Registered Company No: 2647030
Registered Charity No: 1004426
Registered in Scotland No: SC038028

ENTERPRISE EDUCATION TRUST

(A company limited by guarantee)

FINANCIAL STATEMENTS

31 AUGUST 2012

haysmacintyre
Chartered Accountants
Fairfax House
15 Fulwood Place
London
WC1V 6AY

SATURDAY

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ENTERPRISE EDUCATION TRUST
(Formerly businessdynamics Trust)
(A company limited by guarantee)

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The Trustees are pleased to present their report together with the financial statements of the charity for the year ending 31 August 2012

Reference and administrative details

Company Number	2647030
Charity no	1004426
Scottish Charity Number	SC038028
Principal and Registered Office	Enterprise House, 1-2 Hatfields, London, SE1 9PG
Independent Auditors	haysmacintyre, Chartered Accountants, 15 Fulwood Place, London, WC1V 6AY
Bankers	National Westminster Bank plc, 31 New Bridge Street, London, EC4V 6HN
Solicitors	Bircham Dyson Bell, 50 Broadway, London SW1H 0BL

Directors, members and Trustees

The Trustees serving during the year and since the year-end were as follows

Sir Paul Judge	(Chairman)
Jonathan Harris	(Deputy Chairman)
Norman Davis	
Mrs Elizabeth Reid	
Dr Michael Sanderson	

Officers and Senior Management Team

Chief Executive Officer	David Millar
Company Secretary	My Cornerstone Ltd

Structure, Governance and Management

Governing Document

The origins of the Enterprise Education Trust date from 1977 The charity was established as The Understanding Industry Trust on 29th July 1986, a registered educational Trust (number 327241) On 19th September 1991, the Trust transferred all of its activities, assets and liabilities to the Understanding Industry Trust, an identically named company limited by guarantee, not having a share capital The Trust's name was changed to the businessdynamics Trust with effect from 1st August 2001 On 1st June 2006 NFTE-UK merged with businessdynamics Trust and the company changed its name to the Enterprise Education Trust on 19th July 2006 In December 2006, the Trust took over the running of Achievers International The company's Memorandum and Articles constitute the Charity's governing document

All of the Trustees are directors and members of the company All members are liable to contribute to the assets of the company up to a maximum of £1 each in the event of a winding up of the company

Appointment of Trustees

The company in its general meeting may increase or reduce the number of Trustees and may make appointments necessary for making any such increase or decrease provided that the number does not fall below five or exceed twenty All Trustees are circulated with biographical data relating to potential new Trustees in advance of the general meeting

Trustee induction and training

All new Trustees are given an induction pack, which includes the Memorandum and Articles of Association, Annual Report and Accounts, a suite of guidance material from the Charity Commission, and a copy of the corporate video The Trustees are also encouraged to visit the Trust's office, school programmes and conferences

The Trustees meet formally quarterly to review the progress of the organisation A Chief Executive Officer is appointed by the Trustees to manage the day-to-day operations of the Charity The Chairman and other Trustees maintain regular contact with the Chief Executive Officer

Risk Management

The Trustees view risk analysis as fundamental to the effective running of the organisation Strategic, regulatory, operational and financial risks are all evaluated and ranked Where particular risks are identified as a high priority, systems have been implemented to monitor and manage those risks A key element of our risk analysis is to take appropriate professional advice when a significant risk is identified in order to minimise the organisation's potential exposure to the identified risk

Relationships with other organisations that may impact on operating policy

The Trust has developed a number of strategic relationships For example, we work with companies and organisations that provide funding and volunteers

The merger with NFTE (Network For Teaching Entrepreneurship) in Great Britain has brought the Trust into an international network of organisations operating across the world In addition, Achievers International also operates internationally

Objects and Activities for the public benefit

The objects for which the company is established are

- To conduct research into the needs of business and young people seeking employment and currently engaged in studies at school or college,
- The advancement of education and training in its relation to business, the role of business in society and the place of science and technology in both business and society,
- The relief of poverty and the relief of unemployment for the benefit of the public including the training of teachers to teach the NFTE programme and the teaching of the NFTE programme, and
- The provision of financial and technical assistance to young people who are participating in the NFTE programme

Enterprise Education Trust consists of three main strands

- businessdynamics' programmes use business volunteers as role models to inspire young people Our aim is to improve young people's skills and their understanding and perception of business,

- Achievers International gives students the opportunity to trade online with schools overseas, developing their entrepreneurial, ICT, communication and modern language skills, and

In the academic year 2011/12 10,189 (2010/11 12,109) students took part in our programmes

The Enterprise Education Trust therefore offers a wide range of programmes and can reach schools, colleges, teachers and students very cost-effectively

The Trust aims to empower young people through business and enterprise We want to make more young people aware of the opportunities and challenges offered by business and, in particular, to enable more to have confidence to consider the possibility of running their own business

Achievements and Performance

The charity's main objective is to bring business to life for students and to reach as many young people aged 14-19 as cost-effectively as possible The number of students who benefited from programmes is set out in the following table

Activity	2012	2011
Key Skills, Business Awareness, Your Money Young Offender, Special Educational Needs	6,982	7,287
Achievers International conferences and schools	3,207	4,430
Total students	10,189	12,109

Financial Review

The results for the year ended 31st August 2012 are set out on page 9 The accounts comply with statutory requirements, the governing document and SORP 2005 The surplus for the year amounts to £20,473 (2011 £15,066)

The charity's income and expenditure:

Income

Income source	2012 % of Gross Income	2012 (£000)	2011 % of Gross Income	2011 (£000)
Voluntary income	74	241	72	275
Activities for generating funds	20	63	19	73
Investment Income	0	0	0	0
Incoming resources from charitable activities	6	20	9	36
Total	100	324	100	384

The current economic conditions continue to be a major challenge for the Trust However we have made progress in diversifying our income with an increased emphasis on building relationships with trusts and foundations

Expenses

Details of the charity's expenditure are shown in note 4

Investment Policy:

When there are surplus bank balances, these are placed on treasury deposit for periods of up to three months This policy avoids risks associated with the equity market and provides flexibility Interest rates, which are regularly reviewed, are competitive

Reserves Policy

To enable the organisation to achieve sustainable long-term growth requires the creation of reserves The medium term objective is to build and maintain unrestricted reserves equal to six months of total expenditure

As at 31st August 2012 unrestricted reserves represent approximately 17 weeks of unrestricted expenditure This is an increase from the previous year but the shortfall continues to be addressed via the measures described above

Public Benefit:

The Trustees confirm that they have complied with the duty in section 17 of the Charities Act 2011 to have due regard to the public benefit guidance published by the Charity Commission in determining the activities undertaken by the charity

Plans for Future Periods

The fundamental challenge remains that of improving the Trust's financial position, and to increase the level of reserves

As youth unemployment continues to rise, the Trust aims to increase the number of its employability programmes In addition, we will continue the Trust's work with juvenile and young offenders We will also continue our work with young people with special needs

Our financial literacy programme – 'Your Money' will also continue

The Achievers International programme, together with the international conference programme, will continue

The key objectives for the future, for each division, are outlined below

businessdynamics

- To deliver a total of 330 businessdynamics programmes
- Develop and increase the number of employability, 'Your Money' and Young and Juvenile Offender Programmes,

Achievers International

- Continue to expand activity globally,
- Develop the international conference programme,
- Integrate the programme more fully within the Trust

AUDITORS

A resolution to re-appoint haysmacintyre, Chartered Accountants, as auditors will be proposed at the forthcoming Annual General Meeting

STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees (who are also directors of the Enterprise Education Trust 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 that 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, and
- 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 proper accounting records that disclose with reasonable accuracy at any time of the financial position of the charitable 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

In so far as we are aware

- There is no relevant audit information of which the charitable company's auditor is unaware, and
- The trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information

Signed on behalf of the Board of Trustees

Paul Judge

Sir Paul Judge
CHAIRMAN

Approved by the Trustees on 31st January 2013

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ENTERPRISE EDUCATION TRUST

We have audited the financial statements of Enterprise Education Trust for the year ended 31 August 2012 that comprise the statement of financial activities, the balance sheet and the related notes The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed

Respective responsibilities of directors and auditors
As explained more fully in the Trustees' Responsibilities Statement set out on page 7, the trustees (who are also the directors for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view

Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland) Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors

Scope of the audit of the financial statements
An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error This includes an assessment of whether the accounting policies are appropriate to the charitable company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the trustees, and the overall presentation of the financial statements

In addition, we read all the financial and non-financial information in the Trustees' Annual Report to identify material inconsistencies with the audited financial statements If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report

Opinion on financial statements
In our opinion the financial statements

- give a true and fair view of the state of the charitable company's affairs as at 31 August 2012 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

Opinion on other matter prescribed by the Companies Act 2006
In our opinion the information given in the Trustees' Annual Report for the financial year for which the financial statements are prepared is consistent with the financial statements

Matters on which we are required to report by exception
We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

Bernie Watson
Senior statutory auditor
for and on behalf of haysmacintyre
Chartered Accountant and Statutory Auditors

Fairfax House
15 Fulwood Place
London
WC1V 6AY
31 January 2013

ENTERPRISE EDUCATION TRUST
(A company limited by guarantee)

STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 AUGUST 2012

INCOMING RESOURCES	Note	Unrestricted Funds £	Restricted Funds £	Total Funds 2012 £	Total Funds 2011 £
Incoming resources from generated funds					
Voluntary income					
Donations		205,542	58,794	264,336	275,346
Activities for generating funds:					
Sponsors		30,195	19,305	49,500	71,000
Corporate Membership		-	-	-	2,000
Achievers International Membership		1,675	-	1,675	-
Investment Income:					
Bank Interest		-	-	-	21
Incoming resources from charitable activities					
Schools Income		12,401	293	12,694	35,543
Total Incoming Resources		249,813	78,392	328,205	383,910
Resources expended:					
Costs of generating voluntary Income					
Costs of generating voluntary income	4	46,260	-	46,260	78,831
Charitable activities (Programmes, roadshows and conferences)	4	150,463	101,047	251,510	275,165
Governance costs	4	9,962	-	9,962	14,848
Total Resources Expended	4	206,685	101,047	307,732	368,844
Net Incoming Resources before transfers		43,128	(22,655)	20,473	15,066
Transfers between funds		(22,655)	22,655	-	-
Net Incoming Resources		20,473	-	20,473	15,066
Balances brought forward at 1 September		£46,366	-	£46,366	£31,300
Balances carried forward at 31 August		£66,839	£-	£66,839	£46,366

The notes on pages 11 to 16 form part of these financial statements
There were no recognised gains and losses other than those shown in the above Statement of Financial Activities The above also reflects the income and expenditure account for Companies Act purposes, therefore no summary income and expenditure account has been prepared

Company N° 2647030

ENTERPRISE EDUCATION TRUST
(A company limited by guarantee)

BALANCE SHEET

AS AT 31 AUGUST 2012

	Notes	2012 £	2012 £	2011 £	2011 £
FIXED ASSETS					
Tangible assets	9		8,245		8,245
Investment	10		1		1
CURRENT ASSETS					
Debtors	11	20,089		33,196	
Bank short term deposit and cash at bank and in hand		112,780		51,839	
		132,869		85,035	
CREDITORS: amounts falling due within one year	12	(74,276)		(46,915)	
NET CURRENT ASSETS			58,593		38,120
NET ASSETS			£66,839		£46,366
FUNDS					
Unrestricted			66,839		46,366
Restricted			-		-
	15 & 16		£66,839		£46,366

Approved and authorised for issue by the Trustees on 31st January 2013

Signed on behalf of the Board of Trustees

Paul Judge

Sir Paul Judge
CHAIRMAN

The notes on pages 11 to 16 form part of these financial statements

1. COMPANY STATUS

The company is limited by guarantee not having a share capital The liability of the members in the event of winding-up is limited to £1 per member

2. ACCOUNTING POLICIES

(a) BASIS OF PREPARATION

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards In preparing the financial statements, the charity follows best practice as set out in the Statement of Recommended Practice 'Accounting and Reporting for Charities' (SORP 2005) issued in March 2005, applicable UK Accounting Standards and the Companies Act 1985 The principal accounting policies adopted in the preparation of the financial statements are set out below

(b) INCOMING RESOURCES

Income is solely attributable to the activities of the Trust, and represents the amounts invoiced in respect of goods and services supplied excluding value added tax

Voluntary income including donations and grants that provide core funding or are of a general nature are recognised when there is entitlement, certainty of receipt and the amount can be measured with sufficient reliability Such income is only deferred when

- The donor specifies that the grant or donation must only be used in future accounting periods, or
- The donor has imposed conditions that must be met before the charity has unconditional entitlement

Investment income is recognised on a receivable basis

Income from charitable activities includes income received under contract or where entitlement to grant funding is subject to specific performance conditions is recognised as earned as the related services are supplied

The value of services provided by volunteers is not incorporated into these financial statements Further details of the contribution made by volunteers can be found in the Trustees' annual report

Restricted income was given by companies and others to support specific projects and programmes and was either spent entirely on the project in question or has been carried forward into 2011/12 in order to complete unfinished projects

(c) RESOURCES EXPENDED

Expenditure is recognised when a liability is incurred Contractual arrangements are recognised as goods or services are supplied

- Costs of generating funds are those incurred in attracting voluntary income
- Charitable activities include expenditure associated with the running and resourcing of programmes, roadshows and conferences They include both the direct costs and support costs relating to these activities,
- Governance costs include those incurred in the governance of the charity and its assets and are primarily associated with constitutional, structural and statutory requirements,
- Support costs include central functions and have been allocated to activity cost categories on a basis consistent with the use of resources These bases include per capita and time spent

2. ACCOUNTING POLICIES (continued)

(d) TANGIBLE FIXED ASSETS

Tangible fixed assets costing more than £1,000 are capitalised and included at cost Obsolete items are fully written down and replaced when necessary

Depreciation is provided on tangible fixed assets at rates calculated to write off the cost less estimated residual value over their expected useful lives The office and computer equipment is depreciated at rates of 15% to 33% straight line

(e) STOCKS

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

(f) OPERATING LEASES

Rentals on operating leases are charged in the income and expenditure account in the year in which they are incurred

(g) DEFERRED INCOME

Deferred income represents the proportion of invoiced expenditure carried forward to cover the associated costs of programme or project delivery

Deferred income relating to the delivery of projects represents the surplus of revenue over costs incurred to date Project income is only recognised when a project has either been delivered or its outcome can be assessed with accuracy and outstanding costs have been provided for

(h) PENSIONS

The company operates a defined contribution scheme and no additional liability arises other than payments to the pension scheme, which are charged as expenditure in the year in which they are paid

(i) IRRECOVERABLE VAT

The company is not registered for VAT Irrecoverable VAT is charged to the expenditure heading to which it relates

3. GRANTS

Grants are received from statutory bodies for the provision of specific services

4 TOTAL RESOURCES EXPENDED

	Total 2012 £	Total 2011 £
Costs of Generating Funds:		
Publicity and Events	-	-
Fundraising	20,599	25,234
Reallocation of support costs	25,661	53,597
Total	£46,260	£78,831
Charitable Activities:		
businessdynamics programme costs	100,047	115,091
Roadshows and conferences	25,882	17,106
NFTE programme and event costs	-	3,971
Reallocation of support costs	125,581	138,996
Total	£251,510	£275,164

4. TOTAL RESOURCES EXPENDED (continued)

	Total 2012 £	Total 2011 £
Governance costs		
Audit fees & other related costs	7,200	7,538
Annual Review	-	-
Legal & Professional fees	14	-
Reallocation of support costs	2,748	7,320
Total	£9,962	£14,848

Reallocation of Support Costs	Cost of Generating funds £	Charitable Activities £	Governance costs £	Total £
Salaries				80,577
Reallocation (time based)	18,320	59,509	2,748	(80,577)
Other Support costs				
Premises				41,622
Equipment				8,066
Printing and stationery				6,770
Professional fees				14,560
Bad debt provision				2,050
Travel expenses				345
Irrecoverable VAT				-
Sub total				73,413
Reallocation (head count)	7,341	66,072		(73,413)
Total	£25,661	£125,581	£2,748	£-

5. TRANSACTIONS WITH TRUSTEES AND CONNECTED PERSONS

No Trustee or connected person received any emoluments or expenses during the year No arrangement, including transactions, contracts and grants, existed during the year with any Trustee or connected person

6. OPERATING DEFICIT

	2012 £	2011 £
This is stated after charging (inclusive of irrecoverable VAT where applicable)		
Depreciation of tangible fixed assets	-	-
Auditors' remuneration	7,200	7,200
Rentals under operating leases	25,000	31,456

7. TAXATION

The trust is registered as a charity and it is considered that corporation tax is not applicable

8. EMPLOYEE INFORMATION

	2012 £	2011 £
Employee emoluments	125,306	150,195
Social Security costs	12,306	15,473
Pension contributions	6,908	9,174
	£144,520	£174,842
Average number of employees during the year	5	13
Higher paid employee - £60,001 - £70,000	1	1

9. TANGIBLE FIXED ASSETS

	Office, Computer Equipment & Trademarks £
COST	
At 1 September 2011 and 31 August 2012	105,533
DEPRECIATION	
At 1 September 2011	97,288
Charge for year	-
At 31 August 2012	97,288
NET BOOK VALUES	
At 31 August 2012	£8,245
At 31 August 2011	£8,245

10. INVESTMENT

The investment represents the whole of the issued ordinary share capital of businessdynamics Trust Trading Limited, a company incorporated in England and Wales The company was incorporated on 29 January 2003, and did not trade during the accounting year

11. DEBTORS

	2012 £	2011 £
Trade debtors	16,150	19,827
Other debtors	3,939	13,369
Prepayments	-	-
	20,089	33,196

12. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2012 £	2011 £
Trade creditors	6,284	2,784
Other taxation and social security	-	-
Deferred income (note 13)	56,628	34,155
Other creditors	-	947
Accruals	11,364	9,029
	£74,276	£46,915

13. DEFERRED INCOME

	Deferred income b/f £	Invoiced £	Income recognised in year (excluding bank Interest) £	Deferred income c/f £
Movement on Deferred income				
Projects	-	-	-	-
Programmes and school fees	34,155	350,678	328,205	(56,628)
	34,155	350,678	328,205	(56,628)

14. OBLIGATIONS UNDER OPERATING LEASES

The following payments are committed to be paid during the next year on leases expiring within five years

	2012 £	2011 £
Land and buildings	£25,620	£16,600

15. ANALYSIS OF FUNDS

	Unrestricted £	Restricted £	Total £
Fixed Assets and investments	8,246	-	8,246
Current assets	132,869	-	132,869
Creditors	(74,276)	-	(74,896)
At 31 August 2012	66,839	-	66,219

UNRESTRICTED RESERVES

This reserve represents the funds available to fulfil the reserves function of providing for day-to-day cash requirements and enabling the Enterprise Education Trust to absorb any setbacks, should they arise, and take advantage of change and opportunity in pursuing its goal of increased market penetration and development

16. RESTRICTED FUNDS

	Balance brought forward £	Income £	Expenditure £	Transfers £	Balance carried forward £
Training and student programmes	-	78,392	101,047	22,655	-
	-	78,392	101,047	22,655	-

Restricted funds represent donations towards the costs of running specific events

The charity would like to thank all its sponsors and donors for their support during the year

17 PENSIONS

The company operates a defined contribution scheme for its employees During the year contributions to the scheme amounted to £6,908 (2011 £9,174)