

REPORT OF THE DIRECTORS AND
UNAUDITED FINANCIAL STATEMENTS FOR THE YEAR ENDED
31 MARCH 2018
FOR
BANANA ENTERPRISE NETWORK LTD

BANANA ENTERPRISE NETWORK LTD

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BANANA ENTERPRISE NETWORK LTD

LEGAL & ADMINISTRATIVE INFORMATION FOR THE YEAR ENDED 31 MARCH 2018

CHARITY NAME: Banana Enterprise Network Ltd

CHARITY REGISTRATION NO: 1161408. The Charity was registered with the Charity Commission on 24 April 2015

COMPANY REGISTRATION NO:. 09133991 (England and Wales)

TRUSTEES & DIRECTORS: J E Allman Chair
C A Allman
C Siddall – resigned on 21 August 2017
N Tyldesley
K Morton
N Lee - appointed 10 May 2017

COMPANY SECRETARY: C A Allman

REGISTERED OFFICE: Banana Enterprise Network Ltd
5 Bridgewater Rd
Worsley
M28 3JE

INDEPENDENT EXAMINER: Greystone LLC
Chartered Accountants
Talbot Chambers
18 Athol Street
Douglas
Isle of Man
IM1 1JA

BANANA ENTERPRISE NETWORK LTD

ANNUAL REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2018

The Trustees, who are also the directors and the members of the company, present their annual report and the financial statements of the Banana Enterprise Network Ltd ("the Charity") for the year ended 31 March 2018.

STRUCTURE, GOVERNANCE & MANAGEMENT

Governing Document

The Charity is a company limited by guarantee. It is governed by the Memorandum and Articles of Association. The company became a registered charity on 24 April 2015.

Trustees

As required by the Articles of Association, at the Annual General Meeting on 20th December 2017, the nearest number to one third of Trustees, currently two were required to retire by rotation. C Allman and N Tyldesley therefore retired. N. Lee also retired as required at her first AGM. C Allman, N Tyldesley and N Lee were subsequently re-elected. New Trustees are appointed by the existing Trustees and retire initially at the following AGM. Trustees meet a minimum of three times a year and are responsible for the day to day management of the charity. There is frequent communication between the Chair and the other Trustees in between meetings. New Trustees have an initial meeting with the Chair of Trustees and following their appointment are given an induction pack which includes the Memorandum and Articles of Association, the most recent financial statements and the Charity Commission guidance document "The Essential Trustee". The charity's insurance policy includes indemnity insurance for the Trustees.

Risk Assessment

The Trustees have identified and reviewed the major risks to which the Charity is exposed. They have taken steps to control and reduce those risks.

OBJECTIVES AND ACTIVITIES

Objectives and Aims and Public Benefit

Article 4 of the Charity's Articles of Association states: "The Charity's object is, in relation to people living or working, permanently or temporarily, within the United Kingdom, the relief of poverty by providing to such people in financial need, goods or services related to the establishment of businesses in which they can be employed which they could not otherwise afford through lack of means."

It is a big decision for someone to decide to become self-employed and set up a business. High quality, intensive and supportive pre-business start-up support and advice is not available to unemployed and disadvantaged people. Government sponsored programmes are very limited in scope and despite what the government says, they are not as effective as they could be. They favour people who are already equipped with skills and knowledge and who are ready to start a business within a matter of weeks (8-12 weeks usually).

Our CEO Jayne Allman, worked on the Governments NEA (New Enterprise Allowance) programme as a Business Advisor and saw a gap for essential skills training and pre-start up support particularly focussed towards people facing additional barriers to work. On average 49% of people failed to access or complete the NEA programme. This gap in provision and the number of business failures is what drove her to the decision to set up a social enterprise in July 2014 (we became a charity in April 2015), despite the lack of support, barriers, challenges and negative comments she received from various organisations. In January 2015, our CEO launched Banana Enterprise Network and dedicated all her time to setting up and growing the free service to unemployed people in Salford.

The Charity fills a gap in statutory provision, by acquainting those starting businesses with the risks and opportunities and equipping them with the knowledge to make an informed choice as to whether self-employment is for them. The Charity organises courses run by experienced business advisers and tutors which cover many aspects of starting a business, including business planning, market research, bookkeeping and business confidence.

After start up, approximately 50% of new businesses in the UK fail within the first two years of trading. The aim of the Charity and the public benefit is to substantially reduce this waste of human and financial resources and to ensure as far as possible a successful transition into the government's NEA scheme and into self-employment for those for whom it is the right career choice. The Charity currently operates in deprived areas and communities.

Banana Enterprise Network is helping unemployed people to become self-employed and create new business ideas. We do this by providing training programmes that help improve confidence, build self-esteem and identify skills. We provide self-employment education, personal and business skills development and remove barriers to self-employment. We operate 7 days a week and evenings too, providing flexibility for our clients.

Operating since January 2015, Banana Enterprise Network quickly established itself as the first choice of grass root level business start-up support in Salford. This report sets out what we have achieved in during the year.

ACHIEVEMENTS AND PERFORMANCE

1. December 2016 – November 2017 – Project with Newground Together Trust – Engaging Enterprise

We delivered free training kindly funded by Newground, which consisted of various courses such as Introduction to Self-Employment, Bookkeeping Explained and Confidence courses for 81 unemployed Salford residents.

By the end of the project:-

- 1460 training hours had been delivered
- 100% of clients self-assessed that their skills level had increased by at least 2 points on an accredited scale
- 81 unemployed Salford residents accessed the free training
- 38 (46.9% of clients supported) either progressed to the NEA or got a job or progressed to other training

The funding also allowed us to create a "Community Champion" role for a year. The role was split into 2 part time self-employed roles.

The impact of this on our charity was that it enabled us to manage projects efficiently and the work undertaken by the Community Champion's was invaluable to us during a very busy year.

2. October 2017 – March 2018 – Project with Coalfield Regeneration Trust – Create Your Future

This project allowed us to deliver free employability/enterprise training kindly funded by the Coalfield Regeneration Trust to unemployed residents in coalfield areas of Salford and Farnworth. The project targeted residents who were long term unemployed and who had attended other employability/business start-up training but had still not progressed into employment. We aimed to support 30 residents and we set a target of helping 4 people into work or self-employment.

The project started well but then for the first time in our charity's history, we had a number of residents failing to attend the training after booking their free place. Often they didn't let us know that they were not coming which was disappointing, as we could have offered their place to someone else.

The project was due to support 30 residents but we actually supported 29 by the end. Our target was to help 4 people into work or self-employment and we achieved this. The project met most of its objectives but we were disappointed at people failing to attend. The funders told us, that we were not unique to this problem and other organisations locally had suffered similar issues this year.

3. April 2017-March 2018 - Various contracts with community centres and housing providers

Throughout the year our charity has continued to work with various organisations to deliver pre-self-employment training and support to their clients/tenants. All the contracts had very good attendances.

4. Lottery funded “Make it Work” project with Gingerbread Oct 2016 - Sep 2019 (ongoing project)

Throughout the year, we have continued to work in partnership with Gingerbread the single parent charity on the **Make it Work project** which started in October 2016. It consists of a six week programme delivering employability support, enterprise training, confidence boosting and providing work experience. Gingerbread is the lead partner.

The project continues until end September 2019. The project enables single parents who are unemployed to improve their chances of obtaining work and make an informed choice about self-employment. They learn new skills such as teamwork, time management, basic business skills, budgeting, interview techniques and event planning for example.

The parents also have the opportunity of doing a two week work placement with an employer (Marks and Spencer's has been the main employer so far).

FUTURE PLANS

The charity constantly seeks funding to enable it to capacity build and continue growing to support people facing barriers to self-employment. We continue to have an excellent reputation with clients, partners and the DWP. We are very grateful to those organisations who have agreed to fund us. We are also very grateful to partners such as St Vincent's Housing, Newground Together Trust, Gingerbread, Salford CVS, The Coalfield Regeneration Trust, The CO-OP, Adactus Housing, Riverside Housing and Langworthy Cornerstone Association for their support.

We are constantly looking at innovative ways to meet the needs of our community and secure funding for those projects. We are still aware of the need to implement and grow our commercial activities so we become less reliant on funding in the future.

At the time of writing this report we have supported 1009 unemployed people since launching in January 2015.

FINANCIAL REVIEW

Reserves Policy and Going Concern

The Trustees have considered the charity's position and activity and concluded that it is in a position to continue operating for at least twelve months from the balance sheet date. This is because the charity has a major contract which will be completed in September 2019. However to sustain the charity's work beyond this date, the Trustees' aim is to increase unrestricted reserves to be equivalent to a maximum of one year's basic running expenses. At 31 March 2018 the Trustees consider that the unrestricted reserves of £25,942 represent 6 months basic running expenses. In the event the charity received another major contract in the future this policy would be reviewed, and the policy is in any case reviewed annually.

RESPONSIBILITIES OF TRUSTEES

The Charity trustees are responsible for preparing a trustees' annual report and financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

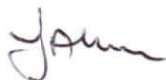
Company law requires the charity trustees to prepare financial statements for each year which give a true and fair view of the state of affairs of the charitable company and the group and of the incoming resources and application of resources, including the income and expenditure, of the charitable group for that period. In preparing the 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 charity will continue in business.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and to enable them to ensure that the financial statements comply with Part 15 of the Companies Act 2006 relating to small companies. They are also responsible for safeguarding the assets of the Charity and hence taking reasonable steps for the prevention and detection of fraud and other irregularities.

APPROVED ON BEHALF OF THE BOARD:

J E Allman – Chair of Trustees



Date: 5 January 2019

**INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES
OF BANANA ENTERPRISE NETWORK LIMITED**

I report on the accounts of the charity for the year ended 31 March 2018 which are set out on pages 7 to 11.

Respective responsibilities of Trustees and examiner

The charity's Trustees are responsible for the preparation of the accounts. The charity's Trustees consider that an audit is not required for this year under section 144(2) of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed. It is my responsibility to:

- examine the accounts under section 145 of the 2011 Act
- follow the procedures laid down in the General Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act; and
- state whether particular matters have come to our attention.

Basis of independent examiner's report

My examination was carried out in accordance with the 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 explanation from you as Trustees concerning 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 130 of the 2011 Act; and
- to prepare accounts which accord with the accounting records and comply with the accounting requirements of the 2011 Act

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.



Guy Wiltcher ACA, FCCA

Greystone LLC

Chartered Accountants

18 Athol Street, Douglas, Isle of Man

Dated : 9 January 2019

BANANA ENTERPRISE NETWORK LTD

STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2018

(including the Income and Expenditure Account for the year)

		31.3.18	31.3.18	Year ended 31.3.18	31.3.17	31.3.17	Year ended 31.3.17
	Notes	Unrestricted Funds £	Restricted Funds £	Total Funds £	Unrestricted Funds £	Restricted Funds £	Total Funds £
INCOME FROM							
Donations		1,826		1,826	3,051		3,051
Charitable Activities:							
Consultancy		7,651		7,651	5,275		5,275
Grants and contracts	4	2,200	76,077	78,277	6,841	81,336	88,177
TOTAL INCOME		<u>11,677</u>	<u>76,077</u>	<u>87,754</u>	<u>15,167</u>	<u>81,336</u>	<u>96,503</u>
EXPENDITURE ON							
Charitable Activities	5	1,066	78,897	79,963	2,600	65,327	67,927
TOTAL EXPENDITURE		<u>1,066</u>	<u>78,897</u>	<u>79,963</u>	<u>2,600</u>	<u>65,327</u>	<u>67,927</u>
NET INCOME/EXPENDITURE FOR THE YEAR		10,611	(2,820)	7,791	12,567	16,009	28,576
Total Funds brought forward	8	15,331	17,917	33,248	2,764	1,908	4,672
TOTAL FUNDS CARRIED FORWARD		<u>25,942</u>	<u>15,097</u>	<u>41,039</u>	<u>15,331</u>	<u>17,917</u>	<u>33,248</u>

The statement of financial activities includes all gains and losses in the year. All income and expenditure derive from continuing activities.

The notes on pages 9 to 11 form part of these financial statements.

BANANA ENTERPRISE NETWORK LTD

BALANCE SHEET AT 31 MARCH 2018

				31.3.18	31.3.17
	Notes	Unrestricted Funds £	Restricted Funds £	Total Funds £	Total Funds £
CURRENT ASSETS					
Debtors	6	-	1,325	1,325	1,094
Cash at bank		26,792	19,352	46,144	36,764
		26,792	20,677	47,469	37,858
CREDITORS					
Amounts falling due within one year	7	850	5,580	6,430	4,610
NET CURRENT ASSETS		25,942	15,097	41,039	33,248
NET ASSETS		25,942	15,097	41,039	33,248
ACCUMULATED FUNDS					
Funds	8	25,942	15,097	41,039	33,248
TOTAL FUNDS		25,942	15,097	41,039	33,248

The company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2018.

The members have not required the company to obtain an audit of its financial statements for the year ended 31 March 2018 in accordance with Section 476 of the Companies Act 2006.

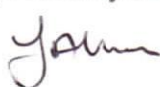
The directors acknowledge their responsibilities for:

- (a) ensuring that the company keeps accounting records which comply with Sections 386 and 387 of the Companies Act 2006 and
- (b) preparing financial statements which give a true and fair view of the state of affairs of the company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the company.

These financial statements have been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small charitable companies.

The financial statements were approved by the Board of Trustees on 5 January 2019 and were signed on its behalf by:

J E Allman – Director



The notes on pages 9 to 11 form part of these financial statements

BANANA ENTERPRISE NETWORK LTD

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

1. ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention and in accordance with the Financial Reporting Standard (FRS 102), and on a Going Concern basis, and with the Charities Act 2011.

Fund Accounting

Unrestricted funds can be used in accordance with the objectives of the charity at the discretion of the trustees. Restricted funds comprise funds received for specific project purposes.

Income

All income is included in the Statement of Financial Activities when the charity is entitled to the income and the amount can be quantified with reasonable accuracy.

Expenditure

Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Fixed Assets

The company has purchased office and computer equipment but does not capitalise individual items of equipment costing less than £1,250. The charity currently has no items treated as fixed assets at or after purchase.

Taxation

The charity is exempt from corporation tax by reason of its charitable status.

2. NET INCOME

The net income is stated after charging:

	Year ended 31.3.18 £	Year ended 31.3.17 £
Trustee remuneration (note 3)	39,000	30,989
Independent Examiner's remuneration	<u>600</u>	<u>240</u>

3. TRUSTEES REMUNERATION AND EXPENSES

Trustee's remuneration of £36,500 (2017 £30,989) was paid to J E Allman. Under the Charity's Articles of Association, a Trustee may receive remuneration provided a majority of the Trustees do not benefit in this way. J E Allman's salary was paid for the organisation and presentation of training courses and for 1 to 1 client support meetings. C A Allman was paid £2,500 (2017 £ nil) for accountancy work and for assisting with bookkeeping training courses. These two salaries were approved by the three independent Trustees. C Siddall received £ nil (2017 £ 1,001) for work as a freelance trainer. No other Trustees received any remuneration or benefits. J E Allman was reimbursed travel expenses of £786 (2017 £1,972) which were incurred in the performance of her duties. Other trustees were reimbursed expenses totalling £35 (2017 £210)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018 – continued

4. GRANTS & CONTRACTS RECEIVABLE

	Unrestricted Funds £	Restricted Funds £	Year ended 31.3.18 Total Funds £	Year ended 31.3.17 Total Funds £
Gingerbread Lottery Project		49,423	49,423	26,307
Salford Community and Voluntary Services		2,054	2,054	11,099
Awards for All Lottery		-	-	10,000
Coalfields Trust		10,000	10,000	10,000
The Well and St Vincent's housing		-	-	8,000
Langworthy Cornerstone	1,050	-	1,050	5,736
Santander Discovery Foundation		-	-	4,995
Newground Together		13,600	13,600	4,550
Income from other partner organisations for providing training and advice to clients	1,150	1,000	2,150	7,490
	<u>2,200</u>	<u>76,077</u>	<u>78,277</u>	<u>88,177</u>

5. EXPENDITURE

	Unrestricted Funds £	Restricted Funds £	Year ended 31.3.18 Total Funds £	Year ended 31.3.17 Total Funds £
Charitable Activities				
Trustee's salary & NI		39,910	39,910	34,146
Community Champions		8,290	8,290	1,470
Training courses costs	1,066	19,315	20,380	22,220
Travelling		1,055	1,055	1,972
Advertising and promotion		1,512	1,512	415
Computer expenses		2,142	2,142	2,376
Telephone		830	830	534
Repairs & renewals		1,220	1,220	862
Sundry expenses		2,116	2,116	2,276
Office rent		1,291	1,291	670
Post & stationery		262	263	351
Bank charges		82	82	115
Independent Examiner		600	600	240
Insurance		272	272	280
Total	<u>1,066</u>	<u>78,897</u>	<u>79,963</u>	<u>67,927</u>

6. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	31.3.18 £	31.3.17 £
Trade Debtors	1,050	826
Prepayments	275	268
	<u>1,325</u>	<u>1,094</u>

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018 – continued

7. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	31.3.18 £	31.3.17 £
Other creditor	850	264
Accruals	5,580	4,346
	<u>6,430</u>	<u>4,610</u>

8. MOVEMENT IN FUNDS

	At 1.4.17 £	Incoming £	Outgoing £	at 31.3.18 £
Restricted funds				
Gingerbread Lottery Project	5,217	49,423	(41,912)	12,728
Salford Community and Voluntary Services	4,704	2,055	(6,759)	
Awards for All Lottery	7,816	-	(7,816)	
Coalfields Trust		10,000	(7,631)	2,369
Newground Together	180	13,600	(13,780)	
		1,000		
Other providers			(1,000)	
	<u>17,917</u>	<u>76,078</u>	<u>(78,898)</u>	<u>15,097</u>
Unrestricted funds				
General Fund	<u>15,331</u>	<u>11,676</u>	<u>(1,065)</u>	<u>25,942</u>
	<u>33,248</u>	<u>87,755</u>	<u>(79,963)</u>	<u>41,039</u>

Restricted Funds

The purpose of all projects was to provide training, information and support to unemployed persons from the following deprived areas to help them access self-employment.

Gingerbread Lottery Project	Salford and Manchester
Salford Community & Voluntary Services	Salford
Awards for All Lottery	Salford
Coalfields Trust	Salford
Newground Together	Salford
Other providers	Manchester, Lancashire and Cheshire.

10. LIMITED BY GUARANTEE

The company is limited by guarantee and consequently does not have a share capital.