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 2013

haysmacintyre
Chartered Accountants
26 Red Lion Square
London
WC1R 4AG



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

CONTENTS	Page
Trustees' Report	1 – 7
Independent Examiner's Report	8
Statement of Financial Activities	9
Balance Sheet	10
Notes to the Financial Statements	11-16

REPORT OF THE TRUSTEES

FOR THE YEAR ENDED 31 AUGUST 2013

The Trustees are pleased to present their report together with the financial statements of the charity for the year ending 31 August 2013

Reference and administrative details

Company Number

2647030

Charity no

1004426

Scottish Charity Number

SC038028

Principal and Registered Office

Enterprise House, 1-2 Hatfields, London, SEI 9PG

Independent Examiners

haysmacintyre, Chartered Accountants, 26 Red Lion Square, London WC1R 4AG

Bankers Solicitors National Westminster Bank plc, 156 Fleet Street, London EC4A 2DX

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

Sır 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 (to 21st February 2013) David Millar (from 21st February 2013)

REPORT OF THE TRUSTEES (continues)

FOR THE YEAR ENDED 31 AUGUST 2013

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. 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

Achievers International operates internationally, and has brought the Trust into a network of organisations in other countries

REPORT OF THE TRUSTEES (continues)

FOR THE YEAR ENDED 31 AUGUST 2013

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 two 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 2012/13 7,397 (2011/12 10,189) 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	2013	2012
Key Skills, Business Awareness, Your Money Young Offender,		
Special Educational Needs	4,449	6,982
Achievers International conferences and schools	2,948	3,207
Total students	7,397	10,189

REPORT OF THE TRUSTEES (continues)

FOR THE YEAR ENDED 31 AUGUST 2013

Financial Review

The results for the year ended 31st August 2013 are set out on page 9 The accounts comply with statutory requirements, the governing document and SORP 2005 The deficit for the year amounts to £34,831 (2012 surplus £20,473)

The charity's income and expenditure:

Income

Income source	2013	2013	2012	2012
	% of Gross Income	(£000)	% of Gross Income	(£000)
Voluntary income	81	189	74	241
Activities for generating funds	14	32	20	63
Investment Income	0	0	0	0
Incoming resources from charitable	5	13	6	20
activities				
Total	100	234	100	324

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 2013 unrestricted reserves represent approximately eight 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

REPORT OF THE TRUSTEES (continues)

FOR THE YEAR ENDED 31 AUGUST 2013

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

Our award-winning online international enterprise programme - 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 business dynamics 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,
- Increase the number of Commonwealth countries participating,

REPORT OF THE TRUSTEES (continues)

FOR THE YEAR ENDED 31 AUGUST 2013

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 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.

Signed on behalf of the Board of Trustees

Sir Paul Judge CHAIRMAN

Approved by the Trustees on 27th March 2014

INDEPENDENT EXAMINERS'S REPORT TO THE TRUSTEES OF ENTERPRISE EDUCATION TRUST

I report on the financial statements of the charitable company for the year ended 31 August 2013 which comprise the Statement of Financial Activities the Balance Sheet and the related notes

This report is made solely to the charity's Trustees as a body in accordance with section 145 of the Charities Act 2011 (the 2011 Act) and section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 ('the 2005 Act) My work has been undertaken so that I might state to the charitable company's Trustees those matters I am required to state to them in an Independent Examiner's report and for no other purpose. To the fullest extent permitted by law I do not accept or assume responsibility to anyone other than the charitable company and the charitable company's Trustees as a body, for my work for this report, or for the opinions I have formed

RESPECTIVE RESPONSIBILITIES OF TRUSTEES AND EXAMINER

The Trustees who are also the directors of the company for the purposes of company law are responsible for the preparation of the financial statements. The Trustees consider that an audit is not required for this year under section 144(2) of the 2011 Act or under Regulation 10(1) (a) to (c) of The Charities Accounts (Scotland) Regulations 2006 (the 2006 Accounts Regulations) and that an independent examination is needed. The charity is required by law company law to prepare accrued accounts and I am qualified to undertake the examination by being a qualified member of the Institute of Chartered Accountants in England and Wales

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

- examine the financial statements under section 145 of the 2011 Act and section 44(1)(c) of the 2005 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 my attention

BASIS OF INDEPENDENT EXAMINER'S REPORT

My examination was carried out in accordance with the General Directions given by the Charity Commission and is in accordance with Regulation 11 of the 2006 Accounts Regulations. An examination includes a review of the accounting records kept by the charity and a comparison of the financial statements presented with those records. It also includes consideration of any unusual items or disclosures in the financial statements and seeking explanations from you as 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 financial statements 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 section 44(1)(a) of the 2005 Act and
- to prepare financial statements which accord with the accounting records comply with the accounting requirements of section 396 of the Companies Act 2006 section 44(1)(b) of the 2005 Act and Regulation 8 of the 2006 Accounts Regulations and
- which are consistent 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 financial statements to be reached

Bernard Watson FCA DChA Chartered Accountant

haysmacintyre 26 Red Lion Square London WCIV 6AY

Date 27 Mcon 2014

STATEMENT OF FINANCIAL ACTIVITIES (including an Income and Expenditure account)

FOR THE YEAR ENDED 31 AUGUST 2013

INCOMING RESOURCES	Note	Unrestricted Funds £	Restricted Funds £	Total Funds 2013 £	Total Funds 2012 £
Incoming resources from generated funds					
Voluntary income: Donations		131,077	57,711	188,788	264,336
Activities for generating funds Sponsors		18,910	12,090	31,000	49,500
Corporate Membership Achievers International Membership		1,422	-	1,422	1,675
Investment Income Bank Interest		20	-	20	-
Incoming resources from charitable activities Schools Income	S	12,500	-	12,500	12,694
Total Incoming Resources		163,929	69,801	233,730	328,205
Resources expended:				<u>-</u>	
Costs of generating voluntary Income Costs of generating voluntary income	4	40,902	-	40,902	46,260
Charitable activities	4	152,384	68,411	220,795	251,510
(Programmes, roadshows and conferences) Governance costs	4	6,864	-	6,864	9,962
Total Resources Expended		200,150	68,411	268,561	307,732
Net (Outgoing)/Incoming Resources before transfers		(36,221)	1,390	(34,831)	20,473
Transfers between funds		1,390	(1,390)	-	-
Net (Outgoing) Incoming Resources and Net (Expenditure)/Income for the year		(34,831)	•	(34,831)	20,473
Balances brought forward at 1 September		£66,839	-	£66,839	£46,366
Balances carried forward at 31 August		£32,008	£-	£32,008	£66,839

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.

BALANCE SHEET

AS AT 31 AUGUST 2013

	2013	3	2012	
Notes	£	£	£	£
9 10		12,945 1		8,245 i
11	7,943		20,089	
	81,450		112,780	
	89,393		132,869	
12	(70,331)		(74,276)	
		19,062		58,593
		£32,008		£66,839
		32,008		66,839
15 & 16		£32,008		£66,839
	9 10 11	Notes £ 9 10 11 7,943 81,450 89,393 12 (70,331)	9 10 12,945 1 11 7,943 81,450 89,393 12 (70,331) 19,062 £32,008 32,008	Notes £ £ £ 9 12,945 1 10 1 20,089 11 7,943 20,089 81,450 112,780 132,869 12 (70,331) (74,276) 19,062 £32,008 32,008 15 & 16 £32,008

For the year ended 31 August 2013 the company was entitled to exemption from audit under section 477of the Companies Act 2006 relating to small companies and the members have not required the company to obtain an audit of its accounts for the year in question in accordance with section 476. The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of accounts

Signed on behalf of the Board of Trustees

Sir Paul Judge CHAIRMAN

Approved and authorised for issue by the Trustees on 27th March 2014

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

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 AUGUST 2013

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 2006. 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 to support specific projects and programmes and was either spent entirely on the project in question or has been carried forward 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

(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 AUGUST 2013

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) OPERATING LEASES

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

(f) 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

(g) 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

(h) 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

TOTAL RESOURCES EXPENDED	Total 2013	Total 2012
	£	£
Costs of Generating Funds:		
Publicity and Events	-	-
Fundraising	14,647	20,599
Reallocation of support costs	26,255	25,661
Total	£40,902	£46,260
Charitable Activities:		
businessdynamics programme costs	67,437	100,047
Roadshows and conferences	26,967	25,882
NFTE programme and event costs	•	· -
Reallocation of support costs	126,391	125,581
Total	£220,795	£251,510

(A company limited by guarantee)

Employee emoluments

Social Security costs

Pension contributions

Average number of employees during the year

Higher paid employee - £60,001 - £70,000

NOTES TO THE FINANCIAL STATEMENTS (continued)

TOTAL RESOURCES EXPENDED (continued)

FOR THE YEAR ENDED 31 AUGUST 2013

		, , ,		2013 £	2012 £
	Governance costs Independent Examination/audit fees	& other related costs		3,600	7,200
	Annual Review Legal & Professional fees			391	- 14
	Reallocation of support costs			2,873	2,748
	Total			£6,864	£9,962
	Reallocation of Support Costs	Cost of Generating funds £	Charitable Activities £	Governance costs	Total
	Salaries	•	2	*	84,529
	Reallocation (time based) Other Support costs:	19,156	62,500	2,873	(84,529)
	Premises				38,114
	Equipment				6,435
	Printing and stationery				4,778
	Professional fees				19,392
	Bad debt provision				(50)
	Travel expenses				254
	Depreciation				2,067
	Sub total				70,990
	Reallocation (head count)	7,099	63,891		(70,990)
	Total	£26,225	£126,391	£2,873	£-
5.	TRANSACTIONS WITH TRUSTE: No Trustee or connected person receive transactions, contracts and grants, exit	ved any emoluments or ex	penses during the		ent, including
6.	OPERATING DEFICIT			2013 £	2012 £
	This is stated after charging				
	Depreciation of tangible fixed assets			2,067	-
	Independent Examiner's/Auditors' rer	nuneration		3,600	7,200
	Rentals under operating leases			25,000	25,000
7.	TAXATION The trust is registered as a charity and	d it is considered that corpo	ration tax is not a	applicable	
8.	EMPLOYEE INFORMATION			2013	2012
				£	£

Total

120,649

£138,402

11,778

5,975

4

1

125,306

£144,520

12,306

6,908

5

1

Total

NOTES TO THE FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 AUGUST 2013

9.	TANGIBLE FIXED ASSETS	Office, Computer Equipment & Trademarks £
	COST	
	At 1 September 2012	105,533
	Additions in year	6,767
	As at 31 August 2013	112,300
	DEPRECIATION	
	At 1 September 2012	97,288
	Charge for year	2,067
	At 31 August 2013	99,355
	NET BOOK VALUES	
	At 31 August 2013	£12,945
	At 31 August 2012	£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	2013 £	2012 £
	Trade debtors Other debtors Prepayments	3,700 4,243 -	16,150 3,939 -
		7,943	20 089
12.	CREDITORS AMOUNTS FALLING DUE WITHIN ONE YEAR	2013 £	2012 £
	Trade creditors Other taxation and social security Deferred income (note 13) Other creditors Accruals	837 - 58 101 170 11 223	56,628 - 11,364
		£70,331	£74,276

NOTES TO THE FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 AUGUST 2013

13	3 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	56,628	235,183	233,710	(58,101)
		56,628	235,183	233,710	(58,101)

14. OBLIGATIONS UNDER OPERATING LEASES

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

			2013 £	2012 £
	Land and buildings		£15,435	£25,620
15.	ANALYSIS OF FUNDS	Unrestricted £	Restricted £	Total £
	Fixed Assets and investments Current assets Creditors	12,946 89,393 (70,331)	- - -	12,946 89,393 (70,331)
	At 31 August 2013	32,008	-	32,008

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

(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 AUGUST 2013

16.	RESTRICTED FUNDS	Balance brought forward £	Income £	Expenditure £	Transfers £	Balance carried forward £
	NFTE	-	-	-	•	-
	Training and student events	-	69,801	68,411	(1,390)	-
		-	69,801	68,411	(1,390)	-

RESTRICTED RESERVES

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 £5,975 (2012 $\pm 6,908$)