



# REPORT OF THE TRUSTEES

**Unaudited Financial Statements**  
for the Year Ended 31 March 2023

[thesleepcharity.org.uk](https://thesleepcharity.org.uk)

## OUR MISSION

# To empower the nation to sleep better



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# REFERENCE AND ADMINISTRATIVE DETAILS

## Trustees

- Helen Michaels (appointed 6.2.23)
- Juliet Ellis (appointed 14.6.23)
- Sarah Goddard (appointed 20.2.23)
- David Lee Watson (appointed 4.5.22)
- Matthew Aron Stanbury
- Mark Dickinson
- Sarah Stables (resigned 20.9.22)
- Robert Keniwell (resigned 27.1.23)
- Dr Michael Boyle (resigned 3.1.23)
- Pippa Mell (resigned 10.3.23)
- Tariq Shah (resigned 20.9.22)

## Principal Address

Apex Offices  
1 Water Vole Way  
Doncaster  
South Yorkshire  
DN4 5JP

## Registered Charity Number

1150585

## Independent Examiner

Smith Craven  
Sidings House  
Sidings Court  
Lakeside  
Doncaster  
South Yorkshire  
DN4 5NU

## Bankers

Virgin Money  
19 St Sepulche Gate  
DONCASTER  
DN1 2PH

## Solicitors

Vedder Price LLP  
4 Coleman Street  
6th Floor  
London  
EC2R 5AR

The board of trustees administers the charity and meet at least quarterly. The Chief Executive and Founder, Vicki Beevers and Deputy Chief Executive Lisa Artis, has been appointed by the trustees to manage the day to day operations of the organisation.

## The Sleep Advisory Board

- **Simon Blake OBE (Chair)** – CEO of Mental Health First Aid England
- **Dr Ruth Kingshott** – Sleep Physiologist at Sheffield Children’s Hospital
- **Dr Mike Farquhar** – Sleep Medicine Consultant at Evelina London Children’s Hospital
- **Dr Sarah Gilchrist** – Specialist in Sleep and Athletic performance
- **Dr Roxane Gervais** – Chartered Psychologist
- **Dr Neil Bindemann** – Director at Innervate, Executive Director of P-CNS and community Therapists Network
- **Dr Alanna Hare** – Consultant in Sleep and Respiratory failure at Royal Brompton and Harefield NHS Foundation Trust
- **Nathalie Winn** – Nutritionist at Waitrose and Partners
- **Rachel Wallbank** – Specialist Occupational Therapist
- **Dr Elizabeth Pal** – Community paediatric registrar, Bradford Teaching Hospitals
- **Jessica Alexander** – Executive Director at the National Bed Federation
- **Dr Rob Meadows** – Professor at University of Surrey
- **Jenny Featherstone** – Physiotherapist, Specialising in Paediatric Neuro-disability
- **Dr Theodora Kalentzi** – Specialist in Women’s Health and Menopause Care
- **Dr Karen McDonnell** – Occupational Health and Safety Policy Advisor at RoSPA
- **Dr Simon Durrant** – Director of the Sleep Research Centre at University of Lincoln
- **Shaun Fenton OBE** – Headmaster at Reigate Grammar School
- **Dr Sophie Bostock** – Specialist in sleep and CBTI
- **Dr Jonathan Sunkersing** – GP with specialist interest in sleep
- **Dr Clare Simon** – Lead and founder at The London Dental Sleep Clinic

## Patrons and Ambassadors

Baroness Goudie  
Zoe Salmon  
Vicky Thornley  
Shaun the Sheep



The trustees present their report with the financial statements of the charity for the year ended 31 March 2023. The trustees have adopted the provisions of 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 2019).

# WELCOME FROM THE CHAIR

**Many of us hoped and expected that times and our lives would improve as we emerged from a post pandemic world.**

**Little did we know that we would have to contend with a new set of challenges both domestically and internationally and the direct and indirect impact on our daily lives. The cost of living crisis, economic disruption and climate change all create a context which impacts on how well the nation sleeps and our overall wellbeing.**

These external factors underline the importance of the need for our services at The Sleep Charity. This year, we have built on previous successes and continue to devote our efforts to find new evidence based approaches to enhance our understanding of sleep and how it affects our health.

We also, celebrated our tenth anniversary this year and are grateful that our reputation for excellence in the field of sleep support for adults and children is being recognised. Increasingly, we are working in collaboration with other health and sleep experts to build strong relationships with those who share our goals. Our aim is to provide services and programmes that help the nation sleep better and in this way improve the wellbeing for children and adults.

There are many highlights from the year as the impact of our work grows ever stronger. We are grateful to our supporters who have helped us to continue to fund new programmes and services that will transform the lives of the sleep deprived. Some of our considerable achievements are outlined in this report.

For example, our National Sleep Helpline went live this year with the support of our partners at Furniture Village and in December we launched a three month pilot for our ‘Sleep Poverty’ project in South Yorkshire securing funding and donations to deliver beds locally to the most disadvantaged children struggling to sleep.

To raise awareness of the impact of sleep on health and wellbeing - we delivered the House of Commons re-launch for ‘The Charter for Sleep Equality’ to tackle fatigue and sleep. At the end of the year we launched the children’s sleep e-Book ‘Welcome to the World of Sleep’ to support parents and carers who have children experiencing sleep difficulties. The e-Book was downloaded more than 5,000 times in two months exceeding our expectations.

Our finances are in good shape as we work to build a sound foundation for the charity, to support expansion of our evidence-based research and the range of our sleep solutions. Our reserves have been strengthened and we have secured a range of funding and grants from partners, corporate sponsors, the national lottery and commissioned services.

Our primary services have followed a similar pattern, with our sleep services, courses, and online workshops consistently contributing to our revenue. Our grant income remained stable compared to last year, whilst donations experienced a significant decrease. This decrease can be attributed to having received a one-time philanthropic donation of £89,000 from Orbis Investment in April 2021.

Subsequent to the end of the year, our training programs and online courses fell short of our anticipated budgeted performance. However, our senior leadership team remains committed to addressing this placing a high priority on identifying and delivering new approaches to sleep issues.

During the year we experienced changes to our board's composition. I would like to thank my predecessor Tariq Shah along with Dr Michael Boyle, Robert Keniwell, Pippa Mell and Sara Stables for their support and dedication to the charity during their board tenure. We are also delighted to report that, following a skills review and robust recruitment drive, we have appointed Dave Watson, Sarah Goddard and Juliet Ellis who have joined our Trustee board.

Due to the number of board changes, the charity commissioned an external governance review in December 2022 to identify what we could do better in leading our charity and support the impact for our beneficiaries. The results were informative and were reviewed by the board and senior leadership team to identify and develop a detailed governance action plan to continually improve how we work as a leadership team.

The review was a great reminder of the strength of our shared purpose and passion to support our beneficiaries. From this - we have made minor changes to define our values which are now aligned to our strategy and current goals. The values provide a solid foundation to build on our already strong culture that will support us as in our future growth and strategic plans.

Key governance initiatives are being added to our strategy, including developing a leadership charter, and ensuring our decisions are wholly aligned with our charitable objects, mission and values. We will also ensure that we put those with 'lived experience' at the centre of everything we do. In addition, this will enable us to co-ordinate sleep research and incorporate this in preparation for future growth. We will continue to monitor our performance by carrying out regular board evaluations to measure progress. Also, we identified the need for a stronger emphasis on Equality, Diversity and Inclusion - which we will measure through specific objectives for next year and beyond. This will be added to our strategic plans as a critical aspect for the culture we wish to embed. Both the board, senior teams and colleagues are committed to these changes so that our work reflects the communities we serve.

Looking ahead, we are acutely aware that our existing commissioned sleep services are focused on Yorkshire, Nottinghamshire, and the Alder Hey Hospital in Liverpool. We also provide sleep services across Lincolnshire thanks to a successful three-year National Lottery bid. Our aim going forward is to extend these services to other parts of the United Kingdom

Yet, we want to do more. Our plans are ambitious and during the year we made significant progress towards many of our strategic programmes. Initially we want to promote greater awareness of sleep issues in the national psyche as a way to improve health and wellbeing, whilst also extending our reach nationally and internationally. These challenging goals are reflected in our evolving five year strategy, to grow and enhance our services and programmes.

Our plans for the year ahead include the launch of several new initiatives. Where relevant we will add digital solutions as well as building on our in-person training of health practitioners. New programmes include our revised online Sleep Practitioner course, the introduction of a membership scheme for courses and resources, specific training for Boarding Schools and the updating of our courses such as 'Sleep Better' and 'Sleep Talkers' to name but a few. Plans for our first National Sleep Conference in February 2024 are progressing well.

As services have grown, we have worked hard to recruit sleep professionals to our ever expanding team. We recognise this is key to facilitating our growth strategy. Recruitment and selection plans are being developed to overcome this, particularly as we are mindful of the shortage of available sleep professionals. We have started to explore and identify potential alternatives - such as the use of technology to satisfy demand for sleep training.

We are delighted that the hard work of the charity was once again acknowledged. Three of our entries were entered for the Doncaster Business Awards in three categories. We were runners up for Innovator of the Year and Partnership of the Year and shortlisted for Charity of the Year. Our CEO Vicki Beevers, went one better when awarded Social Entrepreneur of the Year at the Social Enterprise Yorkshire & the Humber Awards. We are justifiably proud of the teams achievements and look forward to winning more awards in the coming years to add to our collection.

On a personal note - I have been made to feel exceptionally welcome since joining the Board at the beginning of the year. The work of our team is inspirational, and I feel honoured and humbled to have been asked to take the role of Chair at the charity.

So finally I would like to say thank you. Firstly thanks to my fellow trustees for giving up so much of your time to support the growth and development of our great charity. And, on behalf of the Trustees we want to express our heartfelt gratitude to our colleagues within the charity for their commitment, hard work and resilience and dedication throughout the year. It is through them that we have met the needs of those who rely on our support and will remain our number one priority as we move towards a sustainable future.

Thank you.

**Helen Michaels**  
Chair of Trustees



# MESSAGE FROM OUR FOUNDER AND CEO

**The community that we support continues to face huge challenges; from new waves of Covid-19 to the stress that the cost-of-living crisis has placed on many.**

**The impact on sleep of living in a society facing immense difficulties cannot be underestimated. Without adequate, good quality sleep, the mental and physical health of individuals becomes seriously compromised. With NHS resources more stretched than ever, it has become increasingly important that The Sleep Charity steps up to the challenge and provides support at scale to meet the ever-increasing demand that we face.**

These challenges have given us the opportunity to reflect on our strategic aims, providing us with the opportunity to create a robust plan to ensure we continue to grow to meet the needs of those we serve. It has therefore been a year of transition and change, taking stock of our achievements and establishing a clear strategy to build upon them.

The role that the board of trustees play is vital and during the last 12 months we have focused heavily on improving our governance. We said a fond farewell to our Chair Tariq Shah, OBE and I would like to personally thank Tariq for his dedication to the cause.

We were delighted to appoint Helen Michaels into the Chair position after a robust recruitment exercise. Helen has a vast amount of experience, skill and knowledge when it comes to board leadership and governance. As I write this report Helen is only 8 weeks into her appointment and we are already seeing significant developments in this area. We will continue to work on governance as a priority over the next year.

To address the cost-of-living crisis we launched a Sleep Poverty project in South Yorkshire during this year. Our practitioners were reporting that they were encountering more families where children could not sleep because they did not have the basics such as a bed or curtains at the window. We secured over £60,000 of beds that we were able to deliver to the most disadvantaged in our area thanks to kind support from corporate sponsors and an initial donation from Care-Tech to kick start this important work. We are keen to continue this project and are currently liaising with potential partners to see how best we may be able to support this unmet need.

All our sleep services have been re-commissioned, and our practitioners have continued to work with complex cases, increasing sleep duration and improving the lives of many. Our national sleep helpline is receiving a significant increase in calls reflecting the huge need for our support

Innovation is one of our organisational values and I am delighted that we can reflect this in so many of our new projects. This year we have launched a CBTi (Cognitive Behavioural Therapy for Insomnia) course led by Professor Jason Ellis, one of the world's leading experts in the field. In addition to this, work is underway on launching two e-Books which will be freely available to support both adults and children to improve their sleep.

Our work at The Sleep Charity is meeting a health inequality that affects around 40% of the nation and providing resources that otherwise would not exist. The enormous demand we face can at times seem overwhelming for a small charity with limited resources. I am confident however that the measures we are taking around our strategic development will ensure that the organisation does not just survive, but thrives, to reach those most in need of our help.

Our work is supported by a committed team of staff and volunteers who I would like to personally thank for their passion to the cause and commitment.

We could not achieve all we do without the funders, donors and corporate sponsors, I would like to thank you for trusting and believing in our work,

**Vicki Beevers**

CEO and Founder of The Sleep Charity



# OBJECTIVE AND ACTIVITIES



## OBJECTIVES AND AIMS

The objects of The Sleep Charity are:

1. The advancement of health in the UK and elsewhere through the provision of service which encourage and promote the importance of sleep for mental, emotional and physical wellbeing
2. Such other charitable purposes as the trustees shall from time to time think fit

The charity aims to provide access to high quality information and advice to deal with most sleep issues and ensure everyone understands the value of a good night's sleep. A significant challenge that we face as an organisation is that sleep is not regulated in England and Wales and accessing sleep support is a postcode lottery. We aim to raise awareness around the importance of sleep to influence government policy through our campaigning work. A further aim is to provide evidence for sleep support more widely by offering training to community practitioners and through direct sleep services.

Covid-19 significantly increased sleep issues nationally. Research shows that around 40% of the nation would suffer a sleep difficulty prior to the pandemic. We know this figure has risen and sleep issues have become more complex. A significant challenge we face is how to meet this increased demand and have therefore developed more online tools as part of our tiered approach to intervention. We also developed our online teen hub to reach more young people.

In order to reach our aims the board have developed a robust 3 year strategic plan with the annual business plan outlining key performance indicators to assess success. Activities that we undertake are assessed by the board to ensure they contribute to the achievement of our aims and objectives before being signed off. Each activity has bespoke evaluation measures developed so that success can be captured and reported, for example our sleep services use evaluation tools developed by the sleep team from Sheffield Children's Hospital.

Achievement of our aims will ensure an increased awareness and change in government policy so that those suffering sleep issues can access evidence-based information and support in the heart of their communities.



## SIGNIFICANT ACTIVITIES

The Sleep Charity's principal means of achieving its objectives is by providing evidence-based information and support through the delivery of training, online, and face to face and telephone support from Sleep Practitioners. We also deliver training to practitioners to deliver sleep support to families in their local communities. The charity is involved in research projects to develop understanding and underpin information provided around sleep as well as campaigning activities to raise awareness of the importance of sleep for wellbeing at a national level.



## PUBLIC BENEFIT

The trustees have considered this purpose, the aims and objectives of the charity and its current and planned activities against the Charity Commission's general guidance on public benefit. The Trustees are satisfied that the charity's purpose, aims, objectives and activities are fully consistent with charity purposes as defined in the Charities Act 2011.

The charity takes an holistic approach to engaging with all in order to offer its services without discrimination.



## VOLUNTEERS

Volunteers with specialist skills have been recruited to support the charity to meet its aims during the last year. We continue to engage with the Sleep Council our advisory board of experts who provide independent scrutiny of our work.

# ACHIEVEMENTS AND PERFORMANCE

## CHARITABLE ACTIVITIES

We continue to be proud of our achievements, over the last year these have included:

**2,193**

Families directly supported with evidence-based sleep support

**116**

Sleep Practitioners trained by us who will embed their work into their local communities

Being the chosen provider by the NHS to deliver sleep services in Alder Hey Children's Hospital, Doncaster, Bassetlaw and across North Yorkshire

**“We finally have a happy home with everyone getting a good night's sleep”**

Carer who had suffered sleep issues for 8 years

**“**

**You saved us, we were unable to function, thank you”**

Parent who accessed our support

We provided CPD (Continuing Professional Development) training for

**36**

delegates focusing on SEND (Special Educational Needs & Disabilities).

**‘Thank you for such an excellent and much needed course”**

Emma Whittle

Our sleep project across Lincolnshire kindly funded by the National Lottery, Reaching Communities continued to thrive



**Sleep Talkers developed a new project in Wales to ensure families of children with SEND could access support**

**We have worked in partnership with Twinkl, an online global platform to develop resources that are accessible to their 1.6 million members**

**Our Lottery funded 'Sleep Talkers' project focused on training volunteers to support families of children with SEND reaching over **900** volunteers**

**Penguin Random House asked us to input into a story book with expert sleep advice. We were delighted to support this project and Elmer and the Bedtime Story was released in bookstores in May**

**Our team were asked to provide lectures at a range of institutions including Brighton and Sussex Medical school for graduate students.**

**'The session was inspirational, thank you'.  
Feedback from a delegate**

**“**

**This is an appreciation email to your team for the work you have done with Charlie. He was referred to us by yourself for consideration of Melatonin but since the referral and appointment time things have improved a lot with his sleep and mum and Charlie don't think they wish to go ahead with the prescription. Mum is doing brilliantly with the strategies you gave her. Huge credit to you and your team. Thanks, and well done!!!”**

**Healthcare provider, Doncaster**

Partnering with Dunelm helped us to raise awareness about the impact of sleep issues on families with a campaign 'Tired of Being Alone'.

**2,000 families** were surveyed, and the findings demonstrated the need for our important work.

An eBook was also launched in March 2023 with **1,000 downloads** in just **4 weeks**

We currently have

**80**  
**practitioners**

on our waiting list ahead of launching our new online Sleep Practitioner course.



## EXTENDING OUR SERVICES FOR ADULTS



### CBTi Course

We have worked in partnership with Professor Jason Ellis of Northumbria University to launch a series of adult e-learning modules.

Our CBTi course launched to upskill professionals to offer support to adults in their local community.

### Sleep Talkers

Our Sleep Talkers team developed a training package to support those over 50 with sleep issues.



**One of my patients reported that she is becoming sleepier at night and that for the first time she had fallen asleep and not woken up until the morning. Wow, can't thank you enough!"**

Social prescriber who attended Sleep Talker training

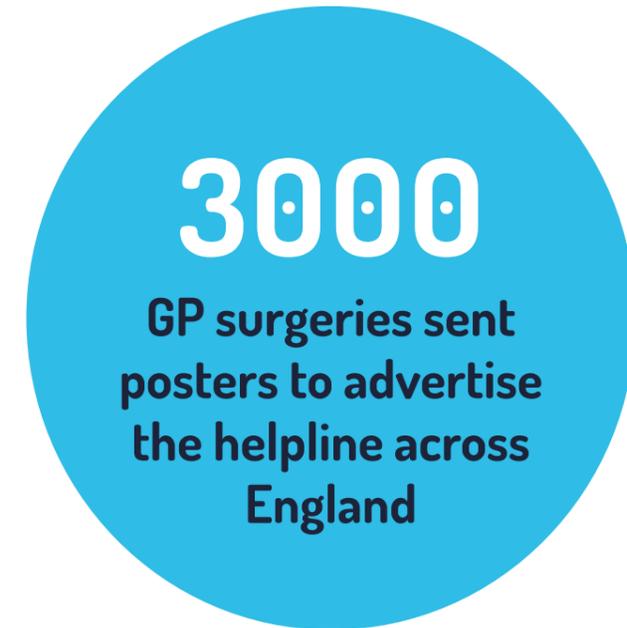
### Workplace Sleep Ambassadors

Our Workplace Sleep Ambassador scheme continued to develop and we appointed Dr Mike Oliver to deliver these sessions to corporate organisations.



## NATIONAL SLEEP HELPLINE

The national sleep helpline continued to thrive thanks to the kind donation from Furniture Village that allows this vital work to continue to take place:



**Awesome, you've spoken the most sense of anybody we have talked to"**



**Doesn't seem to be much help out there, there was nobody else so it is really helpful to have such great advice"**

## RESEARCH

We continue to support academic institutions with their research around sleep.

We are working with the University of Bristol on an adolescent sleep project over the next 3 years.

Exeter University have engaged with us around a study relating to the management of sleep disturbance for people living with dementia

## DEVELOPMENTS WITHIN OUR TEAM

We continue to be proud of our team's achievements.

Our former Chair Tariq Shah was awarded an OBE for philanthropy and services to charity

Our team grew with the addition of an Operations Manager, Social Media Manager, Training and Membership Officer and in-house graphic designer.

The team were nominated for two awards and finalists at Doncaster Business Chamber's annual ceremony. We received the Runner Up award in the category 'Success for Innovation and Diversification'

Supporting Continuous Professional Development is important, our team secured level 2 certificates in counselling skills and one member of the team was awarded Level 3 Forest School Leader. A number of members of our team completed CBTi training.

## CAMPAIGNING IN THE HOUSE OF COMMONS

We launched our Sleep Charter in the House of Commons in January 2023. Guest speakers included Christine Poulter, Honorary Strategic Advisor for the Society of Occupational Medicine and Dr Sophie Bostock.

Sleep Poverty has been a concern of ours for several years. A pilot project was launched in South Yorkshire to provide sleep products to those facing poverty, kindly supported by a number of corporate organisations including, Mattress Online, Silentnight and Hypnos. Our work featured in a debate in the House of Commons, we aim to build on this work.



## BUILDING PARTNERSHIPS

**We continue to build strong partnerships to support the development and deliver of our charitable activities, these include working with:**

School's Wellbeing Partnership, to embed wellbeing and good mental health into the culture and ethos of every school.

We joined the Health Equality network to extend our reach and spread our message.

We remain grateful to the National Bed Federation for their ongoing support that allows our work to grow and thrive.

## FUNDING FOR OUR WORK

**We would like to thank all of those who provide funding to support our work, we are hugely appreciative. This includes:**

- The National Bed Federation
- The Waterloo Foundation
- National Lottery Reaching Communities
- National Lottery Awards for All England
- National Lottery Awards for All Wales
- The Masonic Foundation
- With kind donations received from:
- Conscious Life
- Hatch End High School

## WAYS TO SUPPORT

**The generous support of others makes our work possible. There are a number of ways you can get involved:**

- Make a donation
- Fundraise for us
- Volunteer
- Partner with us
- Join in our awareness events
- Help us to campaign

# ACHIEVEMENTS AND PERFORMANCE

## Financial Position

Last financial year we recognised that the charity's growth could be a potential risk and made a decision to control this, allowing the organisation time to ensure our governance was securely in place to support future growth.

We also recognised the significant impact that the cost-of-living crisis was having on small charities and correctly predicted that securing funding for our work would prove even more of a challenge this year. We have mitigated against this by developing new membership schemes, training programmes and developing corporate partnerships.

With the NHS under ever increasing strain we recognise that funding for our sleep services may be at risk. We are therefore developing a model to ensure we can continue to offer support locally through training other voluntary sector organisations to deliver in the heart of the communities.

The board have taken the decision to meet bi-monthly during these challenging economic times to ensure that finances are carefully monitored and decisions made quickly to address any risks.

## Principal Funding Sources

Principal funding sources remain through the delivery of training. This supports our objectives by providing evidence based information to those in the community who can more easily reach beneficiaries. Corporate funding for the helpline supports our objectives by providing one-to-one support to those in need of information at a national level. Commissioned sleep services also provide a significant source of funding and through these we can provide families with specialist sleep support to improve their wellbeing.

## Reserves policy

Our level of reserves is monitored monthly by our CEO and trustees with the aim to secure sufficient reserves to cover a 6-month period of activities.

Total funds at the balance sheet date totalled £514,852, of which £452,544 were unrestricted and £444,792 free reserves. This represents approximately 7 months of activities. Building reserves is a significant challenge in the current economic climate.

## Future Plans

The board have developed a new strategy that provides us with a robust framework to support our work over the next 5 years. While it is important to continue to develop our services to meet the high demand that we continuously face, it is also vitally important that we now have a period of reflection. We must ensure governance is of the highest level prior to embarking on the next stage of development. Careful consideration has been given to the activities identified in order to ensure that resources are allocated to best effect.

## Activities will include:

- Piloting outdoor workshops, to identify the benefits for sleep in nature and reach more people with sleep issues through the use of alternative methods that are less clinically based
- Developing our e-learning platform to ensure we can deliver our training at scale
- Identifying ways to use IT to capture data more efficiently via a CRM system
- Accrediting/Launching a series of adult sleep training programmes reaching 50 delegates to ensure those working with adults can access appropriate information
- Development of a membership scheme so that those that we train are kept up to date and maintain their skills
- To sign up 10 corporate workplaces to the Sleep Ambassador scheme, to promote good sleep health in the workplace
- Formalising our partnership with ROSPA to support the development of work around safety and sleep
- Undertaking an internal governance review and putting in place an action plan to deliver improvement in any areas identified



# STRUCTURE, GOVERNANCE AND MANAGEMENT

## Governing Document

The charity (which was established in March 2012) was set up as a CIO on 24 January 2013. It is governed by its constitution which sets out the objectives and powers of the CIO.

## Recruitment and Appointment of New Trustees

The charity is managed by a board of trustees who are sought by advertisement and personal contact. New trustees are appointed by a resolution passed at a properly convened meeting. In selecting individuals for appointment as charity trustees, the board must have regard to the skills, knowledge and experience needed for the effective administration of the CIO.

## Organisational Structure

The charity is managed by a board of trustees who are sought by advertisement and personal contact. New trustees are appointed by a resolution passed at a properly convened meeting. In selecting individuals for appointment as charity trustees, the board must have regard to the skills, knowledge and experience needed for the effective administration of the CIO.

## Induction and training of new trustees

New Trustees undergo an induction process to brief them on their legal obligations, the strategic plan and the financial performance of the CIO. During this process they will also meet key employees, other trustees and volunteers.

## Key Management Remuneration

The board have developed a remuneration committee and policy which clearly sets out arrangements around pay.

## Risk management

The trustees have a duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error.

Approved by order of the board of trustees on 14/12/2023 and signed on its behalf by:

*Helen Michaels*

**Helen Michaels**  
Chair of Trustees

## Independent Examiner's Report to the Trustees of The Sleep Charity

I report to the charity trustees on my examination of the accounts of The Sleep Charity (the Trust) for the year ended 31 March 2023.

## Responsibilities and Basis of Report

As the charity trustees of the Trust you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the Act').

I report in respect of my examination of the Trust's accounts carried out under Section 145 of the Act and in carrying out my examination I have followed all applicable Directions given by the Charity Commission under Section 145(5) (b) of the Act.

## Independent Examiner's Statement

Since your charity's gross income exceeded £250,000 your examiner must be a member of a listed body. I can confirm that I am qualified to undertake the examination because I am a member of the Association of Chartered Certified Accountants, which is one of the listed bodies.

**I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:**

1. Accounting records were not kept in respect of the Trust as required by Section 130 of the Act; or
2. The accounts do not accord with those records; or
3. The accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a true and fair view which is not a matter considered as part of an independent examination.

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Claire Docherty FCCA  
 Smith Craven  
 Sidings House  
 Sidings Court  
 Lakeside  
 Doncaster  
 South Yorkshire  
 DN4 5NU



**Claire Docherty FCCA**  
 Independent Examiner

**Date**

14/12/2023



# STATEMENT OF FINANCIAL ACTIVITIES

## FOR THE YEAR ENDED 31 MARCH 2023

	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>INCOME AND ENDOWMENTS FROM</b>					
Donations and legacies	2	1,741	202,844	204,585	220,743
<b>Charitable activities</b>					
Donations and legacies	4	449,061	136,146	585,207	671,813
<b>Investment income</b>					
Investment income	3	47	-	47	-
<b>Total</b>					
		450,849	338,990	789,839	892,556

	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>EXPENDITURE ON</b>					
<b>Charitable activities</b>					
Workshops and training	5	414,700	332,711	747,411	597,013
<b>RECONCILIATION OF FUNDS</b>					
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>Net Income</b>		36,149	6,279	42,428	295,543
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>Total funds brought forward</b>		416,395	56,029	472,424	176,881
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>Total funds carried forward</b>		452,544	62,308	514,852	472,424

## STATEMENT OF FINANCIAL POSITION

### FOR THE YEAR ENDED 31 MARCH 2023

	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>FIXED ASSETS</b>					
Tangible assets	11	7,752	1,891	9,643	11,216
<b>CURRENT ASSETS</b>					
	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Debtors	12	44,594	20,000	64,594	24,561
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
Cash at bank		505,062	166,889	671,951	605,170
		Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>Total current assets</b>		549,656	186,889	736,545	629,731

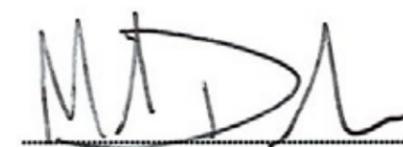
	NOTES	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>CREDITORS</b>					
Amounts falling due within one year	13	(104,864)	(126,472)	(231,336)	(168,523)
<b>Net current assets</b>					
		444,792	60,417	505,209	461,208
<b>Total assets less current liabilities</b>					
		452,544	62,308	514,852	472,424
<b>Net assets</b>					
		452,544	62,308	514,852	472,424

FUNDS	2023 Total funds (£)	2022 Total funds as restated (£)
Unrestricted funds	452,544	416,395
Restricted funds	62,308	56,029
<b>Total funds</b>	<b>514,852</b>	<b>472,424</b>

The financial statements were approved by the Board of Trustees and authorised for issue on 14/12/2023 and were signed on its behalf by:

*Helen Michaels*

**Helen Michaels**  
Chair of Trustees



**Mark Dickinson**  
Trustee

# STATEMENT OF CASH FLOWS

## FOR THE YEAR ENDED 31 MARCH 2023

	Notes	2023 (£)	2022 as restated (£)
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	1	70,418	304,753
Net cash provided by operating activities		70,418	304,753
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of tangible fixed assets		(3,684)	(6,692)
Interest received		47	-
Net cash used in investing activities		(3,637)	(6,692)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Change in cash and cash equivalents in reporting period		66,781	298,061
Change in cash and cash equivalents at the beginning of the reporting period		605,170	307,109
Cash and cash equivalents at the end of reporting period		671,951	605,170

# NOTES TO THE STATEMENT OF CASH FLOWS

## FOR THE YEAR ENDED 31 MARCH 2023

	2023 (£)	2022 as restated (£)
<b>1. RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES</b>		
Net income for the reporting period (as per the Statement of Financial Activities)	42,428	295,543
<b>Adjustments for:</b>		
Depreciation charges	5,257	6,302
Interest received	(47)	-
Increase in debtors	(40,033)	(6,200)
Increase in creditors	62,813	9,108
<b>Net cash provided by operations</b>	<b>70,418</b>	<b>304,753</b>

	At 14.22 £	Cash flow £	At 31.3.23 £
<b>2. ANALYSIS OF CHANGES IN NET FUNDS</b>			
<b>Net cash</b>			
Cash at bank and in hand	605,170	66,781	671,951
Total	605,170	66,781	671,951

# NOTES TO THE FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 31 MARCH 2023

### 1. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

The financial statements of the charity, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) '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 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Charities Act 2011. The financial statements have been prepared under the historical cost convention.

#### Income

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

#### Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Asset	Rate
Fixtures and fittings	- 25% on cost
Computer equipment	- 25% on cost

#### Taxation

The charity is exempt from tax on its charitable activities.

#### Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

#### Pension costs and other post-retirement benefits

The charity operates a defined contribution pension scheme. Contributions payable to the charity's pension scheme are charged to the Statement of Financial Activities in the period to which they relate.

	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>2. DONATIONS AND LEGACIES</b>				
Donations	1,741	-	1,741	97,320
Grants	-	202,844	202,844	123,423
<b>Total</b>	<b>1,741</b>	<b>202,844</b>	<b>204,585</b>	<b>220,743</b>

	Unrestricted funds (£)	Restricted funds (£)	2023 Total funds (£)	2022 Total funds as restated (£)
<b>3. INVESTMENT INCOME</b>				
Deposit account interest	47	-	47	-

	Activity	2023 Total funds (£)	2022 Total funds as restated (£)
<b>4. INCOME FROM CHARITABLE ACTIVITIES</b>			
Training and sleep services	Workshop and training	396,612	410,369
Grants	Workshop and training	136,146	218,351
Corporate partnerships income	Workshop and training	52,449	43,093
<b>Total</b>		<b>585,207</b>	<b>671,813</b>

	2023 (£)	2022 (£)
<b>GRANTS RECEIVED INCLUDED IN INCOME FROM CHARITABLE ACTIVITIES:</b>		
Masonic Charitable Foundation	6,248	5,031
Mind	-	4,302
Cameron Trust	-	1,930
National Bed Foundation	38,998	45,502
Waterloo Foundation	2,400	1,200
National Lottery - Lincolnshire fund	-	90,004
Doncaster VCFS Fund	-	4,400
Furniture Village Helpline	42,062	40,982
Doncaster Residential project	45,000	25,000
Sleep poverty	73	-
Rotary Club	460	-
Archer Trust	905	-
<b>Total</b>	<b>136,146</b>	<b>218,351</b>

	Unrestricted funds (£)	Direct costs £	Support costs (see note 6) £	Totals £
<b>5. CHARITABLE ACTIVITIES COSTS</b>				
Workshops and training		590,348	157,063	747,411
				<b>Governance costs £</b>
<b>6. SUPPORT COSTS</b>				
Workshops and training				157,063

#### 7. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31 March 2023 nor for the year ended 31 March 2022.

#### Trustees' expenses

Trustees received a total of £61 in the year for reimbursed travel expenses.

#### 8. STAFF COSTS

There were no trustees' remuneration or other benefits for the year ended 31 March 2023 nor for the year ended 31 March 2022.

#### Trustees' expenses

The average monthly number of employees during the year was 13 (2022 - 10).

Employees emoluments greater than £60,000 during the year	2023	2022
£60,000 - £69,999	-	1
£70,000 - £79,999	1	-

	Unrestricted funds £	Restricted fund £	Total funds as restated £
<b>9. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES</b>			
Donations and legacies	97,320	123,423	230,743
<b>Charitable activities</b>			
Donations and legacies	453,462	218,351	671,813
Corporate partnerships income	550,782	341,774	892,556
<b>EXPENDITURE ON CHARITABLE ACTIVITIES</b>			
Workshops and training	314,126	282,887	597,013
<b>RECONCILIATION OF FUNDS</b>			
Total funds brought forward	179,739	(2,858)	176,881
Total funds carried forward	416,395	56,029	472,424

#### 10. PRIOR YEAR ADJUSTMENT

The previous year's comparatives have been restated to move £52,317 included in creditors due within one year restricted fund to be presented in income from charitable activities and move £3,712 included in expenditure on charitable activities restricted fund to expenditure on charitable activities unrestricted fund.

The net affect to the statement of financial activities is an increase in total funds carried forward of £52,317.

#### 11. TANGIBLE FIXED ASSETS

##### Cost

	Fixtures and fittings £	Computer equipment £	Total £
At 1 April 2022	14,024	15,505	29,529
Additions	-	3,684	3,684
At 31 March 2023	14,024	19,189	33,213
<b>Depreciation</b>			
At 1 April 2022	11,129	7,184	18,313
Charge for year	2,091	3,116	5,257
At 31 March 2023	13,220	10,350	23,570
<b>Net book value</b>			
At 31 March 2023	804	8,839	9,643
At 31 March 2022	2,895	8,321	11,216

#### 12. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2023 £	2022 as restated £
Trade debtors	47,861	19,772
Prepayments	16,733	4,789
<b>Total</b>	<b>64,594</b>	<b>24,561</b>

	2023 £	2022 as restated £
<b>13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR</b>		
Trade creditors	1,874	1,452
Other creditors	229,462	167,071
<b>Total</b>	<b>231,336</b>	<b>168,523</b>

Minimum lease payments under non-cancellable operating leases due as follows:

	2023 £	2022 as restated £
<b>14. LEASING AGREEMENTS</b>		
Within one year	7,000	7,000
Between one and five years	28,000	28,000
In more than five years	583	7,583
<b>Total</b>	<b>35,583</b>	<b>42,583</b>

	At 14.22	Not movement in funds £	At 31.3.23 £
<b>15. MOVEMENT IN FUNDS</b>			
Unrestricted funds	416,395	36,149	452,544
Restricted funds	56,029	6,279	62,308
<b>Total</b>	<b>472,424</b>	<b>42,428</b>	<b>514,852</b>

Net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
<b>15. MOVEMENT IN FUNDS - continued</b>			
Unrestricted funds	450,849	(414,700)	36,149
Restricted funds	338,990	(332,711)	6,279
<b>Total</b>	<b>789,839</b>	<b>(747,411)</b>	<b>42,428</b>

Comparatives for movement in funds

	At 14.21 £	Net movements in funds £	At 31.3.22 £
<b>15. MOVEMENT IN FUNDS - continued</b>			
Unrestricted funds	179,739	236,656	416,395
Restricted funds	(2,858)	58,887	56,029
<b>Total</b>	<b>176,881</b>	<b>295,543</b>	<b>472,424</b>

Comparative net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
<b>15. MOVEMENT IN FUNDS - continued</b>			
Unrestricted funds	550,782	(314,126)	236,656
Restricted funds	341,774	(282,887)	58,887
<b>Total</b>	<b>892,556</b>	<b>(597,013)</b>	<b>295,543</b>

## 16. RELATED PARTY DISCLOSURES

There were no related party transactions for the year ended 31 March 2023.

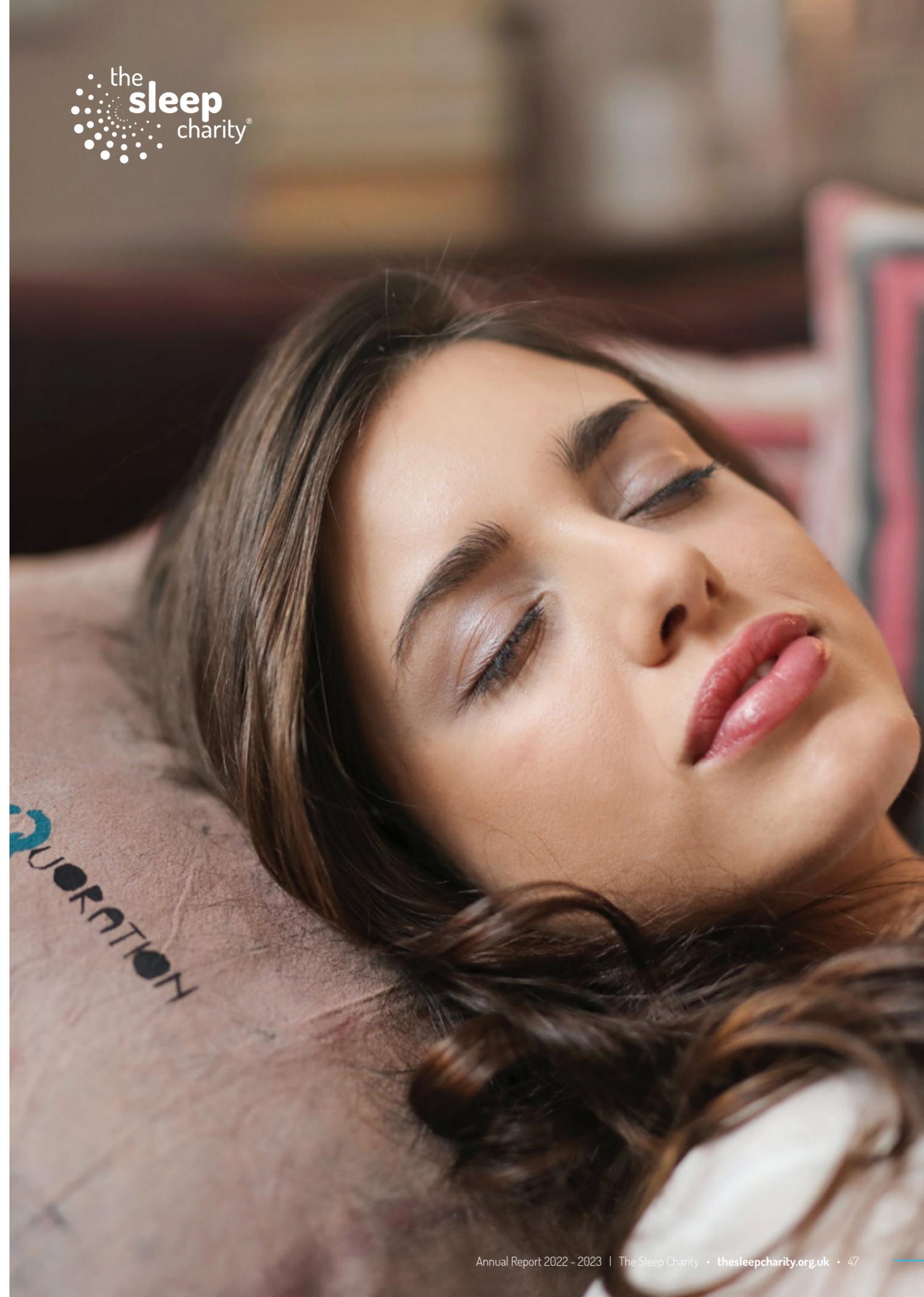
### DETAILED STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2023

	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
<b>INCOME AND ENDOWMENTS</b>				
<b>Donations and legacies</b>				
Donations	1,741	-	1,741	97,320
Grants	-	202,844	202,844	123,423
<b>Total</b>	<b>1,741</b>	<b>202,844</b>	<b>204,585</b>	<b>220,743</b>
<b>Investment Income</b>				
Donations	47	-	47	-
<b>Total</b>	<b>47</b>	<b>-</b>	<b>47</b>	<b>-</b>
<b>Charitable activities</b>				
Training and sleep services	396,612	-	396,612	410,369
Grants	-	136,146	136,146	218,351
Corporate incoming resources	52,449	-	52,449	43,093
<b>Total</b>	<b>449,061</b>	<b>136,146</b>	<b>585,207</b>	<b>671,813</b>
<b>Total incoming resources</b>				
	450,849	338,990	789,839	892,556

EXPENDITURE	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
<b>Charitable activities</b>				
Wages	192,655	202,796	395,451	294,407
Social security	7,153	27,927	35,080	24,641
Pensions	10,175	-	10,175	6,962
Rent and rates	9,702	-	9,702	9,672
Insurance	2,288	-	2,288	2,029
Telephone	8,563	907	9,470	6,506
Printing, post and stationery	4,572	4,668	9,240	22,392
Marketing and exhibitions	30,957	1,892	32,849	25,567
Sundries	4,467	-	4,467	5,137
Practitioner fees	-	41,170	41,170	44,485
Practitioner expenses	-	3,922	3,922	3,250
Training, travel and accommodation	9,348	6,350	15,698	13,185
Repairs and renewals	4,990	1,779	6,769	1,865
Equipment and hire	8,810	-	8,810	-
Fixtures and fittings	1,585	506	2,091	3,506
Computer equipment	1,851	1,315	3,166	2,796
<b>Total</b>	<b>297,116</b>	<b>293,232</b>	<b>590,348</b>	<b>466,400</b>

	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
<b>Support costs</b>				
<b>Governance costs</b>				
Independent examination	3,600	-	3,600	900
Consultancy fees	88,321	39,479	127,800	112,151
Website fees	3,384	-	3,384	5,587
Software fees	6,693	-	6,693	3,666
Administration services	11,971	-	11,971	8,309
Subscriptions	3,615	-	3,615	-
<b>Total</b>	<b>117,584</b>	<b>39,479</b>	<b>157,063</b>	<b>130,613</b>

	Unrestricted funds £	Restricted funds £	2023 Total funds £	2022 Total funds £
Total resources expended	414,700	332,711	747,411	597,013
Net income	36,149	6,279	42,428	295,543





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