

Company registration number: 07771465

Charity registration number: 1144043

Tutor Trust

(A company limited by guarantee)

Annual Report and Financial Statements

for the Year Ended 30 June 2019

Tutor Trust

Contents

Reference and Administrative Details	1
Trustees' Report (incorporating the Directors' Report)	2 to 7
Statement of Trustees' Responsibilities	8
Independent Auditors' Report	9 to 11
Statement of Financial Activities	12
Balance Sheet	13
Notes to the Financial Statements	14 to 22

Tutor Trust
Reference and Administration Details

Trustees:	M G Emmerich P J McIntyre L Crompton B Murden J Lister S Mills (resigned 13 February 2020) J Nuttall (appointed 27 August 2019)
Key Management Personnel	N Bent (Co-founder) A Shapiro (Co-founder)
Principal Office and Registered Office	3 rd Floor Virginia House 5-7 Great Ancoats Street Manchester M4 5AD The charity is incorporated in England and Wales.
Company Registration Number:	07771465
Charity Registration Number:	1144043
Auditor	Beever and Struthers Chartered accountant and statutory auditor St George's House 215-219 Chester Road Manchester M15 4JE
Bankers	The Co-operative Bank plc PO Box 101 1 Balloon Street Manchester M60 4EP

Tutor Trust

Trustees Report (Incorporating the Directors' Report)

The Trustees, who are directors for the purposes of company law, present the annual report together with the financial statements of the charitable company for the year ended 30 June 2019.

Structure, governance and management

Nature of governing document

The Company is governed by its Memorandum and Articles of Association.

Constitution and Organisational structure

The Company is registered as a charitable company, limited by guarantee, registered charity number 1144043.

The charitable company is governed by the Trustees who are elected under terms of the charitable company's rules.

Objects and Activities

The Charity operates through a charitable company and the Charity's objects are to advance the education of the public in the United Kingdom.

Public Benefit

The Trustees confirm that they have complied with the requirements of section 4 of the Charities Act 2011 to have due regard to the public benefit guidance published by the Charity Commission.

The Charities Act 2011 identifies 13 descriptions of charitable purpose and in our view the work if the charity meets the following:

- Relief of poverty
- Advancement of education
- Advancement of health
- Advancement of community development
- Relief of those in need by reason of youth, age, ill-health, disability, financial hardship or disadvantage.

Activities undertaken to further charitable objectives for public benefit are described below. All services are provided free of charge to beneficiaries.

Recruitment and training of Trustees

Our current Board of Trustees were recruited informally, through our professional and education networks in Manchester. All our Trustees have an enhanced DBS check. With our new strategic partner, Impetus, we are pursuing a formal Board review in order to professionalise and develop our governance as we grow as a charity.

The review will include an increase in the number of Trustees; greater diversity; further education expertise; formal processes for Trustee induction and training.

Arrangements for setting pay of key management personnel

Tutor Trust has introduced a comprehensive Reward Statement that summarises the benefits to employees of working for our charity, including fair and competitive salaries for the sector. We recently benchmarked our salaries against the rest of the sector with pro bono support from PwC, and some staff have had their pay revised upwards. Individual salaries are reviewed annually as part of the appraisal process.

Achievements and Performance

This past academic year has been full of growth, change and exciting new strategic partnerships, all driven by the successful outcomes of our evaluation by the Education Endowment Foundation (EEF).

Most importantly, 2018/19 saw Tutor Trust deliver a record number of high-quality tuition sessions across our three partner cities: In total, 20,000 hours of tuition in Maths, English and Science were provided to 2,400 pupils across 187 primary and secondary schools in Greater Manchester, Leeds and Merseyside. Our whole team is proud of this achievement.

'Transforming lives through tuition'

Our mission at Tutor Trust is about 'transforming lives through tuition' by making sure every child who needs some additional academic support can access a tutor. We make brilliant tutors available to disadvantaged pupils who need a boost to their learning – pupils from families who would never be able to afford a private tutor. Our tutors work in state schools, in close partnership with classroom teachers, to ensure maximum impact.

Tutor Trust

Trustees Report (Incorporating the Directors' Report)

We operate by recruiting exceptional undergraduates from the most prestigious universities in the North. We pay our tutors competitive rates to ensure that our beneficiaries receive a professional service. Our tutors receive extensive training from teaching professionals to provide tuition for pupils from Years 5-11. Only a quarter of applicants make it through our rigorous tutor selection process, which ensures that Tutor Trust tutors are not only academically able, but also have the potential to be inspiring role models to their tutees. We aim to raise both attainment and aspirations

Two new strategic partnerships

1. Education Endowment Foundation

In November 2018, the Education Endowment Foundation (EEF) published the impressive results of a major independent evaluation of Tutor Trust. This report gives us solid proof of the quality and impact of our work, and a firm foundation on which to build our work right across the Northern Powerhouse. We have been designated as a 'Promising Project' by EEF; 'Promising Projects' are EEF funded projects which show highly successful results when independently evaluated. Tutor Trust is one of just 18 'Promising Projects' across the UK, and the only one based in the North of England

The EEF evaluation was a large-scale effectiveness study in the form of a randomised control trial, involving 105 primary schools and 1,290 pupils across Greater Manchester and Leeds. The study examined the impact of Year 6 Maths tuition on KS2 SATS results in May 2017, with KS1 SATS results as the baseline. The EEF commissioned York Trials Unit (University of York) and Durham University to carry out the evaluation independently.

The headline results of our evaluation are very strong: Pupils in the intervention group who received our tuition made an additional 3 months of progress in Maths and 2 months progress in Reading compared with pupils in the control group. On average, this additional progress was the outcome from just 12 hours of tuition, delivered on a 1:3 tutor to pupil basis. The cost of the intervention was low, at just £112 per child.

We were especially pleased that the RCT results were particularly strong for pupils on free school meals (FSM) and pupils with low prior attainment. This shows that Tutor Trust is actively contributing to closing the attainment gap, in line with our mission as a charity.

The security rating for this research is high (an impressive four 'padlocks' on the EEF Teaching and Learning Toolkit). The primary schools in the EEF evaluation had twice the national average of pupils on Free Schools Meals, and the chosen tutees themselves were three times more likely to be on FSM than the national average.

Commenting on the launch of Tutor Trust's evaluation, the then CEO of the EEF, Sir Kevan Collins, said:

"The evidence is clear that high-quality tutoring can boost the attainment of disadvantaged pupils and is a good use of schools' pupil premium funding. The EEF has designated Tutor Trust one of our Promising Projects because they demonstrated positive and cost-effective impact when we put them through the tough test of a randomised controlled trial. We're happy to recommend them to schools and to support their growth plan in the North of England."

The launch of our evaluation received extensive coverage in the press and on social media and was featured on the BBC North West television news.

2. Impetus

As a result of our EEF evaluation, since January 2019 Tutor Trust has been delighted to partner with Impetus in producing a robust Three-Year Plan for our future growth and success. Impetus support the most promising charities around the UK to help deepen their impact and expand their work supporting young people from disadvantaged backgrounds.

The Impetus pre-scale review afforded us the luxury of re-imagining every single aspect of Tutor Trust, including further refining our mission; tutor recruitment and training; programme design and delivery in schools; a new impact strategy; creating a Senior Management Team; and stronger financial controls and capacity. For the first time, we created a formal definition of what we mean by 'disadvantaged pupils', namely children and young people who are on Pupil Premium, or who are Looked After Children, or who have been excluded from mainstream school or are at risk of exclusion.

However, the heart and soul of our Three Year Plan is about quality and impact: Everything is geared towards delivering the best possible tuition, at the right dosage, to more of the pupils who need it most, so that they see a meaningful boost to their outcomes at SATs and GCSEs.

Tutor Trust

Trustees Report (Incorporating the Directors' Report)

In concrete terms, by July 2022, we will be serving nearly 70% more pupils (4,100 pupils across 275 schools); at least 85% of them will be disadvantaged; and at least 70% of them will be getting the minimum dosage of 12 hours of tuition. All told, if we hit all of our KPIs, we will reduce the attainment gap in Merseyside, Greater Manchester and Leeds by 10%.

Andy Ratcliffe, the Chief Executive of Impetus, said:

"The Tutor Trust have an ambitious plan that will see them deliver better tuition to more young people who need it most. Through their mix of high-quality tuition delivered by well-trained tutors and strong partnerships with local schools, The Tutor Trust are well on their way to making a significant dent in the attainment gap in the North."

Impact Report

Our 2018 Impact Report (published in November 2018) describes the positive impact on attainment and aspirations that all our tutors have across the full range of our work: English, Science and Maths across Primary, Secondary and FE. Our Impact Report is not just about better outcomes in exams, important though that is. The Impact Report captures pupil voice, case studies and the views of school leaders and classroom teachers, as well as demonstrating the impact on GCSE and SATs results from our personalised tuition.

Our data shows that every single hour of tuition makes a difference to the young people we serve, and there is a strong correlation between the number of hours of tuition received and outcomes attained.

Steady Growth on Merseyside

Our work on Merseyside is growing steadily, and in the academic year 2018/19 we worked in over 20 schools, compared to just 6 last academic year.

All six of the secondary schools we worked with in our pilot year (2017/18) worked with us again this last academic year, plus several more secondary schools. We now offer English tuition at KS3 and KS4 in addition to Maths and Science, and we began tuition in several primary schools (both literacy and numeracy tuition). We have partner schools in parts of Merseyside such as Sefton, St Helens and Knowsley as well as the City of Liverpool itself. Over this past academic year, we delivered over 1,600 hours of tuition to 350 pupils in 21 schools.

Our first full-time staff member in Liverpool, Steff Wardell, started work for us in September 2018 and is fantastic, not least as she is from Liverpool herself and was one of our best tutors when she was studying at the University of Leeds. In January 2019, Steff was joined by Mark Wyss, our School Partnership Manager for Merseyside. Mark is a former Secondary Headteacher and also lives in Liverpool. Our Liverpool team have an office on campus at the University of Liverpool, who remain a vital and enthusiastic supporter of our work.

'The Right Angle' (Alternative Provision Innovation Fund)

In August 2018, we were delighted to receive funding from The Department for Education as part of its Alternative Provision Innovation Fund (APIF). This is the first time Tutor Trust has won a contract directly from a Whitehall Department – there were 296 bids to the fund and only nine projects were successful.

Our two-year project, called The Right Angle, is a partnership with another Manchester based charity, TLC: Talk, Listen, Change. The project provides support for 200 young people in Alternative Provision by providing both tuition support and counselling for the young person and their family/carers.

This partnership involves working with five AP providers across four boroughs in Greater Manchester: Stockport, Trafford, Rochdale and Tameside. In addition, at the start of 2019, Oldham Opportunity Area provided additional funding of £100K, enabling Oldham to join the project as our sixth partner. This allows us to increase our reach to 230 young people. We have appointed a former Secondary Headteacher who also has experience as Head of Science at Manchester Pupil Referral Unit, Joanne Meredith, as our Quality Manager on this project.

The Right Angle project has appointed an Advisory Board with the following members:

Gemma Marsh, Assistant Director, Greater Manchester Combined Authority (Chair)
Martin Lennon, Head of Public Affairs for the Children's Commissioner
Eve Martin, Consultant Safeguarding expertise
John Shanahan, Counsellor and Ex-Headteacher
Adrian Ball, Chief Executive, Manchester Settlement
Phil Arnold, City of Manchester Learning Partnership
Danny Swift, The Difference
Shaun Brown, The Difference

Tutor Trust

Trustees Report (Incorporating the Directors' Report)

Oldham Opportunity Area

This is our most significant local partnership within our home city of Greater Manchester, with an investment in Tutor Trust of £150K over two academic years (2018/19 and 2019/20).

The Opportunity Area is backing two major elements of our work. First, a £100K contribution to enable Oldham to participate in The Right Angle, our innovative pilot of joined-up therapeutic and tuition support for young people in Alternative Provision or at risk of exclusion and Looked After Children. The Oldham Virtual School Team and the main Pupil Referral Unit in the borough (Kingsland School) are fully participating in The Right Angle.

Second, the Opportunity Area is paying for tuition in Maths, Science and English for disadvantaged pupils in Y10 and Y11 at all the Secondary schools in Oldham. This is a £50K project over two academic years, with up to 30 pupils per school benefitting from the tuition.

The Government recently announced that it is extending the funding for the national Opportunity Areas programme for an additional year, so we are hopeful that our partnership with Oldham will persist into 2020/21. We are particularly keen to replicate our Secondary project in Oldham with a targeted group of local Primary schools, perhaps in the form of a Transition project for Y6 and Y7 pupils.

University of Leeds and 'Thomas Transition Project'

Our work in Leeds over the past five years has been anchored in our partnership with the University of Leeds. We recruit most of our Leeds tutors on their campus, do most of our tutor training and CPD on their campus, and our Leeds office is based in the University Careers Centre.

In 2018/19, for the first time, the University made a financial contribution to our work, via the 'Thomas Transition Project'. The 'Thomas' in question is the name of a married couple who are both Leeds alumni, and who kindly fund a dedicated project in local Leeds secondary schools. Their project identifies and supports very bright young men and women who have the potential to get into a selective Russell Group university such as Leeds but who need some extra guidance and help to do so.

The project offers a range of mentoring and university access workshops, advice sessions and campus visits, and this past year Tutor Trust also provided bespoke academic support in English and Maths for the chosen pupils, to help them get the top GCSE grades and thus access the best local sixth forms.

After a successful pilot of Tutor Trust's involvement in 2018/19, the University will once again pay for our tutors to work with the chosen pupils during 2019/20.

Other Tutor Trust Partnerships and Projects

Our partnership with the Teenage Cancer Trust, Christie's Hospital and The Maggie's Centre in Manchester continues to grow and this year we have worked with four young people whose lives have been affected by cancer. In June 2019, one of the young people we have been working with, Stef, sat her English GCSE and we supported her through this.

Place2Be are a leading national children's mental health charity which provides school-based support to improve the emotional wellbeing of pupils and their families. Just like Tutor Trust, many of the young people they support receive free school meals (FSM) or Pupil Premium funding. Growing evidence indicates that promoting positive mental health also improves a range of positive school outcomes such as attitudes to learning and lower exclusion rates.

We were delighted to partner with Place2Be for a training event for our tutors to help them to feel more confident and better equipped to support children during their tuition lessons. This was part of a week-long campaign for our tutors for Mental Health Awareness Week in May 2019.

Through an introduction by Lord Stanley Fink, we have formed a partnership with Seneca Learning, which is an online revision tool using neuroscience to track and help young people ahead of their GCSEs. Our Quality Managers and tutors used this as a trial and were very impressed. Seneca have set up a platform for Tutor Trust so that all tutors can register with the site and use it to assist with tuition and track pupils' progress.

Tutor Trust

Trustees Report (Incorporating the Directors' Report)

Summer Reception 2019

We were pleased to welcome over 150 guests to our annual Summer Reception, which took place in the Historic Reading Room of the John Rylands Library on Thursday 13th June. The event was sponsored by PwC in conjunction with the University of Manchester.

This year, we welcomed as our speakers Sir Kevan Collins, Chief Executive of the Education Endowment Foundation, and Sir Richard Leese, Leader of Manchester City Council. In addition, Lucy Powell MP was announced as one of our Patrons and also spoke.

Guests included representatives from our partner schools, members of local government, funders, universities, corporate partners and of course current and alumni tutors from the Tutor Trust.

Financial Review

Introduction and overview

As outlined in these accounts, the charity has continued to perform well across three different cities, with total income surpassing £1m. Both tuition income and grant income grew significantly, with income from schools up over £100K on the previous year (a 25% increase). Our projected costs came in broadly on target, in line with the expenditure anticipated to deliver a record number of tuition hours.

As our finances have become more complex, and with the prospect of significant further growth through our Three-Year Plan, our Trustees have created a Finance and Risk Committee (FRC) of the Board. The FRC will provide Trustees with a greater degree of scrutiny of the organisation's financial position and plans (including cashflow and reserves) and thus a greater degree of reassurance. The FRC will meet a fortnight before each main board meeting and all Trustees will receive the Minutes.

The underlying financial performance of the organisation

We have been able to maintain a healthy cashflow throughout this period. The Board has carefully monitored the implementation of our new Reserves Policy (as reviewed in July 2018), and progress on this is positive and in line with our plans. The balance sheet stood at £137K at the end of June 2019.

For the purposes of our Three-Year Plan, a major fundraising drive is planned for Autumn 2019. Our aim is two-fold: To renew our existing funding partnerships and to broaden our base of philanthropic supporters. While there are specific projects for which we will be seeking ring-fenced funding (such as The Right Angle and Transition), we hope that most of our new grant income will be unrestricted funding. We will be pitching to the Investment Committee of Impetus in October 2019.

Risk Management

Tutor Trust has developed a bespoke risk register for the charity, which is regularly reviewed and revised by the Senior Management Team and the Trustees. The newly formed Finance and Risk Committee of the Board takes a particularly close interest in the Risk Register and oversaw a recent re-vamp so that our organisational risks and mitigating actions are tied to the KPI's in our ambitious Three-Year Plan.

Examples include: Partnerships with schools and tuition income; Safe-guarding; tutor availability; staff retention.

Policy on reserves

As stated above, the Trustees agreed a comprehensive policy on Reserves in July 2017, which has been fully adhered to and which will be reviewed annually.

Many charities choose to retain sufficient reserves to meet three months of operating costs. Tutor Trust's policy is based on the same objective – retaining sufficient funds to meet costs in the event of a downturn – but we have applied a more granular level of analysis to determine the level of reserves that should be retained at any one point. This balance is referred to in our Management Information as the target minimum Operating Reserve Fund, and it is reviewed at all Trustee meetings.

The Operating Reserve Fund is calculated on the basis of the forecast monthly cash costs (including all recurring, predictable expenses such as salaries and benefits, occupancy, office, travel, programme, and ongoing professional services) as well as items such as unspent funding. The balance changes each month depending on the balance sheet and the forecast activity at that point.

The quantum of the Operating Reserve Fund target minimum is reviewed at each Trustee meeting to ensure that, in the worst-case scenario of a downturn, we could continue to trade the business and would have sufficient time to make strategic decisions in response to the downturn.

Tutor Trust
Trustees Report (Incorporating the Directors' Report)

At the balance sheet date total funds held were £137,018 (2018: £197,426) of which £35,996 (2018: £117,452) were held in restricted funds and £1,271 (2018: £2,770) in fixed assets. The amount of free reserves was therefore £99,751 (2018: £77,204). The Trustees are satisfied this is over and above the level of minimum Operating Reserves Fund required at that point, in line with the agreed reserves policy.

Plans for Future Periods

The coming academic year (2019/20) will be the first year of our ambitious Three-Year Plan. This year will see an emphasis on further embedding quality and impact in the culture and practices of our charity, rather than significant additional growth in tuition hours and pupil numbers. This will give us a firm foundation for growth in years two and three.

Delivering the Three-Year Plan has clear financial implications for the charity and requires considerable capacity building. We will seek in year one to invest heavily in additional staff and systems, increasing our capacity through new staff appointments including a Chief Finance Officer, a Leeds-based School Partnership Manager, a Quality Manager who is a Maths specialist, additional Schools Coordinators, a Finance Assistant, and a Quality and Impact Coordinator. We also plan to invest in new technology (such as Impact Box) to help us track and analyse our key data more effectively. This capacity building will require us to fundraise extensively, particularly in the context of constraints on school budgets.

In addition, we will be smarter in our targeting of partner schools and we will produce new resources for schools to help them get the best out of our tutors. In particular, we will pilot radical changes to Secondary work, including minimum 'dosage' for pupils, mandatory prep and planning time for all tutors, and insistence on schools sharing their data with us. We will have targets to reduce the 'churn' in school partnerships year-on-year.

These are truly exciting times for our work. We are hugely grateful to all our partners and supporters, and we encourage you to keep in touch with our team and our work through social media and the regular updates on our website. Thank you for helping us to carry on 'transforming lives through tuition' across the North of England.

www.TheTutorTrust.org

Abigail Shapiro and Nick Bent, Co-Founders, The Tutor Trust

The annual report was approved by the Trustees of the charity on and signed on its behalf by:

.....
P McIntyre
Trustee

Tutor Trust
Statement of Trustees' Responsibilities
For the year ended 30 June 2019

The Trustees (who are also the directors of Tutor Trust for the purposes of company law) are responsible for preparing the Trustees' report and the financial statements in accordance with the United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) and applicable law and regulations.

Company law requires the Trustees to prepare financial statements for each financial year. Under company law the Trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charitable company and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and 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 adequate accounting records that are sufficient to show and explain the charitable company's transactions and disclose with reasonable accuracy at any time 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.

The Trustees, who are also directors for the purposes of company law and trustees for the purpose of charity law, who served during the year and up to the date of this report are set out on page 1

In accordance with company law, as the company's directors, we certify that:

- So far as we are aware, there is no relevant audit information of which the company's auditors are unaware; and
- As the directors of the company we have taken all the steps that we ought to have taken in order to make ourselves aware of any relevant audit information and to establish that the charity's auditors are aware of that information.

Approved by the Trustees of the charity on and signed on its behalf by:

.....
P McIntyre
Trustee

Tutor Trust
Independent Auditor's Report to the Trustees of the Tutor Trust
For the year ended 30 June 2019

Opinion

We have audited the financial statements of Tutor Trust (the 'charitable company') for the year ended 30 June 2019, which comprise the Statement of Financial Activities, Balance Sheet, Cash Flow Statement and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is United Kingdom Accounting Standards, comprising Charities SORP - FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and applicable law (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the charitable company's Trustees, 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 Trustees 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 its Trustees as a body, for our audit work, for this report, or for the opinions we have formed.

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 30 June 2019 and of its results 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.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other matters

Beever and Struthers were appointed as auditors on 21 November 2019. This is the first time that the entity's financial statements have been subject to an external audit. Therefore, the comparative information for the year ended 30 June 2018 is unaudited.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the Trustees use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the Trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The Trustees are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Tutor Trust
Independent Auditor's Report to the Trustees of the Tutor Trust
For the year ended 30 June 2019

Opinion on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Trustees' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Trustees' Report has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of our knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' Report.

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 trustee's remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of Trustees

As explained more fully in the Statement of Trustees' Responsibilities [set out on page 8], the Trustees are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (UK), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the charitable company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Trustees.

Tutor Trust

Independent Auditor's Report to the Trustees of the Tutor Trust

For the year ended 30 June 2019

- Conclude on the appropriateness of the Trustees use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the charitable company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the charitable company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the charitable company to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the charitable company's audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

.....
Sue Hutchinson FCCA (Senior Statutory Auditor)
For and on behalf of Beever and Struthers, Statutory Auditor

St George's House
215-219 Chester Road
Manchester
M15 4JE

Date:.....

Tutor Trust

Statement of Financial Activities for the Year Ended 30 June 2019 (including Income and Expenditure Account and Statement of Total Recognised Gains and Losses)

	Note	Unrestricted funds £	Restricted funds £	Total 2019 £
Income and Endowments from:				
Donations and legacies	3	106,004	397,000	503,004
Charitable activities	4	563,460	-	563,460
Investment income	5	3	-	3
Total Income		<u>669,467</u>	<u>397,000</u>	<u>1,066,467</u>
Expenditure on:				
Charitable activities	6	<u>(648,419)</u>	<u>(478,456)</u>	<u>(1,126,875)</u>
Total Expenditure		<u>(648,419)</u>	<u>(453,456)</u>	<u>(1,126,875)</u>
Net income/(expenditure)		<u>21,048</u>	<u>(81,456)</u>	<u>(60,408)</u>
Net movement in funds		21,048	(81,456)	(60,408)
Reconciliation of funds				
Total funds brought forward		<u>79,974</u>	<u>117,452</u>	<u>197,426</u>
Total funds carried forward	15	<u>101,022</u>	<u>35,996</u>	<u>137,018</u>
	Note	Unrestricted funds £	Restricted funds £	Total 2018 £
Income and Endowments from:				
Donations and legacies	3	35,627	288,652	324,279
Charitable activities	4	450,526	-	450,526
Investment income	5	50	-	50
Total Income		<u>486,203</u>	<u>288,652</u>	<u>774,855</u>
Expenditure on:				
Charitable activities	6	<u>(469,067)</u>	<u>(398,200)</u>	<u>(867,267)</u>
Total Expenditure		<u>(469,067)</u>	<u>(398,200)</u>	<u>(867,267)</u>
Net income		<u>17,136</u>	<u>(109,548)</u>	<u>(92,412)</u>
Net movement in funds		17,136	(109,548)	(92,412)
Reconciliation of funds				
Total funds brought forward		<u>62,838</u>	<u>227,000</u>	<u>289,838</u>
Total funds carried forward	15	<u>79,974</u>	<u>117,452</u>	<u>197,426</u>

All of the charitable company's activities derive from continuing operations during the above two periods.

The funds breakdown for 2019 and 2018 is shown in note 15.

Tutor Trust
Balance Sheet as at 30 June 2019

	Note	2019 £	2018 £
Fixed assets			
Tangible assets	12	1,271	2,770
Current assets			
Debtors	13	240,724	171,648
Cash at bank and in hand		27,552	80,747
		<u>268,276</u>	<u>252,395</u>
Creditors: Amounts falling due within one year	14	<u>(132,529)</u>	<u>(57,739)</u>
Net current assets		<u>135,747</u>	<u>194,656</u>
Net assets		<u>137,018</u>	<u>197,426</u>
Funds of the charity:			
Unrestricted funds			
		101,022	79,974
Restricted income funds			
Restricted funds		<u>35,996</u>	<u>117,452</u>
Total funds	15	<u>137,018</u>	<u>197,426</u>

These accounts have been prepared in accordance with the provisions applicable to company's subject to the small company's regime.

The financial statements on pages 5 to 14 were approved by the Trustees and authorised for issue on and signed on their behalf by:

.....
P McIntyre
Trustee

Tutor Trust
Statement of Cashflows for the Year Ended 30 June 2019

	Note	2019 £	2018 £
Cash flows from operating activities			
Net cash expenditure		(60,408)	(92,412)
Adjustments to cash flows from non-cash items			
Depreciation	7	1,499	1,284
Investment income	5	-	(50)
		<u>(58,909)</u>	<u>(91,178)</u>
Working capital adjustments			
Increase in debtors	15	(69,076)	(98,314)
Increase in creditors	16	74,790	19,542
		<u>5,714</u>	<u>(169,950)</u>
Net cash flows from operating activities			
Cash flows from investing activities			
Interest receivable and similar income	5	-	50
Purchase of tangible fixed assets	14	-	(2,923)
		<u>-</u>	<u>(2,873)</u>
Net cash flows from investing activities			
Net decrease in cash and cash equivalents		(53,195)	(172,823)
Cash and cash equivalents at 1 July		<u>80,747</u>	<u>253,570</u>
Cash and cash equivalents at 30 June		<u>27,552</u>	<u>80,747</u>

All of the cash flows are derived from continuing operations during the above two periods.

Tutor Trust

Notes to the Financial Statements for the Year Ended 30 June 2019

1 Charity status

The charitable company is a public benefit entity and a private company limited by guarantee and consequently does not have share capital. Each of the Trustees is liable to contribute an amount not exceeding £10 towards the assets of the charity in the event of liquidation.

The charitable company is registered in England and Wales and the address of the registered office is 3rd Floor, Virginia House, Great Ancoats Street, Manchester, M4 5AD.

2 Accounting policies

Summary of significant accounting policies and key accounting estimates

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

Statement of compliance

The financial statements 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 Companies Act 2006.

Basis of preparation

Tutor Trust meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy notes.

Going concern

The Trustees consider that there are no material uncertainties about the charitable company's ability to continue as a going concern nor any significant areas of uncertainty that affect the carrying value of assets held by the charitable company.

Income and endowments

All income is recognised once the charitable company has entitlement to the income, it is probable that the income will be received, and the amount of the income receivable can be measured reliably.

Donations and legacies

Donations are recognised when the charitable company has been notified in writing of both the amount and settlement date. In the event that a donation is subject to conditions that require a level of performance by the charitable company before the charitable company is entitled to the funds, the income is deferred and not recognised until either those conditions are fully met, or the fulfilment of those conditions is wholly within the control of the charitable company and it is probable that these conditions will be fulfilled in the reporting period.

Grants receivable

Grants are recognised when the charity has an entitlement to the funds and any conditions linked to the grants have been met. Where performance conditions are attached to the grant and are yet to be met, the income is recognised as a liability and included on the balance sheet as deferred income to be released.

Expenditure

All expenditure is recognised once there is a legal or constructive obligation to that expenditure, it is probable settlement is required and the amount can be measured reliably. All costs are allocated to the applicable expenditure heading that aggregate similar costs to that category. Where costs cannot be directly attributed to particular headings, they have been allocated on a basis consistent with the use of resources, with central staff costs allocated on the basis of time spent, and depreciation charges allocated on the portion of the asset's use. Other support costs are allocated based on the spread of staff costs.

Tutor Trust

Notes to the Financial Statements for the Year Ended 30 June 2019

Charitable activities

Charitable expenditure comprises those costs incurred by the charity in the delivery of its activities and services for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

Support costs

Support costs include central functions.

Governance costs

These include the costs attributable to the charitable company's compliance with constitutional and statutory requirements, including audit, strategic management and Trustees' meetings and reimbursed expenses.

Government grants

Government grants are recognised based on the accrual model and are measured at the fair value of the asset received or receivable. Grants are classified as relating either to revenue or to assets. Grants relating to revenue are recognised in income over the period in which the related costs are recognised. Grants relating to assets are recognised over the expected useful life of the asset. Where part of a grant relating to an asset is deferred, it is recognised as deferred income.

Taxation

The charitable company is considered to pass the tests set out in Paragraph 1 Schedule 6 of the Finance Act 2010 and therefore it meets the definition of a charitable company for UK corporation tax purposes. Accordingly, the charitable company is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 Part 11 of the Corporation Tax Act 2010 or Section 256 of the Taxation of Chargeable Gains Act 1992, to the extent that such income or gains are applied exclusively to charitable purposes.

Tangible fixed assets

Fixed assets are initially recorded at cost.

Depreciation and amortisation

Depreciation is provided on tangible fixed assets so as to write off the cost or valuation, less any estimated residual value, over their expected useful economic life as follows:

Asset class	Depreciation method and rate
Computers and equipment	over 3 years

Trade debtors

Trade debtors are amounts due from customers for services performed in the ordinary course of business.

Trade debtors are recognised initially at the transaction price. They are subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for the impairment of trade debtors is established when there is objective evidence that the charitable company will not be able to collect all amounts due according to the original terms of the receivables.

Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value.

Tutor Trust

Notes to the Financial Statements for the Year Ended 30 June 2019

Trade creditors

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if the charitable company does not have an unconditional right, at the end of the reporting period, to defer settlement of the creditor for at least twelve months after the reporting date. If there is an unconditional right to defer settlement for at least twelve months after the reporting date, they are presented as non-current liabilities.

Trade creditors are recognised initially at the transaction price and subsequently measured at amortised cost using the effective interest method.

Fund structure

Unrestricted income funds are general funds that are available for use at the Trustees' discretion in furtherance of the objectives of the charity.

Restricted income funds are those donated for use in a particular area or for specific purposes, the use of which is restricted to that area or purpose.

Financial instruments

Classification

Financial assets and financial liabilities are recognised when the charitable company becomes a party to the contractual provisions of the instrument.

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the charitable company after deducting all of its liabilities.

Recognition and measurement

All financial assets and liabilities are initially measured at transaction price (including transaction costs), except for those financial assets classified as at fair value through statement of financial activities, which are initially measured at fair value (which is normally the transaction price excluding transaction costs), unless the arrangement constitutes a financing transaction. If an arrangement constitutes a financing transaction, the financial asset or financial liability is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Financial assets and liabilities are only offset in the balance sheet when, and only when there exists a legally enforceable right to set off the recognised amounts and the charitable company intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Financial assets are derecognised when and only when a) the contractual rights to the cash flows from the financial asset expire or are settled, b) the charitable company transfers to another party substantially all of the risks and rewards of ownership of the financial asset, or c) the charitable company, despite having retained some, but not all, significant risks and rewards of ownership, has transferred control of the asset to another party.

Financial liabilities are derecognised only when the obligation specified in the contract is discharged, cancelled or expires.

Defined Contribution Plans

A defined contribution plan is a pension plan under which fixed contributions are paid into a pension fund and the charitable company has no legal or constructive obligation to pay further contributions even if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods.

Contributions to defined contribution plans are recognised as employee benefit expense when they are due. If contribution payments exceed the contribution due for service, the excess is recognised as a prepayment.

Tutor Trust

Notes to the Financial Statements for the Year Ended 30 June 2019

3 Income from donations and legacies

	Unrestricted funds £	Restricted funds £	Total 2019 £	Total 2018 £
Donations				
Donations unrestricted	97,704	272,000	369,704	35,627
Grants				
Grants receivable	8,300	125,000	133,300	288,652
	106,004	397,000	503,004	324,279

4 Income from charitable activities

	Unrestricted funds £	Total 2019 £	Total 2018 £
School tutoring	563,460	563,460	450,526

5 Investment income

	Unrestricted funds £	Total 2019 £	Total 2018 £
Interest receivable and similar income;			
Interest receivable on bank deposits	3	3	50

6 Expenditure on charitable activities by activity

	Direct costs £	Support costs £	Total 2019 £
School Tutoring	646,500	480,375	1,126,875
	646,500	480,375	1,126,875

Analysis of Support costs

	£
Support staff costs	328,301
Premises expenses	45,042
Technology costs	45,365
Office expenses	41,045
Depreciation	1,499
Governance costs	
Legal and professional	7,288
Audit fees	5,400
Accountancy fees	6,435
	480,375

Tutor Trust

Notes to the Financial Statements for the Year Ended 30 June 2019

6 Expenditure on charitable activities by activity (cont/d)

	Direct costs £	Support costs £	Total 2018 £
School Tutoring	507,607	359,660	867,267
	507,607	359,660	867,267

Analysis of Support costs

	£
Support staff costs	244,514
Premises expenses	30,037
Technology costs	44,820
Office expenses	36,255
Depreciation	1,284
Governance costs	
Legal and professional fees	35
Accountancy fees	1,615
Independent examiner fees	1,100
	359,660

7 Staff Costs

The total staff costs and employee benefits for the reporting period are as follows:

	2019 £	2018 £
Wages and salaries	496,365	342,011
Social Security costs	42,872	30,506
Employers contributions to defined contribution pension scheme	9,010	7,032
	548,247	379,549

The average number of staff employed during the year was:

	2019 No	2018 No
Administrative, governance and charitable activities	18	12

The number of employees whose remuneration for the year fell within the following bands, were:

	2019 No	2018 No
£60,000 to £69,000	1	1

Key Management Personnel

The key management personnel of the charitable company comprise those listed on page 1. The total amount of employee benefits received by the key management personnel (including pension contributions) during the year was £114,980 (2018: £107,862).

Tutor Trust

Notes to the Financial Statements for the Year Ended 30 June 2019

8 Net (outgoing)/incoming resources for the year include:

	2019 £	2018 £
Operating lease costs	38,199	-
Depreciation of fixed assets	1,499	1,284
	1,499	1,284

9 Trustees remuneration and expenses

No Trustees have received any remuneration or reimbursed expenses from the charitable company during the year and the previous year.

10 Auditor Fees

	2019 £	2018 £
Fees payable to the auditors for:		
Audit fees	4,500	-
Independent examination of the financial statements	-	1,500
Accountancy services	6,435	1,215
	6,435	1,215

11 Taxation

The charity is a registered charity and is therefore exempt from taxation.

12 Tangible fixed assets

	Computers and equipment £	Total £
Cost		
At 1 July 2018	7,376	7,376
Additions	-	-
	7,376	7,376
At 30 June 2019	7,376	7,376
Depreciation		
At 1 July 2018	4,606	4,606
Charge for the year	1,499	1,499
	6,105	6,105
At 30 June 2019	6,105	6,105
Net book value		
At 30 June 2019	1,271	1,271
At 30 June 2018	2,770	2,770

Tutor Trust

Notes to the Financial Statements for the Year Ended 30 June 2019

13 Debtors

	2019	2018
	£	£
Trade debtors	190,778	154,399
Prepayments	49,946	17,249
	<u>240,724</u>	<u>171,648</u>

14 Creditors: amounts falling due within one year

	2019	2018
	£	£
Trade creditors	79,414	14,914
Other taxation and social security	28,183	15,299
Other creditors	-	1,166
Accruals	24,932	26,360
	<u>132,529</u>	<u>57,739</u>

15 Funds

	Balance at 1 July 2018	Incoming resources	Resources expended	Balance at 30 June 2019
	£	£	£	£
Unrestricted funds				
General	79,974	669,467	(648,419)	101,022
Restricted funds	<u>117,452</u>	<u>397,000</u>	<u>(478,456)</u>	<u>35,996</u>
Total funds	<u>197,426</u>	<u>1,066,467</u>	<u>(1,126,875)</u>	<u>137,018</u>

	Balance at 1 July 2017	Incoming resources	Resources expended	Balance at 30 June 2018
	£	£	£	£
Unrestricted funds				
General	62,838	486,203	(469,067)	79,974
Restricted funds	<u>227,000</u>	<u>288,652</u>	<u>(398,200)</u>	<u>117,452</u>
Total funds	<u>289,838</u>	<u>774,855</u>	<u>(867,267)</u>	<u>197,426</u>

Analysis of movements in restricted funds

	Balance at 1 July 2018	Incoming resources	Resources Expended	Balance at 30 June 2019
	£	£	£	£
Oglesby Charitable Trust	30,000	-	(29,587)	413
The Headley Trust (Sainsbury Foundation)	30,000	25,000	(55,000)	-
Stone Family Foundation	25,000	50,000	(50,000)	25,000
Dulverton Trust	32,452	-	(32,452)	-
CHK Charities	-	10,000	(10,000)	-
Segelman Trust	-	40,000	(40,000)	-
Mohn/Westlake Foundation	-	272,000	(261,417)	10,583
	<u>117,452</u>	<u>397,000</u>	<u>(478,456)</u>	<u>35,996</u>

Tutor Trust

Notes to the Financial Statements for the Year Ended 30 June 2019

Restricted Funds

Oglesby Charitable Trust – To support year 6 children’s transition to secondary school.
 The Headley Trust (Sainsbury Family) – To support year 6 children’s transition to secondary school.
 Stone Family Foundation – Support tuition work in the Leeds area.
 Dulverton Trust - Support tuition work in the Liverpool area
 CHK Charities – To strengthen the quality and impact team.
 Segelman Trust – To support the growth and development of the organisation.
 Mohn/Westlake Foundation – To maximise the quality of tuition, increase the number of beneficiaries and to support the core costs of the organisation.

16 Analysis of net assets between funds

	Unrestricted funds	Restricted funds	Total funds
	£	£	£
Tangible fixed assets	1,271	-	1,271
Current assets	232,280	35,996	268,276
Current liabilities	(132,529)	-	(132,529)
Total net assets	101,022	35,996	137,018

17. Related party transactions

There were no related party transactions during the year.

18. Operating leases

The total of future minimum lease payments under non-cancellable operating leases are:

	2019	2018
	£	£
Due in one to five years	208,350	-

19. Financial Instruments

The carrying amount for each category of financial instrument is as follows:

	2019	2018
	£	£
Financial assets		
Measured at fair value through statement of financial activities	-	-
Debts instruments measured at amortised cost	218,328	235,146
Financial liabilities		
Financial liabilities measured at amortised cost	104,346	42,440

Financial instruments that are debt instruments measured at amortised cost comprise cash at bank and trade debtors.

Financial liabilities measure at amortised cost comprise trade creditors, other creditors and accruals.