

**SCHOOLS NORTHEAST**  
**A company limited by guarantee**

**REPORT AND FINANCIAL STATEMENTS**  
**For the year ended 31 July 2017**

**Charity number 1129594**  
**Company number 06450637**

# **SCHOOLS NORTHEAST**

(A company limited by guarantee)

## **TRUSTEES REPORT**

For the year ended 31 July 2017

---

The Trustees are pleased to present their annual Directors' report together with financial statements of the charity for the year ended 31 July 2017 which are also prepared to meet the requirements for a Directors' report and accounts for Companies Act purposes.

The financial statements comply with the Charities Act 2011, the Companies Act 2006, the Memorandum and Articles of Association and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable to the UK and Republic of Ireland (FRS 102) (effective 1 January 2015).

### **Introduction from Chair of SCHOOLS NorthEast John Hardy**

As SCHOOLS NorthEast approaches the 10<sup>th</sup> anniversary of its foundation, the charity has matured into a strong force for good with a clarity of vision that makes it impactful and relevant to all schools in the region, regardless of type.

In remaining true to its core purpose of supporting the enhancement of education for all pupils, the services it provides on behalf of the c.1,250 schools in the North East are in greater demand than ever before and with a larger number of schools engaging than at any point in its history.

Remarkably, the charity remains unique and despite efforts in other parts of the country to replicate its success there is no area that can engage education leaders at the scale and depth that SCHOOLS NorthEast can and does on a daily basis.

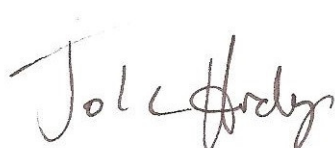
The strength of the network endures and grows as the educational landscape moves ever closer to a truly schools-led system.

The charity maintains a relentless focus on the children of the North East and the launch of a new strategy this year ensures they remain at the heart of every activity delivered.

While the organisation continues to deliver a programme of activity that is familiar and popular with school leaders, the past 12 months has also seen SCHOOLS NorthEast respond quickly to the changing education landscape and also to extend its reach in new areas, particularly in support of school governance.

Considerable investment, in leadership time and financial commitment, has gone into strengthening the core team this year to ensure SCHOOLS NorthEast can continue to meet demand for its work.

My fellow Trustees and I are confident the charity is in its strongest position to date and is well-placed to build its reach and impact still further over the course of the next year and into the future.



## Objectives

The Charity's objectives are for the public benefit:

- the advancement of education for the public benefit of children and young people up to the age of 25;
- work together to support, inform and influence key regional strategies;
- enable schools to improve the quality and effectiveness of education and build links with the employment sector.

The Trustees of SCHOOLS NorthEast confirm that they have read and given due regard to the Charity Commission's guidance on public benefit. The Trustees confirm that they have complied with their duties under section 4 of the Charities Act 2006 with regard to public benefit. Having considered the guidance, the Trustees have concluded that the work of SCHOOLS NorthEast directly supports and strengthens the advancement of education in the region.

## Mission and Vision

SCHOOLS NorthEast is an inclusive network led by Head Teachers creating a unique culture of collaboration and mutual support and bringing the expertise of our members to benefit developments within our region.

Our young people are confident, enterprising, skilled and aspiring; learning and developing within well-resourced, nurturing and purposeful school environments.

Our school leaders, governors and staff demonstrate exceptional professionalism enjoying the resounding confidence of students, parents, communities, employers and decision-makers.

Our Head Teachers have a powerful voice regionally and nationally. By working collaboratively and creatively with their peers and external partners, they develop expertise, shape policy and drive change. We are recognised as a centre for innovation and the benchmark of excellence.

Our region is vibrant, self reliant and outward looking, featuring a dynamic economy, healthy environment and distinctive culture.

## Shaping our Future 2017-2020

In April 2016, the Trustees of SCHOOLS NorthEast began work on developing a new strategy for the charity. Working with the Directors, we explored in depth the rapidly changing educational landscape and reflected on the current work of the organisation. It was essential that we not only remained relevant to schools but that we were delivering genuine impact in respect of our charitable vision of:

"Young people in North East England who are confident, enterprising, skilled and aspiring: learning and developing within well resourced, nurturing, purposeful and collaborative school environments".

Trustees believe that the current programme of activity is an essential foundation for schools. It performs a valuable role in keeping schools **informed** of current policy and future trends. It provides phenomenal opportunities for schools to **connect** and share best practice with one another. It also ensures the North East has a strong voice to **influence** the national debate.

The new strategy – *Shaping Our Future* – defines the role of the charity to be recognised as:

## SCHOOLS NORTHEAST

(A company limited by guarantee)

### TRUSTEES REPORT

For the year ended 31 July 2017

---

- the **hub of engagement** for schools and teaching professionals in the North East of England who have a passion to look beyond their own school gates to learn, to share and to innovate.
- the **body of record** for developments in the education landscape, a valuable resource supporting school leaders to horizon scan and stay connected with national and regional policy.
- the **definitive, apolitical voice** of schools in the region, influencing the shape of regional and national policy to deliver on our vision for young people.
- a **driver of change**, connecting the right organisations, decision makers and influencers to add real, tangible valuable to the education system in the North East.

Underpinning this work are the values by which the organisation operates.

SCHOOLS NorthEast is **Inclusive, yet Independent; Innovative, and with Integrity**

We are **for all North East schools** - regardless of size, type, faith, structure and geographical location. Our inclusivity is what defines us. Our driving passion is to engage at all levels to support schools to do their best for the region's children.

We are independent, but not neutral - we campaign to improve conditions for North East schools. We engage with partners across all sectors for the benefit of schools, as well as with individuals and bodies across the political spectrum.

Innovation is at our core. Whilst we build on the knowledge of the past, we seek fresh solutions for the challenges of the present and to shape our future.

We have a strong social purpose, which is the foundation of our work. It dictates our actions and our behaviour; it defines us in the eyes of others. Our integrity underpins all that we do.

*Shaping Our Future* has concentrated the charity's activities in four strands: supporting schools to actively engage in evidence-based practice; helping schools recruit and retain top talent while also marketing the North East as a teaching destination; working with schools to find solutions to mental health and resilience issues among pupils; and, ensuring there is greater collective responsibility for education in the region to ensure wider society takes ownership of its role in imparting knowledge, ambition and drive into young people in the region.

- **Evidence-based excellence**

This project aims to implement a long-term shift in regional educational culture to one led by informed debate, research, collaboration and excellence; beginning in Early Years and continuing through to university or employment. It will drive regional and national policy and create a nationally recognised 'Centre of Excellence' for educational thinking and the showcasing of cutting edge research.

The groundwork for this strand of the strategy was carried out in 2016-17 with the recruitment of a number of evidence 'Champions' across the region and the first practical activity launched at the 'White Working Class' conference in March 2017.

Links have been further developed with the Education Endowment Foundation and other evidence-based organisations and networks including Education Datalab, ResearchED, Evidence Based Education and the much valued and long-standing engagement with the Centre for Evaluation and Monitoring (CEM) at Durham University.

## SCHOOLS NORTHEAST

(A company limited by guarantee)

### TRUSTEES REPORT

For the year ended 31 July 2017

---

The project was 'soft launched' in the spring term with a seminar day focused on closing the disadvantage gap with a significantly more extensive programme planned for 2017/18.

SCHOOLS NorthEast also backed bids by a number of schools in the network to secure an EEF Research School for the region. The charity has committed to support the successful bidder, the Academy at Shotton Hall, as it rolls out its programme of work over the coming years.

- **Recruitment and retention**

Issues with recruitment have been a consistent concern for many schools in the region with soaring costs and heightened competition for teaching talent, particularly in core subject areas within secondary schools.

At the request of schools, the charity created the country's first regional recruitment board entirely devoted to school-based jobs – **Jobs in Schools / North East** – which launched in January 2016. The initiative has been well received with a 63% increase in schools using the portal in the past year. School leaders have reported significant budgetary savings on recruitment costs and increased engagement from candidates in the roles being advertised.

Candidate sign-ups to the portal have increased by 180% and 1,594 jobs have been posted to the site. These posts have been viewed 138,211 times.

- **Healthy MindED: the schools-led Commission**

Growing concerns among school leaders regarding the mental health of pupils led to SCHOOLS NorthEast creating a Commission to explore the problems faced and to better understand how schools can approach this issue more strategically.

The Commission met on a number of occasions during 2016/17 under the stewardship of Professor Dame Sue Bailey, one of the leading lights in child and adolescent mental health in the country. Dame Sue co-chairs the commission with Steffi Ellison, Head Girl at High Tunstall College of Science in Hartlepool.

The majority of the Commission consists of school leaders representing primary and secondary phases, mainstream, independent and special schools. The remainder of the Commission members are senior figures in the NHS, Department for Education and local authority education psychology teams.

Work in 2016/17 included engaging with Professor Miranda Wolpert MBE of the Evidence Based Practice Unit (EBPU), which is part of both University College London and the Anna Freud Centre. Professor Wolpert is the UK's leading expert on the evidence about what works and what does not in children and young people's mental health.

The Commission decided to use the EBPU's evidence framework to gather evidence of practice in North East schools. A training session was held with 30 primary and secondary schools from across the 12 local authority areas in the North East.

The Commission also adopted a values-based approach to its work in-line with the work of Professor Bill Fulford, from the Collaborating Centre for Values-based Practice in Health and Social Care, which was set up at St Catherine's College, Oxford University.

The Commission's work will be ongoing throughout 2017/18.

## **SCHOOLS NORTHEAST**

(A company limited by guarantee)

### **TRUSTEES REPORT**

For the year ended 31 July 2017

---

- **Adult literacy and numeracy**

In addition to exploring ways to better support schools to further improve their education provision, SCHOOLS NorthEast has been working with a number of external partners to promote the need for wider society to actively engage in improving education for all.

In particular, SCHOOLS NorthEast has been a member of the North East Literacy Advisory Group and a driving force in the creation of the Read North East campaign. The initiative, led by the National Literacy Trust, is focused on engaging parents from all backgrounds in improving literacy in early years.

The charity has also engaged with the Social Mobility Commission in 2016/17 as part of the groundwork for a campaign to ensure basic literacy and numeracy skills are written into health and community strategies across the region.

### **Organisational structure**

Alongside the fresh strategic focus for the organisation, Directors and Trustees have also taken a detailed and considered strategic review of the charity's staffing structure to ensure it is well-placed to manage the growth in demand for SCHOOLS NorthEast's support and services.

Trustees approved a restructure of the charity and its trading arm to build additional leadership capacity to support Directors and to grow staff numbers from 6 to 10.

The new structure adds a tier of leadership below the Director level with a Business Manager responsible for day-to-day back office operations including finance and HR, while the previous addition of a Relationship Manager to the team enables additional capacity for direct engagement with school leaders across the region.

The Communications role has been upgraded in responsibility and salary to greatly improve the quality of marketing and communications going forward.

The charity's commitment to education and skills progression is recognised in the creation of two apprenticeship roles – one in finance, the other in business administration.

The revised structure represents considerable additional investment on the part of the charity to enable it to deliver a greatly enhanced programme of activity for schools in the region in 2017/18 and beyond.

### **Stakeholder engagement**

A considerable body of work was undertaken in 2016/17 to represent North East schools within the region and beyond:

- **FUNDING**

SCHOOLS NorthEast has campaigned vociferously against the injustice of underfunding that sees schools in the region placed at a considerable disadvantage in comparison to significantly better funded schools in other parts of the country.

In addition, the charity has spoken out repeatedly against plans by the Government to include an Area Cost Adjustment in the planned National Funding Formula which would see schools in more affluent parts of the country given additional funding to attract teaching talent.

## **SCHOOLS NORTHEAST**

(A company limited by guarantee)

### **TRUSTEES REPORT**

For the year ended 31 July 2017

---

The representation work resulted in SCHOOLS NorthEast's research being cited in the House of Commons on several occasions as well as via the Education Select Committee. Meetings and briefings delivered to all North East MPs and the extensive media activity included SCHOOLS NorthEast being quoted by Andrew Neil on the Sunday Politics Show in questioning the Schools Minister Nick Gibb MP.

#### **• OPPORTUNITY AREAS**

The Government launched its Opportunity Areas initiative in 2016/17 to provide targeted support and investment to disadvantaged areas with low educational outcomes.

The North East remains the only area outside of London not to benefit from an Opportunity Area designation.

SCHOOLS NorthEast has made repeated representations to the Department for Education to make the case for Opportunity Areas in the North East. In particular, the DfE's previous work on Achieving Excellence Areas (as part of the Educational Excellence Everywhere White Paper) identified Middlesbrough and Northumberland as LA areas most in need of support.

#### **• ADDITIONAL ACTIVITY**

SCHOOLS NorthEast engaged in consultations on a wide range of subjects including curriculum and assessment, the role of Ofsted, and exam board qualifications.

The charity has been particularly keen to see Ofqual introduce mandatory digitisation in the exam system to ensure greater transparency in marking to enable schools to be better informed before deciding on challenges to grading discrepancies.

#### **• REPRESENTATION**

The profile of SCHOOLS NorthEast as a united voice for education in the North East continues to grow. This is reflected in the increasing number of invitations for the charity to take up a seat at key decision-making tables.

SCHOOLS NorthEast has represented the region on All-Party Parliamentary Groups, membership of DfE for a, and consultations with civil servants on the Achieving Excellence Areas in 2016/17.

The charity has participated in LEP skills boards and strategic advisory groups ranging from the National Citizen Service to the Careers & Enterprise Company.

There has been considerable demand from national networks and membership groups to engage with SCHOOLS NorthEast at a deeper level.

### **Membership Schemes**

SCHOOLS NorthEast is an entirely self-funded charity. To maintain our status as an independent voice and champion of North East schools we generate all of our income. Our membership schemes are a significant and growing contributor to SCHOOLS NorthEast's funding profile.

SCHOOLS NorthEast has three main membership schemes:

- **Partner Schools**, aimed at North East schools who want to collaborate more closely with their colleagues across the region;

## SCHOOLS NORTHEAST

(A company limited by guarantee)

### TRUSTEES REPORT

For the year ended 31 July 2017

---

- The **Commercial Supporters** Scheme, designed for organisations who want to provide advice, goods, or services to our schools; and
- The **Education Supporters** Scheme, designed for educational organisations, charities, and not-for profits who share the aims of SCHOOLS NorthEast and demonstrate alignment to our vision, which goes far beyond a purely financial interest.

In 2016-17 SCHOOLS NorthEast continued to work with **Partner Schools** across the region to ensure they accessed the benefits of membership and that the support provided led to improved educational outcomes in our region. The number of Partner Schools increased by just over 20% from last year.

Partner Schools have a direct stake in SCHOOLS NorthEast. Partner Schools influence the direction and activities of SCHOOLS NorthEast through the Annual General Meeting and committees relating to the region's educational priorities (as decided by the Partner Schools).

The role of Partner Schools is to ensure the organisation meets and responds dynamically to the needs of North East schools and the children and young people they serve, now and in the future.

Commencing at the AGM 17, SCHOOLS NorthEast will be undertaking a fundamental review of the current Partner School scheme and its benefits, early in 2017-18, to ensure that it continues to support our schools as effectively as possible.

Once again, the **Commercial Supporters** scheme grew in 2016-17, with the overall number of new members increasing by approx. 15% against 2015-2016. The scheme remains a stable and reliable source of income for the charity. The further diversification of the SNE events programme, now also addressing NE school concerns around governance, evidence-based education, and mental health, has ensured that the SCHOOLS NorthEast brand continued to increase in strength amongst Commercial Supporters, who found these specific areas of great interest to their target audience in schools.

Trustees had set a target of increasing income from the Commercial Supporter stream in 2017-18 by 10%; this was exceeded considerably with an increase of over 20% being achieved. 2017-18 will see more focussed activity to further develop the effectiveness of this scheme and recruit more Commercial Supporters. We will also continue to develop our sponsor database to more effectively support the events programme and Partner School scheme; especially in regard to evidence-based education, mental health, governance, and school management.

### SCHOOLS NorthEast Trading

The Trading Arm was incorporated on 15 August 2014 as a wholly owned subsidiary of SCHOOLS NorthEast. It is a company limited by guarantee and was set up to fulfil the Trustees' obligation to use a trading subsidiary where there is any potential of substantial risk to SCHOOLS NorthEast through any of its activities.

SCHOOLS NorthEast Trading Ltd (SNET) donates all of its profits to SCHOOLS North East the Charity and makes a very significant contribution to its continuing financial success.



## **SCHOOLS NORTHEAST**

(A company limited by guarantee)

### **TRUSTEES REPORT**

For the year ended 31 July 2017

---

The company provides a different, ethical model of support for our member schools; enabling them to access much needed training and support on an 'at cost' basis or free of charge, saving large sums against private providers' events.

This is the end of SNET's third full year of trading. The total amount of income invoiced grew by over 5% compared to last year, reflecting the further development and extension of the events programme; this also led to greatly increased school involvement with SCHOOLS NorthEast, as well as attracting further commercial sponsorship support.

### **The annual Events programme 2016 - 17**

During 2016 - 17, SCHOOLS NorthEast and SCHOOLS NorthEast Trading Ltd (on behalf of the Charity) again significantly expanded the size and number of SCHOOLS NorthEast events to include the following major annual conferences: the Summit, FutureReady, the governance conference, Healthy MindED, and the SBM conference. Summit '16 was our biggest yet, by some margin; approx. 480 delegates attended to see the Secretary of State for Education give the opening keynote.

2017-2018 will see two more major annual conferences added to the calendar: a 'Chair of Governors' conference, and an Evidence-based Education event.

Of particular note was annual Summit 16, which saw 480 North East school leaders listen to a stellar line-up including the Secretary of State for Education. 2017 also saw our inaugural Schools Governance conference; this was the first time that SNE had delivered a major event specifically on school governance and the response from North East governors was outstanding. The event sold out in two weeks and resulted in a waiting list for places of more than 100.

June 2017 saw another first: Healthy MindED, a mental health conference building on the work of the schools-led commission of the same name as SCHOOLS NorthEast delivered on its strategic review promise to help support North East schools in this vital and growing area of concern. 150 delegates from our schools engaged with leading experts, schools and health services, and received practical advice on how to improve pupil wellbeing.

Our ever popular SBM conference expanded once again this year; cementing its place as the biggest event of its kind in the country.

Our ever-popular SBM conference expanded once again this year; cementing its place as the biggest

Below is a list of all events held in the past year:

<b>Event</b>	<b>Date</b>	<b>Attendance</b>
AGM 16	September 16	29
Literacy event with HMI	September 16	100
The annual Summit	October 16	480
Reviewing and Replacing School Broadband Provision	November 16	42

## SCHOOLS NORTHEAST

(A company limited by guarantee)

### TRUSTEES REPORT

For the year ended 31 July 2017

---

Websites: a window to your school	November 16	74
Green paper consultation: Return of the Grammar Schools	November 16	28
Ofsted briefings	November 16	66
Literacy event with HMI	January 17	29
FutureReady Careers Conference	February 17	117
White Working Class	March 17	97
Patrons Dinner 17	March 17	300
Mock disciplinary	March-17	51
Governance conference	March 17	291
Ofsted briefings Summer	April 17	80
Healthy MindED Conference	June 17	150
SBM Conference	June 17	288

### Upcoming Events 2017 – 2018

Looking ahead, the SCHOOLS NorthEast events programme will be expanding even further in the coming academic year. We already have the following events confirmed:

Event	Date
GDPR Webinar	September 17
AGM 17	September 17
Ofsted update conference: Keeping up to date with short inspections, governance and SEND outcomes	September 17
GDPR for Education Organisations: an introduction to compliance	September 17
Annual Summit 17	October 17
Evidence-based Excellence: Literacy - what	November 17

## SCHOOLS NORTHEAST

(A company limited by guarantee)

### TRUSTEES REPORT

For the year ended 31 July 2017

---

works and what doesn't.	
Mock employment tribunal	November 17
Annual Chairs of Governance conference	January 18
FutureReady careers conference	February 18
The Patron's Dinner	March 18
Annual School Governance conference	March 18
Healthy MindED conference	June 18
School Business Management conference	June 18
Evidence-based Excellence: Numeracy - what works and what doesn't.	July 18

### New webinar programme for 2017-2018

New for 2017–18, SCHOOLS NorthEast will launch its inaugural webinar programme.

In this time of austerity, when North East school budgets are stretched to the limit, SCHOOLS NorthEast aims to further support schools by reducing the cost of accessing timely, high quality information and CPD. Utilising webinars, we will give our schools access to high quality low cost training, without them having to leave their place of work.

We aim to support the following groups and topics in 2017–2018:

- Evidence-based education that will immediately impact on the frontline of teaching in North East schools.
- Leadership support for the SLT, including leadership in more than one school and across MATs.
- School Business Managers.
- Governance; and
- Recruitment and retention.

The events programme will also continue to provide timely updates on policy and practice.

### New Governance support programme 2017-18

Outstanding leadership has long been identified as key to driving standards within schools and increasing attainment levels across the region. At the core of leadership is the relationship between school leaders and their governing bodies. This programme will help schools to comply with the new DfE competency framework for governance.

SCHOOLS NorthEast is committed to supporting North East governors through our events programme by:

- Providing resources to educate governors.

## **SCHOOLS NORTHEAST**

(A company limited by guarantee)

### **TRUSTEES REPORT**

For the year ended 31 July 2017

---

- Facilitating them as a network.
- Disseminating key policy changes and information; and
- Being a catalyst for change.

The 2017-18 events programme will provide physical events in the form of an annual Chairs of Governors conference aimed at Chairs, Vice Chairs and Head Teachers; and the annual Governance conference for all governors and Head Teachers. Both will also cater for the current growth of multi-academy Trusts in the North East as well.

The new webinar programme will support governors through virtual events, Ofsted briefings, policy briefings and updates, specialist training, and expert 'top tips'.

### **Evidence-based Excellence**

This project aims to implement a long-term shift in regional educational culture to one led by informed debate, research, collaboration and excellence; beginning in Early Years and continuing through to university or employment. It will drive regional and national policy and create a nationally recognised 'Centre of Excellence' for educational thinking and the showcasing of cutting edge research.

The groundwork for this project was laid over the last two years. 2016-17 saw further partnership development and the first practical activity launched at the 'White Working Class' conference in March 2017. The conference looked at a range of the key issues, including: how we define 'white working class'; how schools could identify students at risk of underachievement; and measures schools could take to prevent this from happening.

2017-18 will see the launch of more practical activity including two major conferences for the region, webinar activity, and localised events based on 'Champions' within those areas. All of these activities will aim to help schools improve at the 'front-line' but also serve to celebrate outstanding practice in the North East.

The first major conference will be in November 2017, which will focus on literacy: what works, what doesn't, interventions for struggling students, effective CPD, and examples of good practice from across the North East schools community. This will be preceded and followed by further literacy-themed webinars, exploring more of the issues in greater depth.

In July 2018, there will be another conference focussing on the same issues around numeracy.

### **Communications**

- **Newsletters**

SCHOOLS NorthEast has continued to provide subscribers with a 'Weekly Update' newsletter which covers topics from around the region, SCHOOLS NorthEast events and key education policy analysis. The full database includes Head Teachers and school leaders, as well as Governors, School Business Managers and other key stakeholders. The 2016/17 newsletter subscription increased year on year by 11.9% to 3,161, and Open Rates have now reached an average of 26.2%, compared with an industry average of 18.4% - also an increase from 2015/16 of 0.7%.

We have a range of databases that have been created for specific communication campaigns, including the School Business Manager (SBM) Update which is distributed to 921 subscribers.

## SCHOOLS NORTHEAST

(A company limited by guarantee)

### TRUSTEES REPORT

For the year ended 31 July 2017

---

- **Online Social Media**

The SCHOOLS NorthEast Twitter account has grown significantly since 2015, to 5,070 followers; an 18% increase over last year. For the **Jobs in Schools | North East** Twitter account, the follower numbers also rose to 1,212; an increase of 85% over 2015. It remains a primary channel in comparison to Facebook. The **Jobs in Schools | North East's** Facebook likes have increased significantly to 504, an increase of just over 150%. A programme of activity is planned to greatly increase the reach of social channels in 2017/18, including additional work on the SCHOOLS NorthEast LinkedIn account to promote the recruitment portal and to create an Instagram account to support event promotion in 2018.

- **Blog**

The blog for SCHOOLS NorthEast was used throughout 2016-17, with content including top news and 'Talking Heads', our content space for Head Teachers and School Leaders to guest blog about a subject of their choice. The blog in 2016-17 was viewed 21,104 times, with 11,583 visitors reading 283 posts.

- **Media Relations**

In 2016-2017 SCHOOLS NorthEast, through both reactive and proactive media relations, was featured in the press considerably and we were approached for comments on a variety of issues. SCHOOLS NorthEast is now one of the leading voices in education in the region, and has strong relationships with journalists to ensure that this continues. We had a total of 92 stories published, which was a combination of press releases, statements and comment requests in 21 different media outlets, averaging 8 articles a month.

- **Main Headlines from 2016-17**

**Justine Greening's speech at the Summit** – covered by the Evening Chronicle, Schools Week, Northumberland Gazette, TES, BBC Look North and ITV Tyne Tees;

**Mental Health Commission** – covered by the Evening Chronicle, The Journal, BBC Radio Newcastle, Global FM and NE Connected;

**Calls to end North East Funding Crisis** – covered by ITV Tyne Tees, Metro Radio, Made in Tyne and Wear, Northumberland Gazette and the Evening Chronicle.

## FINANCIAL REVIEW

### General financial situation

SCHOOLS NorthEast remains financially viable with income from all sources continuing to grow. Despite a mid-year restructure to better equip the organisation to move forward in the face of greatly increased school demand for support, the total combined turnover of SNE and SNET matched 2015-16, our strongest year of growth to date. The restructure was successfully concluded in April, although it created short-term capacity issues in the final period of 2016-2017.

There was also strong growth in areas that had previously been considered to have reached maturity, in particular the annual Summit. The events programme continued to expand in size and quality, coupled with good growth and high renewal rates from the Partner School and Supporters schemes.

## SCHOOLS NORTHEAST

(A company limited by guarantee)

### TRUSTEES REPORT

For the year ended 31 July 2017

---

The key events continued their upward trend and were even more successful than the 2015 programme. The Summit saw a 10% increase in profits and the highest numbers of school delegates to date; SBM '16 also expanded significantly on 2016, increasing by 10%. Both events saw record numbers of commercial exhibitors and outstanding delegate feedback. The Patron's Dinner also exceeded last year's performance substantially.

The organisation's income streams have continued to broaden and strengthen.

The majority of expenditure is related to staffing and infrastructure, to service the needs of members and the delivery of events, CPD, communications and other support. SCHOOLS NorthEast invested significantly to support the **Jobs in Schools | North East** portal; via digital marketing campaigns and technological enhancements to the portal itself. The organisation's non-staff overheads remain very low, as a result of our longstanding relationship and support from Northumbria University.

#### Financial control systems

SCHOOLS NorthEast has continued to develop more accurate and sophisticated approaches to financial and strategic planning. We can effectively monitor and forecast income and expenditure, manage cash-flow and maintain the financial health of the organisation.

#### Reserves policy

The Trustees reviewed the requirement for free reserves throughout 2016-17, which are those funds not invested in fixed assets or otherwise committed. Based on their reviews they continue to believe that SCHOOLS NorthEast requires three months' worth of operating expenditure. At 31 July 2017, 'free' reserves were considerably in excess of this amount.

#### Restricted funding

SCHOOLS NorthEast received no restricted funding in 2016-17.

#### Additional information

In 2016 - 17 SCHOOLS NorthEast employed 7 members of staff:

1. Director (full-time);
2. Director of Operations and Development (full-time);
3. Communications Officer (full-time);
4. Administrator and Network Coordinator (full-time); post removed from April 2017;
5. Finance Officer (10 hours per week). Post removed from April 2017;
6. Policy Officer (full-time);
7. Finance Apprentice (full-time).

The organisation also employed student interns to support marketing functions, event planning and delivery, and the general operations of the organisation.

In 2016 - 17, in order to provide bespoke support for a number of key projects and income streams, SNET agreed to employ additional staff as follows:

Organisation	Post	Start date
SNET	Relationship Manager	January 2017
	Events Co-ordinator	March 2017

## SCHOOLS NORTHEAST

(A company limited by guarantee)

### TRUSTEES REPORT

For the year ended 31 July 2017

---

	Business Manager	July 2017
--	------------------	-----------

All of the posts are permanent and full-time.

The Relationship Manager is responsible for managing and developing the external marketing of projects and events to schools and potential Supporters. This role is to engage target audiences to support SCHOOLS NorthEast, to ensure maximum uptake of products and services and to support revenue generation to ensure the organisation can continue to deliver on its social purpose. In particular, responsible for achieving targets in relation to increasing relevant candidate traffic and sign-ups to **Jobs In Schools | North East**.

The Events Co-ordinator is responsible for supporting the Events Manager in delivering our now very significant events programme. The Co-ordinator assists in the development, production and delivery of events from proposal onwards and is responsible for developing and delivering the new webinar programme.

## REFERENCE AND ADMINISTRATIVE DETAILS

**Name:** SCHOOLS NorthEast

**Charity Registration Number:** 1129594

**Company Registration Number:** 06450637

**Registered Office:**

Room 115  
Ellison Terrace  
Northumbria University  
Newcastle upon Tyne  
NE1 8ST

**Names of the charity Trustees at the date this report was approved:**

**Chair:** John Hardy

**Vice Chair:** Iain Veitch

Ken Fraser (Co-opted on 1 October 2015)

Daniel Eason

Lynn Watson (Co-opted on 1 October 2015)

Bernard Trafford

David Pearmain (Co-opted on 1 October 2015)

Kieran McGrane

Elizabeth Hayes

## **SCHOOLS NORTHEAST**

(A company limited by guarantee)

### **TRUSTEES REPORT**

For the year ended 31 July 2017

---

David Baldwin

Monica Shepherd

Dame Nicola Nelson

Colin Lofthouse

Maura Regan

#### **Director:**

Mike Parker

#### **Key management personnel:**

##### **Senior managers of SCHOOLS NorthEast**

Director Mike Parker

Director of Operations & Development Chris Zarraga

#### **Bankers:**

Barclays Bank

59 High Street

Gosforth

Newcastle upon Tyne

NE3 4AS

#### **Independent Examiner:**

Jim Dodds

Ellison Services Limited

Higham House, Higham Place

Newcastle upon Tyne

NE3 8AF

## **STRUCTURE, GOVERNANCE AND MANAGEMENT**

### **1. Governing document**

Memorandum and Articles of Association adopted on 11 December 2007, amended by written resolution on 20 January 2009 and Special Resolution dated 28 March 2013.

The charity is controlled by its governing document, a deed of trust, and constituted as a limited company, limited by guarantee, as defined by the Companies Act 2006.

### **2. Recruitment and appointment of new trustees**

Until otherwise determined by a General Meeting, the number of Trustees shall be a minimum of 7 and a maximum of 11. These changes were agreed at the Annual General Meeting on 1 October 2015 and recorded in the minutes.



## **SCHOOLS NORTHEAST**

(A company limited by guarantee)

### **TRUSTEES REPORT**

For the year ended 31 July 2017

---

To be appointed, the candidate must be a serving Head Teacher of a Partner School of the Charity. Trustees are appointed for a term of three years. All Trustees shall be eligible for reappointment subject to a maximum period of office of nine years. The Chairman is also appointed at the AGM, on a yearly basis.

#### **3. Organisational structure**

SCHOOLS NorthEast is registered as a charitable company limited by guarantee and was set up by a Memorandum of Association. Legal responsibility for the management of the Charity is vested in the Board of Trustees. Day to day management of the Charity is delegated to the Director.

The Advisory Board provides guidance on the Charity's activities, but it is not responsible for its governance. Board members are appointed by local Heads Associations on a representative geographical and sectoral basis. It includes 26 members appointed to represent primary and secondary networks in each of the 12 local authority areas of the North East and a member to represent the special school and independent school sectors respectively. In addition, the Board has co-opted further members to add specific expertise with reference to non-maintained special schools and middle schools. The Trustees are also members of the Advisory Board.

#### **4. Pay policy for senior staff**

The Directors consider the board of directors, who are the charity's Trustees, and the senior management team comprise the key management personnel of the charity in charge of directing and controlling, running and operating the charity on a day to day basis. All Trustees give of their time freely and no Trustee received remuneration in the year.

The pay of the senior staff is reviewed annually and normally increased in accordance with inflation.

## **STATEMENT OF TRUSTEES**

The Trustees (who are also Directors of SCHOOLS NorthEast 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 year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company 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 in the Charities SORP.
- Make judgements and estimates that are reasonable and prudent.
- State whether applicable UK Accounting standards 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 charitable company will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charitable company's transactions and disclose with reasonable accuracy at any time the

## **SCHOOLS NORTHEAST**

(A company limited by guarantee)

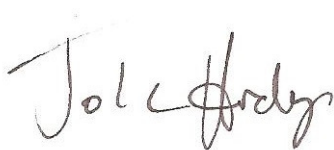
### **TRUSTEES REPORT**

For the year ended 31 July 2017

---

financial position of the company 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 charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

This report was approved by the Trustees on: 19 September 2017

A handwritten signature in dark ink, appearing to read 'John Hardy', is positioned above the printed name and title.

And signed on their behalf by:

**John Hardy**

Chair of SCHOOLS NorthEast

## **SCHOOLS NORTH EAST**

(A company limited by guarantee)

### **INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES**

For the year ended 31 July 2017

---

I report on the financial statements of Schools North East for the year ended 31 July 2017, which are set out on pages 19 to 28.

#### **Respective responsibilities of trustees and examiner**

The trustees (who are also directors of the company for the purposes of company law) are responsible for the preparation of the accounts. The trustees consider that an audit is not required for the year under section 144(2) of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed. The charity's gross income exceeded £250,000 and I am qualified to undertake the examination by being a Fellow of the Association of Charity Independent Examiners.

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

- examine the accounts under section 145 of the 2011 Act,
- to follow the procedures laid down in the general Directions given by the Charity Commission (under section 145(5)(b) of the 2011 Act), and
- to 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 Commission. 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 no opinion is given as to whether the accounts present a 'true and fair view' and the report is limited to those matters set out in the statement below.

#### **Independent examiner's statement**

In connection with my examination, no matter has come to my attention:

(1) which gives me reasonable cause to believe that in, any material respect, the requirements:

- to keep accounting records in accordance with section 386 of the Companies Act 2006; and
- to prepare accounts which accord with the accounting records and comply with the accounting requirements of section 396 of the Companies Act 2006 and with the methods and principles of the Statement of Recommended Practice: Accounting and Reporting by Charities

have not been met ; or

(2) to which, in my opinion, attention should be drawn in order to enable a proper understanding of the accounts to be reached.

Jim Dodds FCIE  
Ellison Services Limited  
Higham House  
Higham Place  
Newcastle upon Tyne  
NE1 8AF  
Date: 19/12/2017

## SCHOOLS NORTH EAST

(A company limited by guarantee)

### STATEMENT OF FINANCIAL ACTIVITIES

(INCLUDING SUMMARY INCOME & EXPENDITURE ACCOUNT)

For the year ended 31 July 2017

	Notes	Unrestricted Funds £	Restricted Funds £	Total 2017 £	Total 2016 £
<b>Income from:</b>					
Charitable activities					
Grants and contracts	6	96,551	-	<b>96,551</b>	92,611
Other trading activities					
Trading subsidiary gift aid	7	151,127	-	<b>151,127</b>	155,061
<b>Total income</b>		<b>247,678</b>	<b>-</b>	<b>247,678</b>	<b>247,672</b>
<b>Expenditure on:</b>					
Charitable activities					
Operation of the charity	8	219,818	-	<b>219,818</b>	161,063
<b>Total expenditure</b>		<b>219,818</b>	<b>-</b>	<b>219,818</b>	<b>161,063</b>
<b>Net income/(expenditure) and net movement in funds</b>		<b>27,860</b>	<b>-</b>	<b>27,860</b>	<b>86,609</b>
<b>Reconciliation of funds</b>					
Total funds brought forward		160,128	-	<b>160,128</b>	73,519
<b>Total funds carried forward</b>		<b>187,988</b>	<b>-</b>	<b>187,988</b>	<b>160,128</b>

The Statement of Financial Activities includes all gains and losses recognised in the year. All income and expenditure derive from continuing activities

The notes on pages 21 to 28 form an integral part of these accounts.

**BALANCE SHEET**

As at 31 July 2017

	Notes	£	Total 2017 £	£	Total 2016 £
<b>Fixed assets</b>					
Tangible assets	15		155		347
<b>Total fixed assets</b>			<b>155</b>		<b>347</b>
<b>Current assets</b>					
Debtors	17	209,626		154,580	
Cash at bank and in hand	18	5,107		12,535	
<b>Total current assets</b>		<b>214,733</b>		<b>167,115</b>	
<b>Creditors: amounts falling due within one year</b>	19	<b>( 26,899 )</b>		<b>( 7,334 )</b>	
<b>Net current assets</b>			187,833		159,781
<b>Total assets less current liabilities</b>			<b>187,988</b>		<b>160,128</b>
<b>Total net assets or liabilities</b>			<b>187,988</b>		<b>160,128</b>
<b>Funds of the charity</b>					
Unrestricted income funds			187,988		160,128
Restricted income funds			-		-
<b>Total funds</b>			<b>187,988</b>		<b>160,128</b>

The company was entitled to an exemption from audit under s477 of the Companies Act 2006 relating to small companies.

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

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

These accounts have been prepared in accordance with the provisions applicable to small companies subject to the small companies regime and in accordance with FRS102 SORP.

The notes on pages 21 to 28 form an integral part of these accounts.

These financial statements were approved by the Board on:

19 September 2017

and are signed on its behalf by:

John Hardy  
Chair

# **SCHOOLS NORTH EAST**

(A company limited by guarantee)

## **NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 July 2017

---

### **1 Accounting Policies**

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

### **2 Basis of accounting**

#### **2.1 Basis of preparation**

These accounts have been prepared under the historical cost convention with items recognised at cost or transaction value unless otherwise stated in the relevant note(s) to these accounts.

The accounts have been prepared in accordance with 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 2015) – Charities SORP (FRS 102), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

Schools North East meets the definition of a public benefit entity under FRS 102.

#### **2.2 Preparation of the accounts on a going concern basis**

The charity reported total unrestricted funds at the year end of £187,988 and has already secured a significant amount of income for the current year. The trustees are of the view that the immediate future of the charity for the next 12 to 18 months is secure and that on this basis the charity is a going concern.

### **3 Income**

#### **3.1 Recognition of income**

Income is recognised when the charity has entitlement to the resources, any performance conditions attached to the item(s) of income have been met, it is more likely than not that the resources will be received and the monetary value can be measured with sufficient reliability.

#### **3.2 Offsetting**

There has been no offsetting of assets and liabilities, or income and expenses, unless required or permitted by FRS102 SORP or FRS102.

#### **3.3 Grants and donations**

Income from government and other grants, whether 'capital' grants or 'revenue' grants, is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred.

Income received in advance or provision of other specified service is deferred until the criteria of income recognition are met.

## **SCHOOLS NORTH EAST**

(A company limited by guarantee)

### **NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 July 2017

---

#### **3.4 Donated goods and services**

Donated goods are measured at fair value (the amount for which the asset could be exchanged) unless impractical to do so.

Donated services and facilities are included in the SoFA when received at the value of the gift to the charity provided that the value of the gift can be measured reliably. Donated services and facilities that are consumed immediately are recognised as income with the equivalent amount recognised as an expense under the appropriate heading in the SoFA.

#### **3.5 Volunteer help**

The value of volunteer help received is not included in the accounts but is described in the trustees' annual report.

#### **3.6 Interest receivable**

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.

#### **3.7 Income from membership subscriptions**

Membership subscriptions received in the nature of a gift are recognised in donations and legacies.

Membership subscriptions which gives a member the right to buy services or other benefits are recognised as income earned from the provision of goods and services as income from charitable activities.

#### **3.8 Investment gains and losses**

This includes any realised or unrealised gains or losses on the sale of investment and any gain or loss resulting from revaluing investments to market value at the end of the year.

#### **3.9 Fund accounting**

Unrestricted funds are available to spend on activities that further any of the purposes of charity. Designated funds are unrestricted funds of the charity which the trustees have decided at their discretion to set aside to use for a specific purpose. Restricted funds are donations which the donor has specified are to be solely used for particular areas of the charities' work or for specific projects being undertaken by the charity.

### **4 Expenditure and liabilities**

#### **4.1 Liability recognition**

Liabilities are recognised when it is more likely than not that there is a legal or constructive obligation committing the charity to pay out resources and the amount of the obligation can be measured with reasonable certainty.

#### **4.2 Charitable activities**

Expenditure on charitable activities includes the costs of advancement of education in the North East and other activities undertaken to further the purposes of the charity and their associated support costs.

## **SCHOOLS NORTH EAST**

(A company limited by guarantee)

### **NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 July 2017

---

#### **4.3 Governance and support costs**

Support costs have been allocated between governance cost and other support. Governance costs comprise all costs involving public accountability of the charity and its compliance with regulation and good practice.

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Support costs include central functions and have been allocated to activity cost categories on a basis consistent with the use of resources.

#### **4.4 Irrecoverable VAT**

Irrecoverable VAT is charged as a cost against the activity for which the expenditure was incurred.

#### **4.5 Creditors**

The charity has creditors which are measured at settlement amounts less any trade discounts.

#### **4.6 Provisions for liabilities**

A liability is measured on recognition at its historical cost and then subsequently measured at the best estimate of the amount required to settle the obligation at the reporting date.

### **5 Assets**

#### **5.1 Tangible fixed assets for use by the charity**

Individual fixed assets costing £500 or more are capitalised at cost and are depreciated over their estimated useful economic lives on a straight line basis as follows:

Office and computer equipment	Straight line over four years
-------------------------------	-------------------------------

#### **5.2 Investments**

Fixed asset investments in quoted shares, traded bonds and similar investments are valued at initially at cost and subsequently at fair value (their market value) at the year end. The same treatment is applied to unlisted investments unless fair value cannot be measured reliably in which case it is measured at cost less impairment.

Investments held for resale or pending their sale and cash and cash equivalents with a maturity date of less than 1 year are treated as current asset investments.



## Schools North East

(A company limited by guarantee)

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 July 2017

#### Analysis of income

	Unrestricted Funds £	Restricted Funds £	Total 2017 £	Total 2016 £
<b>6 Charitable activities</b>				
School membership fees	52,094	-	<b>52,094</b>	43,278
Commercial membership fees	35,805	-	<b>35,805</b>	47,992
Advertising sponsorship	850	-	<b>850</b>	1,341
Other income	7,802	-	<b>7,802</b>	-
	<u>96,551</u>	<u>-</u>	<u><b>96,551</b></u>	<u>92,611</u>
<b>7 Other trading activities</b>				
Trading subsidiary gift aid	151,127	-	<b>151,127</b>	155,011
Other income	-	-	<b>-</b>	50
	<u>151,127</u>	<u>-</u>	<u><b>151,127</b></u>	<u>155,061</u>

Income was £247,678 (2016: £247,671) of which £247,678 was unrestricted or designated (2016: £247,671) and £0 was restricted (2016: £0)

#### 8 Charitable activities

	Unrestricted Funds £	Restricted Funds £	Total 2017 £	Total 2016 £
<u>Direct costs</u>				
Advancement of education in the North East	211,960	-	<b>211,960</b>	156,582
Depreciation	192	-	<b>192</b>	193
<u>Governance costs</u>				
Independent examiner's fees for reporting on the accounts	1,075	-	<b>1,075</b>	1,050
Legal fees	5,541	-	<b>5,541</b>	1,168
Trustees meeting cost and AGM	1,050	-	<b>1,050</b>	2,070
	<u>219,818</u>	<u>-</u>	<u><b>219,818</b></u>	<u>161,063</u>

Expenditure on charitable activities was £219,818 (2016: £161,063) of which £219,818 was unrestricted or designated (2016: £161,063) and £0 was restricted (2016: £0)

## Schools North East

(A company limited by guarantee)

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 July 2017

#### 9 Fees for examination of the accounts

	2017 £	2016 £
Independent examiner's fees for reporting on the accounts	1,075	1,050
Other accountancy services paid to the examiner	5,985	2,728
	<u>7,060</u>	<u>3,778</u>

#### 10 Analysis of staff costs, trustee remuneration and expenses, and the cost of key management personnel

	2017 £	2016 £
Salaries and wages	175,037	139,552
Social security costs	12,340	10,439
Pension costs (defined contribution pension plan)	601	-
	<u>187,979</u>	<u>149,991</u>

One employee received employee benefits in excess £60,000 (2016: nil)

No trustees were paid expenses during the period. (2016 £nil)

The key management personnel of the charity, comprise the trustees, the Board, the Director and the Director of Operations & Development. The total employee benefits of the key management personnel of the charity were £113,000.

#### 11 Staff Numbers

The average monthly head count was 7 staff (2016: 5 staff) and the average monthly number of full-time equivalent employees during the year were as follows:

	2017 Number	2016 Number
The parts of the charity in which the employee's work		
Charitable activities	6.4	4.0
	<u>6.4</u>	<u>4.0</u>

#### 12 Transactions with trustees and related parties

None of the trustees have been paid any remuneration or received any other benefits from an employment with their charity or a related entity.

#### 13 Defined contribution pension scheme

The charitable company contributes to individual private staff pension schemes. The employer's pension costs represent contributions payable by the charity.

#### 14 Corporation Taxation

The charity is exempt from tax on income and gains falling within section 505 of the Taxes Act 1988 or section 252 of the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objectives.

**Schools North East**

(A company limited by guarantee)

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 July 2017

	<b>Office and computer equipment £</b>	<b>Total £</b>
<b>15 Tangible fixed assets</b>		
<b>Cost</b>		
Balance brought forward	3,415	<b>3,415</b>
Additions	-	-
Disposals	-	-
<b>Balance carried forward</b>	<b>3,415</b>	<b>3,415</b>
<b>Depreciation</b>		
Basis	SL	
Rate	25%	
Balance brought forward	3,068	<b>3,068</b>
Depreciation charge for year	192	<b>192</b>
Disposals	-	-
<b>Balance carried forward</b>	<b>3,260</b>	<b>3,260</b>
<b>Net book value</b>		
<b>Brought forward</b>	<b>347</b>	<b>347</b>
<b>Carried forward</b>	<b>155</b>	<b>155</b>
<b>16 Fixed asset investments</b>	<b>2017 £</b>	<b>2016 £</b>
Investment in subsidiary undertaking	<b>2</b>	<b>2</b>
	<b>2</b>	<b>2</b>

The charitable company owns a wholly-owned UK subsidiary company, Schools NorthEast Trading Ltd. The principle activity of the company during the year was educational support services. A summary of the companies results and balance sheet for the year ended 31 July 2017 is as follows:

	<b>2017 £</b>	<b>2016 £</b>
<b>Profit and loss</b>		
Turnover	<b>297,533</b>	276,012
Cost of sales	<b>( 76,484 )</b>	( 74,540 )
Administration costs	<b>( 69,922 )</b>	( 46,551 )
Donation to parent charity	<b>( 151,127 )</b>	( 155,011 )
Interest receivable	-	90
Taxation	-	-
	<b>-</b>	<b>-</b>
<b>Balance sheet</b>		
Current assets	<b>205,892</b>	232,915
Creditors amounts falling due within one year	<b>( 205,890 )</b>	( 232,913 )
	<b>2</b>	<b>2</b>
Called up share capital	<b>2</b>	2
Profit and loss account	-	-
	<b>2</b>	<b>2</b>

## Schools North East

(A company limited by guarantee)

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 July 2017

#### 17 Debtors and prepayments (receivable within 1 year)

	2017 £	2016 £
Trade debtors	34,766	7,369
Amount owed by subsidiary undertakings	174,131	147,143
Other debtors	729	68
	<b>209,626</b>	<b>154,580</b>

#### 18 Cash at bank and in hand

	2017 £	2016 £
Cash at bank	3,832	12,475
Cash in hand	1,275	60
	<b>5,107</b>	<b>12,535</b>

#### 19 Creditors and accruals (payable within 1 year)

	2017 £	2016 £
Trade creditors	6,772	-
PAYE and social security	3,210	3,674
Employers pension contributions due	129	-
VAT liability	6,256	2,466
Accruals		
Independent examination of accounts	1,050	1,050
Other accruals	12,677	-
Other creditors	( 3,195 )	144
	<b>26,899</b>	<b>7,334</b>

#### 20 Events after the end of the reporting period

No events (not requiring adjustment to the accounts) have occurred after the end of the reporting period but before the accounts are authorised which relate to conditions that arose after the end of the reporting period.

#### 21 Analysis of charitable funds

##### Analysis of movements in unrestricted funds

	Fund balances brought forward £	Incoming resources £	Resources expended £	Transfers £	Fund balances carried forward £
General unrestricted fund	160,128	247,678	( 219,818 )	-	<b>187,988</b>
<b>Totals</b>	<b>160,128</b>	<b>247,678</b>	<b>( 219,818 )</b>	<b>-</b>	<b>187,988</b>

##### Purpose of unrestricted funds

General unrestricted fund      The 'free reserves' of the charity

## Schools North East

(A company limited by guarantee)

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 July 2017

---

#### 22 Capital commitments

As at 31 July 2017, the charity had no capital commitments (2016 -£nil)

#### 23 Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	Total 2017 £
Tangible fixed assets	155	-	155
Cash at bank and in hand	5,107	-	5,107
Other net current assets/(liabilities)	182,726	-	182,726
	<u>187,988</u>	<u>-</u>	<u>187,988</u>