



GOSPEL WORKERS FOR LOCAL CHURCHES

Annual Report for Nine Thirty Eight ('9:38')

For the year 1st January to 31st December 2019

The board of trustees are pleased to present their annual report and financial statements of the charitable trust for the year ended 31 December 2019. This report is prepared in accordance with the requirements of the Charity Commissions set for Receipts and Payments accounts.

Nine Thirty Eight is a charitable trust (number 109288) and is also known as 9:38. The charitable trust is constituted and governed by a trust deed dated 30 January 2002. The method of appointing new Trustees is by a decision of the Trustees under the terms of the charities governing document. Potential candidates are considered with regard to the need to maintain a balance of skills and backgrounds

The registered address of the charity is 78 Ashburn Road, Stockport SK4 2PU

Aim of 9:38

9:38 exists to serve local churches as they seek to raise up the next generation of gospel workers. It runs an annual residential conference & seeks to catalyse regional conferences where Christians can think through how best to maximise their gospel ministry and to consider full or part-time gospel work. 9:38 also helps churches to set up ministry trainee schemes and promotes such vacancies online.

Membership

The following served as trustees:

Richard Coekin (current chair)

Mark O'Donoghue (resigned 4 September 2020)

Vaughan Roberts (resigned 30 January 2019)

Clayton Fopp (appointed by resolution 24 November 2020)

Elizabeth Smallwood (appointed by resolution 24 November 2020)

In addition to the above, the following served as members of the Executive Committee in 2019:

Nigel Styles

Danny Rurlander

Carrie Sandom

Daniel Strange

Andrew Nicholls

During 2019, the following were employed by 9:38:

Director – Andy Harker

Administrator – Fran Kirby

Objectives and Public Benefit

In setting our strategic objectives and planning our activities our Trustees and Executive Committee have given careful consideration to the Charity Commission's public benefit guidance.

Our objectives for 2019 were to:

- Refresh the 9:38 vision so that it best serves and fits the contemporary UK context;
- Envision pastors for the task of seeking out and nurturing potential gospel workers;
- Widen the range of people considering full-time gospel ministry – with particular attention to class, ethnicity, age and geography;
- Widen understanding of the range of full-time gospel worker roles;
- Widen the geographical reach of the 9:38 vision – especially into East Anglia and Wales.

At our Ministry Trainee Conference in 2019, 91 ministry trainees were served by quality training in how best to invest their lives for the glory of Christ and the good of others. 9:38 also promoted 78 ministry positions in a diverse range of

local churches across England and Wales – each of these positions representing an opportunity to serve hundreds of children, youth and adults through Bible teaching and practical ministries. 54 of the ministry positions promoted were in ministry training schemes.

Review of the Year

Conferences

The Ministry Trainee Conference

We started the year with a record 92 trainees and 19 leaders gathering at the Ministry Trainee Conference at High Leigh Conference Centre. The main talks from Richard Coekin took us through the book of Jonah – the ‘reluctant evangelist.’ Andrew Sach showed us from 1 Peter how the fear of the Lord is essential in evangelism and the practice talk sessions for trainees were useful times to sharpen their evangelistic preaching.

Some of the feedback:

- “Encouraged to see the heart of our Saviour God for the lost and to pray that I might also have that same compassion and heart to reach them. Encouraged to think about my future plans in line with the desire to share Christ everywhere.”
- “Challenged to have a gut-wrenching compassion for the lost and to be a holy evangelist in all that I do. Encouraged by being around so many like-minded people in a similar position who get the joys and struggles.”
- “Challenged me to better seek to preach the content of the passage, in its organic structure, by revealing what is in the text in an engageable way - rather than just academic.”
- “This year has been a much improved experience as a female leader and I trust the same is true for the female ministry apprentices. It was good to hear from Carrie and Vic in the gender specific session and see them lead sessions. It was also good to have Claudia and Mel giving examples of ministry opportunities for women (in overseas mission and in youth and children's ministry).”
- “Great way to begin a new term thinking about the great news of the Gospel that we have to share with those around us.”
- “Encouraged me to be fired up for evangelism over the coming year. Renewed vigour for year ahead.”
- “It’s challenged me to be bold in my evangelism, sharing God’s concern for the lost in being a holy evangelist. It’s also helped me to think about what to do in regards to full-time ministry or a secular job through the Q and A along with conversations.”
- “All the leaders were really helpful and keen to chat and answer any questions, even out of main session times. Practice talk groups were very helpful - the small size made it really beneficial for getting individual feedback. The main talks were challenging, but in a realistic way and definitely made me think really practically about how I can improve my evangelism, as well as how I can encourage my church and those in my ministry area to think about their evangelism too.”

We are extremely grateful to the leaders who joined us and shared their wisdom and ministry experience with the trainees, and also to the churches and organisations supporting us, whether financially, in prayer or by releasing a member of staff to serve for the three days.

Encouraging local initiatives

We made the decision that 9:38 would not run regional events for students and workers in 2019. This was not about neglecting the regions. The Director visited the Midlands Gospel Partnership and the North West Gospel Partnership as well as meeting with pastors and leaders in Exeter, Cardiff, Beeston, Birmingham, Manchester, Nottingham, Newcastle, Cambridge, Kent and London. It was encouraging to see a number of locally-owned mobilisation initiatives arise out of this:

- In March, June and October, different local churches or clusters of churches gathered 10-15 people for ‘9:38 evenings’, ‘teas’ or seminar sessions at which the 9:38 Director contributed. These times were well-received and good examples of the sort of small-scale church-based events we would love to see multiply all over the country.
- After conversations with Mike Kendall, Josh Monteiro and Alex Weston toward the end of 2018, East Anglia Gospel Partnership decided to organise a 9:38 event which took place on 26 October 2019. This was entirely locally resourced and run. 39 attended - the majority from St Andrew the Great, Eden and Christ Church Cambridge but two other churches outside Cambridge were also involved. Ministry training opportunities were advertised. Ray Evans was the main speaker. Feedback was received that it was a very worthwhile morning with lots of helpful 1-to-1 conversations and there is appetite to make it an annual event.

- Similarly, St Ebbe's Oxford, St Helen's Bishopsgate and Christ Church Kensington worked together to put on a London-based event on 23 November with 30 students from 4 churches.

Advertising, Conventions, Resources and Social Media

Advertising and Conventions

In collaboration with Nicholas Franks Digital, 9:38 produced a 90-second film to raise awareness of 9:38, to encourage people to maximise their gospel ministry and particularly to introduce the thrust of the refreshed vision and repackaged New Year conference - Maximise. This film was shown at Word Alive in April, on 10 of those bookstalls across the country and at the Evangelical Ministry Assembly in June where it coincided with the launch of the Maximise conference and opening of bookings. 9:38 staff attended EMA and the 9:38 Director also attended Revive (the residential gathering of the Co-Mission churches). At the latter we placed an advert in the conference handbook. The 9:38 Administrator ran a stand at the Evangelism Conference in Manchester in October (which was a valuable opportunity to reconnect with northern church leaders and to plug the Maximise Conference) and in November we placed an advert in the FIEC Leaders Conference handbook.

We sent out three mini-newsletters in 2019. The January newsletter included a report about the Ministry Trainee Conference and requested prayer for the upcoming Vision Day; the June one coincided with the launch of the Maximise Conference and invited recipients to attend (as well as to pray for it); the November one gave further details about Maximise as well as encouraging recipients to pray for the conference (and to sign up before the deadline!) All three mini-newsletters included links to recent blog posts and were produced internally.

Resources

We published 18 blog posts in 2019. Four of these were old blog posts discovered in the archives which were lightly edited to make them as contemporary as possible; the remainder were new contributions from 9:38 staff and trustees as well as from church leaders from around the country. A number of blog posts were one-offs related to the general mission and aims of 9:38. There were also two broad series. One aimed to highlight the blessing and challenges of doing gospel ministry in places or churches which sometimes seem less desirable. The other (the "both-and" series) aimed to help readers to hold two important things in tension. All of our blog posts are accessible directly through the 9:38 website and are also advertised on Facebook, Twitter and Instagram.

Social Media

Along with continuing to use Facebook and Twitter, 9:38 also started an Instagram account in 2019. This has gained an average of 21 new followers each month it's been opened. Whilst the Instagram account isn't yet able to compete with the Twitter or Facebook accounts in terms of impressions or followers (as of December 2019, 886 followers on Twitter and 1311 on Facebook), it is noticeable that Instagram's monthly average engagement per post (6.4) is higher than Facebook's (5.3) and considerably higher than Twitter's (1.7). Its average monthly accumulation of followers is also higher (21 versus 7.4 for Facebook and 5.8 for Twitter), though we expect this will plateau in due course.

Director's Report

Refreshing the vision

At the end of January, members of the 9:38 board met for a day of refreshing the 9:38 vision and mission. Vaughan Roberts explained the background to the founding of 9:38, the original 'millennial vision', and progress made over the last 25 years. We then spent some time thinking where 9:38 might fit into the changed landscape of gospel ministry in the UK, taking everything apart and attempting (prayerfully) to put it back together again. What came out of that time together was the refreshed mission and vision, refocused around serving churches in their task of raising up gospel workers.

Maximise

In relation to strategy, a significant decision at the Vision Refresh was that we would step back from running regional conferences for students and workers and instead to focus our conference energies on one flagship New Year conference – Maximise. This national annual conference, an expansion of the long-running and successful Ministry Trainee Conference, is designed to be a resource to churches, encouraging, envisioning and equipping people to maximise their gospel ministry through seminars, small groups and excellent expository teaching presenting the great gospel realities. It is composed of three streams:

1. Ministry Trainees – this will continue to be the largest stream – encouraging and sharpening trainees – continuing to offer them the same great conference experience that gives them a boost in New Year, but with an increased awareness that these trainees are often at the crossroads of decision regarding the future and that

this is a strategic time in their lives to present again the 9:38 challenge (What is it that I could do, as the person I am and with the gifts that God has given me, that would most bring glory to God through the spread of the gospel?).

2. Delegates – students and workers – a new stream at the conference for anyone thinking through their future – giving them a clear vision for gospel ministry. These delegates share in main plenary sessions with the trainees and are able to mingle with them but also have targeted sessions thinking through Word ministry.
3. Trainers – in addition to the significant number of church leaders who come as conference leaders, we are also inviting others who are involved in training, mentoring and nurturing gospel workers to attend the conference for ‘Training Masterclasses’ equipping us as trainers. The prayerful intention is that over time we will be raising the temperature, raising the bar and facilitating a sense of network among those with a common passion for raising up gospel workers.

A large amount of our work in 2019 was preparing for this expanded conference and seeking to widen the number of churches engaged. However, this was not the only work in 2019...

Catalysing

We are increasingly realising that 9:38 has a significant role as a catalyst in the national work of raising up gospel workers for the Lord’s harvest field. Admittedly the idea of being a ‘catalyst’ can be rather nebulous. In contrast, we want to see a tangible increase in efforts to raise up workers and in the number and diversity of those workers being trained and sent out into the harvest field. So let’s be clear exactly what we mean by a catalyst and exactly what that means in practice:

Catalyst: “Something added, in relatively small quantities, to help increase the rate of reaction by lowering the activation energy required.”

- Something added – The catalyst is not the base substance, nor the reaction, nor the output. 9:38 is not seeking to supplant the local church which has the biblical mandate for raising up and sending out gospel workers. 9:38 is not seeking to be the engine or the control hub. Rather it is coming alongside local churches to serve them in their work.
- In relatively small quantities – Although the vision is as huge as the Lord’s harvest field, 9:38 is a very small, lean operation (two part-time employees) with a defined range of activities and has no ambitions to be a large para-church organisation.
- To help increase the rate of reaction – This recognises that there is a ‘reaction’ going on. The Lord’s Church is raising up workers and there is much wonderful training, mentoring and nurturing happening up and down the country. 9:38 simply seeks to increase the rate of gospel workers being raised up.
- By lowering the activation energy required – Raising up gospel workers is very hard work. The energy required to set up a ministry training programme is high. There are then a lot of barriers at the recruitment stage. 9:38 seeks to provide resources, services and connections which make raising up workers just a little bit easier.

So how are we seeking to be a catalyst? What does this mean in practice? What are we providing to churches? Four catalytic inputs:

1. Maximise Conference – annual national residential conference where ministry trainees are inspired and equipped to maximise their gospel ministry; students and workers are given the opportunity to consider full or part-time gospel work; and trainers are encouraged and sharpened in raising up others.
2. Resources – online articles and print resources sharing good practice, raising the profile of training and stimulating healthy thinking about gospel ministry.
3. Consultancy for churches and gospel partnerships looking to set up ministry training programmes or events mobilising people for training and gospel work.
4. Promotion of ministry vacancies and training opportunities through an online search engine, online advertising and social media.

Already, this catalysing work is bearing some fruit. In 2019 the 9:38 Director had over 30 meetings with pastors and leaders across the country in a variety of ministry contexts and 9:38 had 16 requests for advice on setting up Ministry training programmes, especially finances. Out of this has come a) the local mobilisation initiatives mentioned earlier in this report, b) an increase in ministry posts being advertised, c) an increase in the number of different churches signing up for the New Year conference and d) an appreciation of 9:38’s expertise in the area of ministry training schemes.

We pray that in the coming year, through a new website, new resources for pastors and new conversations with gospel partnerships, by God’s grace we would be able to increase our potency and reach as a helpful catalyst to the work of raising up gospel workers across the UK.

Finances & Reserves

Conferences

In 2019, 9:38 received approximately £15,000 in conference income. The vast majority of this (approx. £14,200) came from tickets for the 2020 Maximise Conference; approx. £700 constituted payments for tickets for the regional conferences in autumn 2018. The remainder (approximately £100) came from advertising income generated by Maximise's conference handbook.

9:38 spent approximately £19,700 on conferences in 2019. This includes payment for four separate conferences or groups of conferences. Approximately £2,400 went towards Maximise 2020; £2800 constituted the deposit for High Leigh for Maximise 2021; £14,300 was for the 2019 Ministry Trainee Conference. The remainder (approx. £200) was for remaining expenses from the regional conferences in autumn 2018. The bulk of expenditure (approx. £18,400) for the residential conferences was incurred by venue costs. The remaining large expenses were advertising (approx. £350), the CCLI license (approx. £200, which covered both the 2019 Ministry Trainee Conference and the 2020 Maximise Conference) and the conference handbook (approximately £200).

This obviously leaves a sizable deficit (approx. £4700) on conference finances. Well over half (approx. £2800) springs from an early booking for the 2021 Maximise Conference, which meant that 9:38 paid two deposit payments in one calendar year. This is not going to be an annual occurrence.

The remainder comes from not reaching the balance of delegates and leaders which had been allowed for in the budget for the 2020 Maximise Conference. The original budget for the conference was for 140 attendees; the final total was 142. However, we were significantly down on ministry trainees attending on full-price tickets (81 as opposed to the 98 for which we had budgeted – 10 trainees came on concession tickets) and had fewer contributing residential leaders (7 rather than 15) and far more non-contributing residential leaders (18 rather than 7) than we had budgeted for. Whilst it is not quite so simple as to say that we would certainly have reached the budgeted amount (an additional £1800) for Maximise 2020 if we *had* had the expected numbers of trainees with full-price tickets (because, depending on the gender ratio, we may well have needed more leaders in order to facilitate those numbers), it certainly made a very significant difference.

A smaller, but nonetheless substantial, difference would have been made if more leaders had been able to contribute. If an extra 8 leaders had been able to contribute (on average) £95, it would have added an additional £475 to the conference income. However, 9:38 is very conscious that leaders (and their sending churches/organisations) already make a significant sacrifice to enable them to attend and we are extremely grateful for that. We also know that many are not in a position to contribute financially and we do not want financial cost to be a barrier to their attending.

These two points are feeding into an ongoing conversation about fundraising and ticket prices for Maximise 2021. We do hope that, in time, the conference will become self-supporting (as the Ministry Trainee Conference was). 9:38 also hopes that, with conference bookings set to open in early April 2020 (2.5 months earlier than for Maximise 2020 – which will allow us to do far more advertising during the (usually quieter) summer term) we will be able to increase churches' awareness of the conference and therefore increase our delegate numbers.

Donations

9:38 was very grateful to receive approximately £32,900 in donations in 2019.

Of this, £20,400 was unrestricted. Approximately £15,000 came from individuals, £4,500 from churches and £900 from Gift Aid. 9:38 is currently supported by 18 individuals who give smaller amounts (ranging from £5 to £50) monthly and by 3 individuals who give larger amounts (ranging from £1000 to £7500) annually. We are also supported by 4 churches, all of whom are long-standing givers to 9:38.

The remainder was restricted for the Director's salary: £10,000 from two trusts, and £2,500 in Gift Aid (attached to an individual's restricted gift from 2018).

One of 9:38's priorities for 2020 is to work to increase our base of regular financial supporters, particularly among churches who are keen to invest in developing the next generation of gospel workers.

Reserves

In the Trustees' view, 9:38 reserves should provide us with adequate financial stability and the means for it to meet its objectives for the foreseeable future. The trustees propose to maintain the charity's reserves at a level which is at least equivalent to six months' operational costs (approximately £30,000) and have done so having regards to the manner of operation of 9:38 and its likely funding streams.

Our cash in hand at the end of 2019 totalled £80,131.82. Of this, £30,000 is 9:38's reserves fund. Approximately £28,000 is restricted funds for the appointment of the Director and approximately £15,000 is owed for venue costs for the Maximise 2020 Conference.

The Trustees will continue to review the amount of reserves, on an annual basis, to ensure that they are adequate to fulfil 9:38's continuing obligations. The Trustees will also have particular regard for our manner of operation, as well as for current and potential funding streams. Trustees are confident that there are no material uncertainties about the charity's ability to continue as a going concern. The Trustees are therefore satisfied that it remains appropriate to prepare the financial statements on the going concern basis.

Trustees Responsibilities

The trustees are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the charity and to enable them to ensure that the accounts comply with the *Charities Act* 2011, and the provisions of the trust deed. 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.'

Signed by a Trustee:



Print: *CLAYTON FOPP*

Date: 03/02/21

9:38 Contact Details

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Independent examiner's report to the trustees of Nine Thirty Eight 9:38

I report to the trustees on my examination of the accounts of Nine Thirty Eight 9:38 for the year ended 31 December 2019 which is set out on page 8.

This report is made solely to the charity's trustees, as a body, in accordance with section 154 of the Charities Act 2011. My independent examiner's 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, the charity's members as a body and the charity's trustees as a body for my independent examiner's work, for this report, or for the opinions I have formed.

Responsibilities and basis of report

As the charity trustees of the Trust you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the Act').

I report in respect of my examination of the Trust's accounts carried out under section 145 of the 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.

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:

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

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.



James Robinson ACA
21 Melrose Gardens
KT3 3HQ

Date: 12/02/2021



GOSPEL WORKERS FOR LOCAL CHURCHES

Receipts and Payments for the year 1st January to 31st December 2019

Receipts (income)	Unrestricted 2019	Restricted 2019	Total 2019	Total 2018
Conferences	£ 14,986.79	£ -	£ 14,986.79	£ 21,249.81
Donations	£ 20,417.52	£ 12,500.00	£ 32,917.52	£ 43,650.89
Sundry/advertising income	£ 12,676.01	£ -	£ 12,676.01	£ 6,983.87
Total Income:	£ 48,080.32	£ 12,500.00	£ 60,580.32	£ 71,884.57
Payments (expenses)				
Printing and postage	£ 164.72	£ -	£ 164.72	£ 385.95
Office Costs (Phone, stationery, website)	£ 216.03	£ -	£ 216.03	£ 1,541.93
Conferences	£ 19,734.10	£ -	£ 19,734.10	£ 13,504.23
Travel	£ 827.53	£ -	£ 827.53	£ 1,096.46
Sundry Expenses (Other)	£ 684.75	£ -	£ 684.75	£ 691.37
HR	£ 11,021.62	£ 20,046.01	£ 31,067.63	£ 23,758.38
Advertising and exhibiting	£ 2,659.65	£ -	£ 2,659.65	£ 902.65
Total Expenditure:	£ 35,308.40	£ 20,046.01	£ 55,354.41	£ 41,880.97
Surplus / (Deficit)	£ 12,771.92	-£ 7,546.01	£ 5,225.91	£ 30,003.60
<i>Funds Brought Forward from 2018</i>	<i>£ 36,160.81</i>	<i>£ 38,745.10</i>	<i>£ 74,905.91</i>	
<i>Funds at 31 December 2019</i>	£ 48,932.73	£ 31,199.09	£ 80,131.82	

Statement of assets and liabilities at the end of the period

Assets	Unrestricted 2019	Restricted 2019	Total 2019	Total 2018
Cash funds	£ 48,932.73	£ 31,199.09	£ 80,131.82	£ 74,905.91

Approved by the Board of Trustees on:

03/02/2021

and signed on its behalf by

Print name: CLAYTON FOPP

Date: 03/02/2021