - funds raised for the local administration of courses and building of schools' relationships

### 10. Related Party Transactions

The aggregate unrestricted donations made by Trustees to the Charity were £8,928 (2022: £6,300).