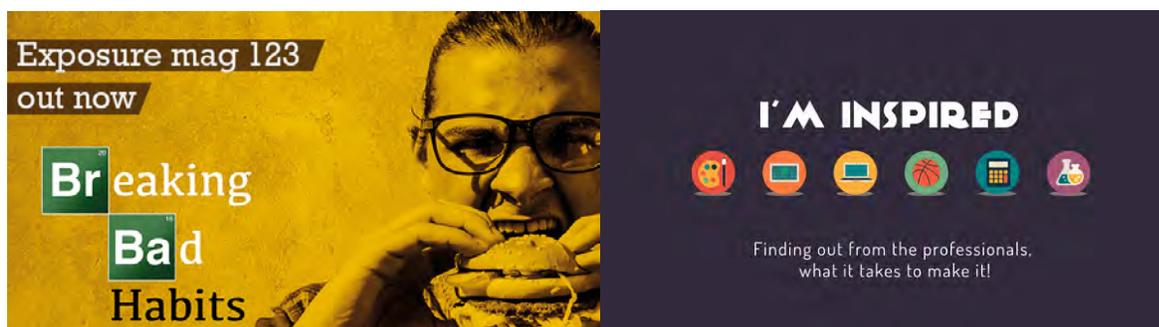


## Exposure Organisation Limited

### REPORT OF THE TRUSTEES AND FINANCIAL STATEMENTS For the year ended 31 March 2017

Report of the trustees	Pages 2 to 13
Report of the independent examiner	Page 14
Statement of financial activities	Page 15
Balance sheet	Page 16
Notes to the financial statements	Pages 17 to 19



Exposure mag 123  
out now

Breaking  
Bad  
Habits

**I'M INSPIRED**

Finding out from the professionals.  
what it takes to make it!

The advertisement features a yellow-tinted background with a person wearing glasses eating a burger. On the right, there is a dark blue banner with the text 'I'M INSPIRED' and a row of six colorful icons representing various professions: a painter, a teacher, a scientist, a basketball player, a calculator, and a chef.

Registered company number 03455480

Registered charity number 1073922

# Exposure Organisation Limited

## REPORT OF THE TRUSTEES

The trustees, who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity for the year ended 31 March 2017. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) 'Accounting and Reporting by Charities' issued in January 2015.

### Reference and administrative details

**Registered company number**

03455480

**Registered charity number**

1073922

**Registered office**

The Bigger Shoe Box  
Muswell Hill Centre  
Hillfield Park  
London N10 3QJ

**Trustees**

David Hill *Chairman*  
Jonathan Bloch  
Viven Hanney  
Iacovos Koumi  
Peter Thompson  
Saima Williams

**Company secretary**

Andreas Koumi *Manager & Secretary*

**Accountants**

Goldwins Limited  
Chartered Accountants  
75 Maygrove Road  
London NW6 2EG

### Overview

Operating in north London, Exposure is a charity actively supporting vulnerable and disadvantaged young people to develop their confidence and sense of purpose, developing life-changing communication skills to improve their employment prospects.

Despite the worsening funding environment, particularly for small charities, Exposure has managed to sustain services and secure its future (in terms of funding and reserves) by offering quality creative services attractive to young beneficiaries, as well as to funders, commissioners and partner organisations. Core funding from the Big Lottery ends on 30 November 2017 and, regrettably, will not be renewed. Exposure is actively exploring other options to secure continued core funding.

During the year Exposure engaged with 264 young people. Most contributed tangibly to Exposure's youth communications activities, gaining a nationally recognised accreditation, and reporting improvements in key aspects of their lives. Of these at least 18 have gone on to secure some form of paid employment.

# Exposure Organisation Limited

## Structure, governance and management

### Governance

Exposure is the marketing name of the registered charity Exposure Organisation Limited, which is governed by its memorandum and articles of association dated 25 January 1999, as amended on 17 October 2001 to allow for current governance arrangements. The charity is a company limited by guarantee and has no share capital. The liability of each member in the event of winding-up is limited to £10.

Membership of the charity is open to any individual aged 18 or over who has contributed to Exposure's work and who supports its objectives. In the case of volunteers, eligibility is established by active involvement over a six-month period. There are currently 16 members of Exposure. Beneficiary involvement in all Exposure's commissioned media production activities obviates the need for the charity to have a trading subsidiary.

### Recruitment and appointment of new trustees

The charity's articles of association require the appointment of not less than three trustees. New trustees are appointed for a term of three years by invitation of existing trustees. This is subject to election by existing trustees at a board meeting and subject to approval by charity members at the subsequent annual general meeting.

Appointed a trustee of the charity on 19 April 2000, Iacovos Koumi is the brother of Andreas Koumi. Andreas Koumi gained his position as Manager & Secretary by virtue of his former employment at Haringey Council's Youth Service, which was instrumental in establishing the charity as a company limited by guarantee on 27 October 1997 and as a registered charity on 11 February 1999. Iacovos Koumi was not involved in Andreas Koumi's appointment, nor is he involved in any decisions concerning Andreas Koumi's remuneration. The board has established appropriate arrangements for dealing with situations where conflicts of interest may arise. The Charity Commission approved these arrangements on 21 February 2003.

On 13 October 2016, Tim Porter retired as a trustee. He was thanked for his long service to the charity. Saima Williams also retired as a trustee, stood for re-election and was duly re-appointed by the members. On 8 June 2017, Vivien Hanney was appointed as a trustee. None of the trustees had any beneficial interests in the charity or were paid for their duties during the year.

### Induction and training of new trustees

Prior to appointment, new trustees are required to demonstrate a sound knowledge of the charity's purpose and activities, to study its annual report and accounts, and to read and adhere to all its policies and procedures. New trustees are also required to provide two professional references to vouch for their suitability and undertake a Disclosure and Barring Service (DBS) check.

New trustees are required to understand that they have overall responsibility for overseeing the charity's management and administration, for making decisions on its behalf in conjunction with their fellow trustees, and for advising on fundraising and other income generation activities ensuring that monies are properly spent and accounted for.

New trustees are made aware that they must always act in the best interests of the charity and are not able to benefit directly or indirectly from its activities. If employed, they are required to clear their involvement in Exposure with their employer to ensure there is no conflict of interest.



# Exposure Organisation Limited

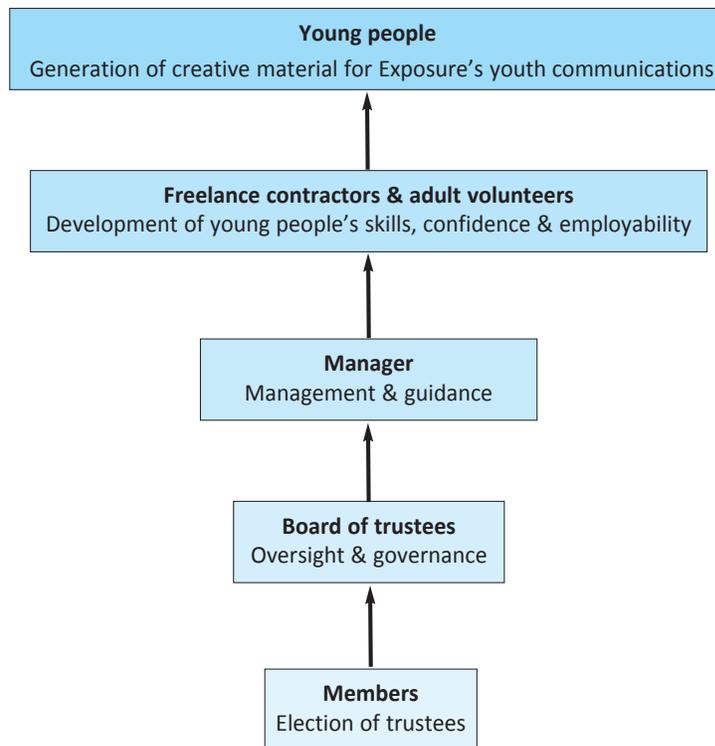
## Structure

Material matters of policy and strategy are decided at regular meetings of Exposure’s board of trustees, while day to day management of the charity is delegated to the Manager & Secretary who is responsible for operational matters including finance, staffing, development of young volunteers and all youth communications related activities. The Manager & Secretary reports to the board on Exposure’s activities, achievements, financial position and plans at regular board meetings. All expenditure over £1,500 needs to be approved by the Chairman or, in his absence, another trustee.

The following staff and freelance contractors were involved in Exposure’s work as at 31 March 2017:

- Andreas Koumi *Manager & Secretary (full-time member of staff)*
- Flo Codjoe *Editor & Development Officer (full-time member of staff)*
- Anna Patton *Media Trainer*
- Fran O’Connell *Media Trainer*
- Luke Pantelidou *Graphic Design Trainer*

Exposure places young people at the top of its organisational structure, reflecting Exposure’s approach of undertaking activities initiated or inspired by young people, with support and guidance from experienced adults.



## Volunteers

All Exposure’s direct beneficiaries are also young volunteers, contributing to Exposure’s work. While Exposure is open to all young people, many are from socially disadvantaged backgrounds often with mental health, learning difficulties or other problems. On joining, beneficiaries go through a health and safety induction and sign up to Exposure’s charter, a document detailing young people’s rights and responsibilities, and highlighting the charity’s complaints procedure.

Adult volunteers, like Exposure’s trustees, staff and freelance contractors, are required to adhere to all Exposure’s policies and procedures, in particular its volunteering and safeguarding policies, and to undertake a DBS check. During the year, adult volunteers were involved in supporting young people to build confidence, develop their skills and sense of purpose, and to express themselves through Exposure’s youth communications activities.

# Exposure Organisation Limited

## Main sources of funding

Currently, Exposure's main sources of funding are:

- Big Lottery Fund Reaching Communities, which provides a grant worth £300,000 over three years to 30 November 2017; and
- John Lyon's Charity, which provides a grant worth £117,000 over three years to 31 March 2019

Regrettably, continuation funding from Big Lottery Fund will not be forthcoming due to intense competition and a requirement to introduce new project activities rather than develop existing ones. Work is underway to secure alternative sources of core funding.

As Exposure's income is generated through grant applications, commissions and trading the charity is not a member of the Fundraising Standards Board.

## Risk management

The major risks identified by the trustees are:

- harm to young people while in Exposure's care
- growing austerity and political uncertainty leading to a marked decline in funding opportunities
- reputational damage of accepting donations from an inappropriate source
- loss or reputational damage arising from the dissemination of copyright or defamatory material
- loss or misappropriation of data or resources
- using grants other than in line with funder requirements
- interruption of services due to an incident such as fire, flood or power failure
- reputational damage due to young freelance professionals not providing creative services as required

These risks are mitigated by maintaining appropriate insurance cover and by having appropriate policies and procedures, reviewed regularly and available to all staff and freelance contractors via the Exposure internet file hosting service, for:

- safeguarding young people, health and safety at the Exposure office and at other locations
- young people's rights and responsibilities (Exposure charter), anti-bullying and complaints
- donation acceptance
- expenditure approval
- information security
- data protection
- business continuity planning
- code of conduct for young freelance professionals.

New grant applications are submitted regularly to diversify funding sources while plans are being developed to sustain Exposure's services. These plans are detailed in the section on 'Future developments' on page 12. Experienced editorial personnel review all published and broadcast material. Cash balances held at banks are within government deposit protection limits.

## Objectives, aims and activities

### Objectives

In accordance with its memorandum, the charity's objects are to:

- advance the education and development of children and young people and in so doing provide and assist in the provision of training for children and young people in subjects which may include publishing, printing, journalism and broadcasting; and
- provide and assist in the provision of facilities for the recreation and other leisure-time occupation of children and young people so as to assist them in growing to full maturity as individuals of society

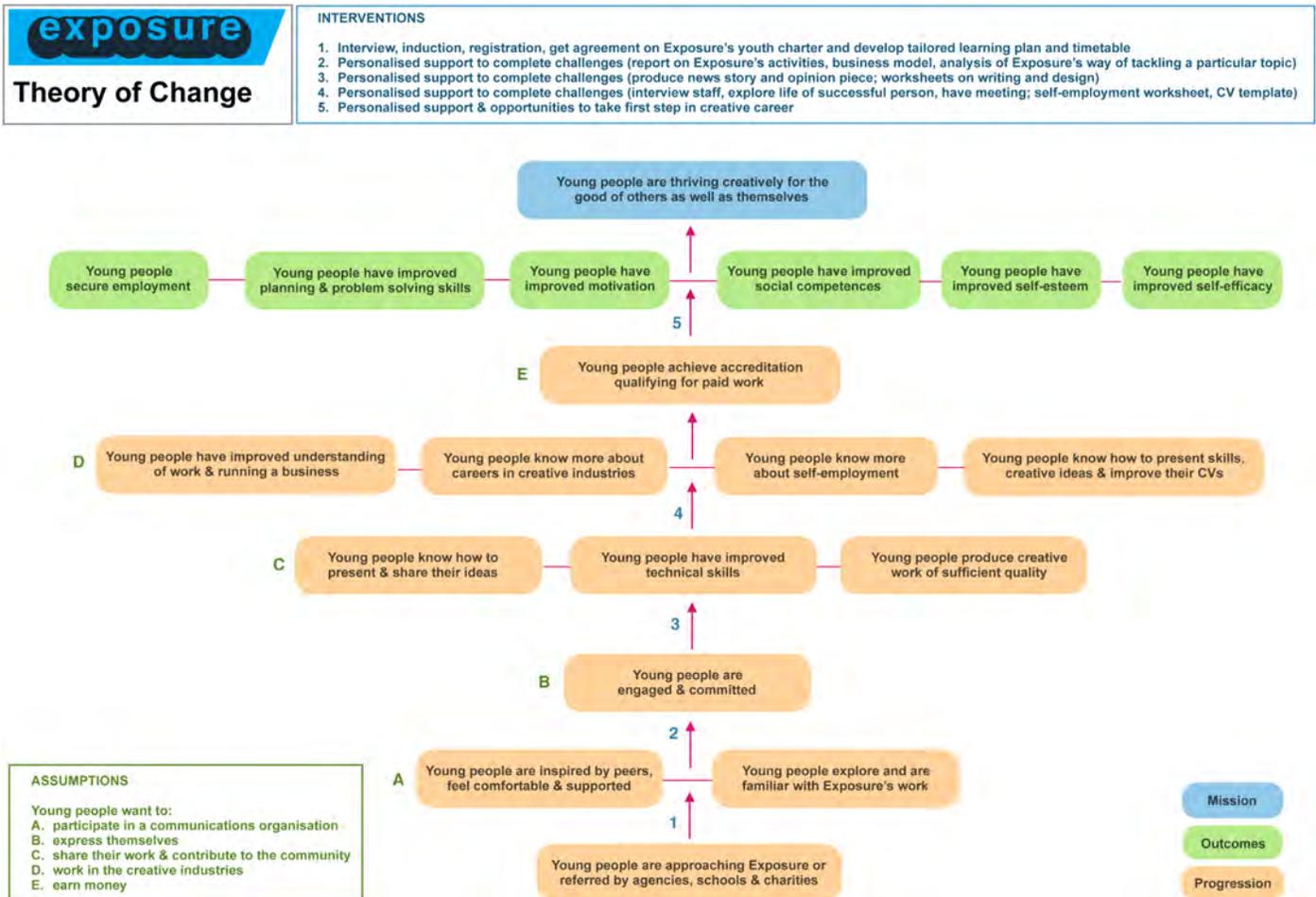
# Exposure Organisation Limited

## Aims

With offices in Haringey in north London, Exposure is a charity actively supporting local young people (14-25) to improve their confidence and sense of purpose, developing life-changing communication skills to enhance their employment prospects. Exposure engages young people from all backgrounds, but especially those who are disadvantaged or vulnerable, and experiencing particular difficulties, in meaningful creative communications activities offering them:

- an opportunity to explore, address and share matters affecting them as a form of narrative therapy and to improve their motivation and sense of community;
- practical support and encouragement to overcome difficulties associated with teenage to adult transition to improve their resilience;
- purposeful and enriching creative communications activities that reward commitment and celebrate achievement to build their confidence;
- structured learning in various aspects of the creative industries, on the Exposure Award, a nationally accredited programme, to improve key skills in communication, information technology, numeracy and literacy;
- valuable work experience in creative thinking, problem solving, teamwork, meeting deadlines, presentation, leadership, fundraising, income generation and servicing clients to improve employment prospects;
- paid freelance work and coaching in the early stages of their career, and support in securing other employment;
- an independent voice and peer information/education service to tackle stigma and improve the wider community's understanding and perception of young people.

Exposure's mission is to enable young people to thrive creatively, for the good of others as well as themselves. With assistance from London Youth, Exposure has developed a 'Theory of Change' schematic, illustrating how Exposure's interventions support young people to thrive creatively for.



# Exposure Organisation Limited

## Activities

Having regard of the Charity Commission's guidance on public benefit, Exposure's significant activities during the year included:

- engaging with 264 young people with 149 contributing tangibly to Exposure's youth communications activities and gaining a nationally recognised accreditation, 182 reporting improvements in up to eight key aspects of their lives and 18 securing some form of paid employment;
- supporting young people to maintain Exposure's website and social media presence, and to produce Exposure youth magazine, enabling them to explore a range of youth issues. In this way, Exposure provides many thousands of other young people, as well as adults interested in young people's lives, with information, advice and guidance from a youth perspective;
- securing funding and commissions from various sources to involve young people in the production of films and podcasts addressing a range of specific youth issues.

## Achievements and performance

### Achievements

By delivering quality creative projects attractive to young beneficiaries, as well as to funders and commissioners, Exposure has managed to sustain its services, despite the worsening funding environment. Exposure's significant achievements during the year included:

- securing funding from Comic Relief to offer additional support to young people with learning difficulties;
- involving young people in the production and promotion of 'Memory Lane', an hour long film charting the history of Tottenham Hotspur's football ground, raising over £4,000 from hundreds of people who have made a donation to Exposure to watch the film;
- involving young people in the promotion and production of Tottenham Community Press, a new local newspaper launched by Exposure alumni;
- introducing 'The Life Effectiveness Questionnaire' as a robust, reliable and freely available research tool for objectively measuring beneficiaries' perceived change in key competences;
- securing funding from Big Lottery Awards for All, Haringey Council and Young Barnet Foundation to enable young people to report on the realities of the world of work by interviewing successful local professionals.

### Performance

#### Website

Launched in 2013, as a youth news, views and reviews website [www.exposure.org.uk](http://www.exposure.org.uk) offers an immediate, responsive, accessible and interactive platform for young people to express their thoughts, opinions, experiences and creativity. The website has youth generated content – words, images, short films and podcasts – within the following sections:

- Headlines: Exposure, local, national and international news
- Culture: arts, entertainment, music, sport, technology and travel
- Life: careers, crime, education, health, relationships and society
- Extras: fiction and poetry

Updated daily, Exposure's website receives an average of 2,500 unique visitors and 10,000 page views per month. Exposure has around 4,500 followers on social media, mainly local young people.



### **Magazine**

Launched in 1996 and twice winner of the Young People Now Award for best youth publication in the country, Exposure magazine is designed to educate and inform young people about specific issues, as well as to help improve adults' understanding of young people. The magazine is distributed to local secondary schools, colleges, youth groups, public buildings and libraries across north London.

During the year, Exposure produced three 12-page issues of Exposure magazine, on the following themes:

- Identity, by and for young people in Barnet, funded by John Lyon's Charity
- Health, by and for young people in Haringey, commissioned by Haringey Council
- Mental health, by and for young people in Barnet, funded by John Lyon's Charity

Exposure has created writing guidelines to enable young people to develop their ability to produce news stories and opinion pieces for an audience.

### **Film**

Established in 2003, Exposure's film activities introduce young people to professional filmmaking. Exposure involves young volunteers in the production of short films on a range of youth issues. Some films have won awards and been shown at national events, film festivals and special screenings in local cinemas and other venues. Some have been viewed hundreds of thousands of times on Exposure's YouTube channel at [www.youtube.com/exposureuk](http://www.youtube.com/exposureuk).

During the year Exposure involved young people in the following film projects:

- 'Who are We?', a short film about teen identity, funded by John Lyon's Charity
- 'Memory Lane', a documentary charting the history of Tottenham Hotspur
- 'Exposure Asks', a series of vox pop films about health and domestic abuse funded by John Lyon's Charity

### **Youth communications workshops**

Exposure delivered youth communications workshops to young people in local schools, colleges and youth clubs in Barnet with funding from John Lyon's Charity. The work culminated in articles, images, short films and podcasts (on exam stress and identity) for the Exposure website, and special Exposure magazines.

### **Supporting young people with learning difficulties**

Exposure secured funding from Comic Relief to provide additional support to young people with autism or other learning difficulties to enable them to undertake the Exposure Award, participating alongside their peers.

### **'I'm Inspired' employer engagement**

Exposure has recently secured funding from Big Lottery Awards for All, Haringey Council and Young Barnet Foundation to enable young people to report on the realities of the world of work by interviewing successful local professionals. The project is at the initial stages, with young people currently being recruited and interviews being arranged with individuals working in the police, IT, media, hospitality, fashion and entertainment.

## Exposure Organisation Limited



### ***Engaging young freelance creative professionals***

Exposure engages beneficiaries who have completed the full Exposure Award. They are given the opportunity to take their training further – working for themselves and preparing for going into business on their own account – by providing services to Exposure, supporting the delivery of the charity’s funded and commissioned projects. This includes engaging an Arts and Culture Editor, producing reviews and supporting other young people to do so, an Alternative Abilities Ambassador, reporting on disability issues and championing the rights of young people with disabilities and an Autistic Author, highlighting issues important to young people with autism.

### ***Recruiting young volunteers***

Many young people refer themselves to Exposure, having discovered the charity’s creative communications on the Internet and/or having been encouraged to get involved by a friend, sibling, parent, teacher or youth worker. Exposure also works closely with schools, colleges work experience co-ordinators in north and central London, as well as local charities supporting young people with learning difficulties or not in education, employment or training. During the year, six of Exposure’s most dedicated volunteers received a Jack Petchey Achievement Award for their outstanding contribution.

### ***Work experience programme***

Making progress in their own time and at their own pace, young volunteers are supported through the Exposure Award, a structured, nationally accredited programme, taking around 100 hours to complete. Activities include:

- preparing for and attending interview and participating in health and safety induction;
- understanding and signing up to Exposure’s charter, which details rights and responsibilities;
- discussing learning needs and career aspirations, and agreeing a personal action plan;
- exploring Exposure’s creative work, appreciating how other young people address personal issues, develop skills, contribute to society and make progress in life;
- examining Exposure’s business model, income generation activities and unique selling point;
- understanding the importance of turning up on time, being organised, showing interest, paying attention to detail, setting and delivering goals, gathering, processing and presenting information;
- developing meaningful creative work for dissemination through Exposure’s communications platforms;
- building confidence and skills in IT, communications and teamwork, informing peers of issues important to young people, building a portfolio of creative work to show future employers;
- learning creative software and applying techniques, eg Photoshop and WordPress;
- participating in meetings, presenting ideas and creative work in front of colleagues;
- interviewing Exposure staff about their roles and relating findings to personal career aspirations;
- exploring the life of someone successful who they admire and relating findings to personal aspirations;
- producing an updated CV highlighting achievements and taking part in a mock job interview;
- learning what it means to be self-employed and to work on a freelance basis;
- planning the next step, whether re-engaging in appropriate education or training, with a clearer direction or, where appropriate, securing specific jobs, apprenticeships or freelance work;
- receiving coaching and support in the early stages of their career.

### ***Equipment***

During the year, Exposure secured funding from Hornsey Parochial Charities and Jack Petchey Foundation to purchase new digital equipment in support of the charity’ work.



### **Partnerships**

Exposure is affiliated to London Youth, Haringey Youth Service, Barnet Youth Service, Bridge Renewal Trust (Haringey voluntary sector umbrella organisation), Community Barnet, the Small Charities Coalition (an umbrella, capacity building organisation), and the Foundation of Social Improvement (an organisation supporting small charities) all of which assist Exposure with training, networking and fundraising opportunities.

### **Measuring impact**

Exposure has developed the 'Exposure Star' outcomes chart, a guided self-assessment tool, to track impact, measure progress and identify future goals of young volunteers. Each young volunteer is asked to report on the impact Exposure has had on their attitude to eight key aspects of their life:

1. Looking after yourself (attitudes to health and safety)
2. Coping with life (getting over problems, managing change)
3. Confidence (feelings towards yourself and your abilities)
4. Relating to others (getting on with peers, colleagues and supportive adults)
5. Expressing yourself (sharing feelings, ideas and creativity)
6. Engaging with learning (gaining skills and positive experiences)
7. Experiencing work (appreciating what it means to be professional)
8. Looking ahead (future plans, prospects, career aspirations)

Young volunteers are asked to score their attitude toward each key aspect, both before and then again after engaging with Exposure, on a scale ranging from 1 (not bothered) to 5 (doing great).

With support from London Youth, Exposure has introduced the 'Life Effectiveness Questionnaire' (a freely available self-reporting tool, assessing a person's capacity to adapt, survive and thrive) to measure objectively the effectiveness of Exposure's intervention model in improving young people's lives. Exposure sampled 50 young beneficiaries during the year. Results showed that 94% reported improvements in social competency, 89% in self-confidence and 78% in motivation, intellectual flexibility and task leadership.

## **Financial review**

### **Financial performance**

Total incoming resources for the year were £168,173, down from £206,696 last year. The resources expended were £177,457, down from £205,833 last year. Net outgoing resources were £9,284, compared with net incoming resources of £863 last year, and net assets decreased from £154,496 to £146,212. The cash balance at year-end was £180,484, down from £216,455. Reductions are due to the lack of commissioning of young people's services by local authorities, while the variation in the cash balance is also partly due to timing of receipts for funded work.

### **Reserves and investment policy**

Exposure seeks to maintain adequate reserves and cash resources to ensure funds are available to meet contractual obligations in the event of continuing funding being unavailable, which now appears possible.

## Exposure Organisation Limited

Reserves may also be drawn upon on for exceptional payments to cover sickness or redundancy, to meet the costs of repairing or replacing broken or obsolete computer hardware and software, or to provide working capital to cover grants and media service fees that are delayed.

The trustees have resolved to designate £100,000 of reserves, representing 12 months of core funding from Big Lottery Reaching Communities, as a contingency to cover core management costs in the event of any delay in securing core funding support at the end of the current arrangement with Big Lottery Reaching Communities. Regrettably, this now appears possible.

While there is a clear strategy in place to secure alternative sources of income, with clear progress being made (see 'Future developments' below), given the prevailing economic and funding environment, uncertainty currently exists as to whether the charity will be able to continue as a going concern.

Reserves and cash resources are deposited in separate banks to ensure protection under the Financial Service Compensation Scheme. Given reserves at their current level, Exposure would be able to wind down its activities in an orderly fashion over a period of 12 months in the event of continuing core funding not being secured.



## Future developments

### Meeting current commitments

Exposure's first priority over the coming year will be to meet its charitable objectives through delivering outcomes and output targets for its current core supporters.

During the year ending 31 March 2015, Exposure secured a grant from the Big Lottery Fund Reaching Communities, worth £300,000, over three years. This will meet the costs of the charity's core management, editorial and administration functions until 30 November 2017. Annual agreed outcome targets, which we have met and will continue to meet, are as follows:

- 200 young people registering and engaging with Exposure's youth communications activities
- 150 young people demonstrating improved skills and confidence by gaining an Exposure award
- 150 young people reporting improved confidence, motivation and resilience
- 150 young people reporting improved life, work-based and creative skills
- 20 young people gaining employment

During the year ending 31 March 2016, Exposure secured a grant from John Lyon's Charity, worth £117,000 over three years. This will cover the costs of delivering youth communications activities, working specifically with young people in Barnet, to 31 March 2019. Annual agreed outcome/output targets, which we have met and will continue to meet, are as follows:

- 120 young people registering and engaging with Exposure's activities
- Two short films tackling issues which concern local young people
- Two 12-page special edition Exposure magazines to be distributed in Barnet
- Two short podcasts/vlogs on a topic of relevance to young people

## Exposure Organisation Limited

### Securing income to sustain services

Exposure's second priority will be to generate income to sustain core costs after 30 November 2017, in what is becoming an increasingly difficult funding environment.

The Exposure Manager will attend training courses, delivered by the Foundation of Social Improvement, on fundraising from trusts and foundations, and on developing earned income for charities. Exposure will also secure mentoring support from the Small Charities Coalition to diversify funding, develop earned income opportunities and social media profile. Exposure will also look to secure mentoring and funding support from the School for Social Entrepreneurs to grow the charity's trading and create a better mix of income streams.

Exposure will submit applications to the Progress Foundation, City Bridge Trust, Sage Foundation, Garfield Weston Foundation, the London Community Foundation, various livery companies and others, as suitable opportunities present themselves, to contribute to core costs. Exposure will also consider re-applying to Big Lottery Fund Reaching Communities if a robust project proposal, standing a decent chance of being successful, can be developed in line with Exposure's charitable objectives.

Exposure will look at the potential for developing partnerships with other charities and social enterprises to pursue joint initiatives for income generation, fundraising, and the sharing of resources and office space. These include, Tottenham Community Press (local newspaper), the Muswell Centre (community centre where Exposure is based), Generation Exchange (intergenerational charity), Sporting Memories Network (intergenerational charity), Scope (disability charity), Bridge Renewal Trust, Harington Scheme (disability charity), Young Barnet Foundation, Haringey Shed (inclusive performing arts charity) and the National Citizen Service.

Exposure will also look to maximise opportunities for generating further income through its 'Memory Lane' documentary 'crowd funding' initiative, by holding a screening and celebration event at Bruce Castle Museum, with funding from Tottenham Grammar School Foundation, and by securing mainstream media coverage and undertaking targeted online promotion, with funding from London Community Foundation.

Building on its 'I'm Inspired' local business engagement project, Exposure will look at the possibility of offering short film production services, involving young volunteers. As well as providing cost effective online promotion, the films will demonstrate the commitment of local businesses to social responsibility and the next generation. Exposure will also look at opportunities for delivering employability services to businesses, preparing their new school/college-leaving recruits for the workplace.

Exposure will explore opportunities to access new central government investment in skills training for young people aged 16 to 19 that will be available in 2018-19.

Exposure will also consider implementing contingency plans to scale down operations and begin drawing on reserves, if, despite the above efforts, grant income declines substantially.





### Statement of trustees' responsibilities

The trustees (who are also the directors of Exposure Organisation Limited for the purposes of company law) are responsible for preparing the report of the trustees and the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice.

Company law requires the trustees to prepare financial statements for each financial year, which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing those financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP;
- make judgements and estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and to 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.

### Thank you

Exposure thanks all funders, clients, supporters, staff, freelance contractors, suppliers, members and volunteers for their continued support.

On behalf of the board

A handwritten signature in blue ink that reads 'David Hill'.

**David Hill** *Chairman*

10 August 2017

## REPORT OF THE INDEPENDENT EXAMINER

I report on the financial statements of the charity for the year ended 31 March 2017, as set out on pages 15 to 19.

### Respective responsibilities of trustees and examiner

The trustees, who are also the directors of Exposure Organisation Limited for the purposes of company law, are responsible for the preparation of the accounts. The trustees consider that an audit is not required for this year under section 144(2) of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed.

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

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

### Basis of independent examiner's report

My examination was carried out in accordance with the general directions given by the Charity Commission. An examination includes a review of the accounting records kept by the charity and a comparison of the accounts presented with those records. It also includes consideration of any unusual items or disclosures in the accounts, and seeking explanations from the trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit and consequently no opinion is given as to whether the accounts present a "true and fair view" and the report is limited to those matters set out in the statement below.

### Independent examiner's statement

In connection with my examination, no matter has come to my attention:

(a) which gives me reasonable cause to believe that in any material respect the requirements:

- to keep accounting records in accordance with section 386 of the Companies Act 2006; and
- to prepare accounts which accord with the accounting records, comply with the accounting requirements of section 396 of the Companies Act 2006 and with the methods and principles of the Statement of Recommended Practice: Accounting and Reporting by Charities

have not been met; or

(b) to which, in my opinion, attention should be drawn in order to enable a proper understanding of the accounts to be reached.



**Anthony Epton BA, FCA, CTA, FCIE**

Goldwins Limited  
Chartered Accountants  
75 Maygrove Road  
London NW6 2EG

10 August 2017

## Exposure Organisation Limited

### STATEMENT OF FINANCIAL ACTIVITIES

For the year ended 31 March 2017

	Unrestricted funds	Restricted funds	2017 Total funds	Unrestricted funds	Restricted funds	2016 Total funds
	£	£	£	£	£	£
<b>Income from</b>						
Charitable activities (see Note 2)	6,392	160,980	167,372	31,612	174,578	206,190
Investment income	801	-	801	506	-	506
<b>Total income</b>	<b>7,193</b>	<b>160,980</b>	<b>168,173</b>	<b>32,118</b>	<b>174,578</b>	<b>206,696</b>
<b>Expenditure on</b>						
Charitable activities (see Note 3)	21,402	156,055	177,457	32,004	173,829	205,833
<b>Total resources expended</b>	<b>21,402</b>	<b>156,055</b>	<b>177,457</b>	<b>32,004</b>	<b>173,829</b>	<b>205,833</b>
<b>Net incoming resources</b>	<b>(14,209)</b>	<b>4,925</b>	<b>(9,284)</b>	114	749	863
<b>Transfer between funds</b>	<b>(596)</b>	<b>596</b>	-	749	(749)	-
<b>Net movements in funds</b>	<b>(14,805)</b>	<b>5,521</b>	<b>(9,284)</b>	863	-	863
<b>Reconciliation of funds</b>						
Total funds brought forward	155,496	-	155,496	154,633	-	154,633
<b>Total funds carried forward</b>	<b>140,691</b>	<b>5,521</b>	<b>146,212</b>	<b>155,496</b>	<b>-</b>	<b>155,496</b>

*The attached notes form part of these financial statements.*

# Exposure Organisation Limited

## BALANCE SHEET At 31 March 2017

	Unrestricted funds £	Restricted funds £	2017 Total funds £	2016 Total funds £
<b>Fixed assets</b>				
Tangible assets (see Note 5)	<u>2,921</u>	<u>-</u>	<u>2,921</u>	<u>5,861</u>
<b>Current assets</b>				
Debtors – prepayments	-	1,257	1,257	972
Cash at bank and in hand	<u>140,673</u>	<u>39,811</u>	<u>180,484</u>	<u>216,455</u>
	<b>140,673</b>	<b>41,068</b>	<b>181,741</b>	<b>217,427</b>
<b>Creditors</b>				
Amount falling due within one year – other creditors (see Note 6)	<u>(2,903)</u>	<u>(35,547)</u>	<u>(38,450)</u>	<u>(67,792)</u>
<b>Net current assets</b>	<u>137,770</u>	<u>5,521</u>	<u>143,291</u>	<u>149,635</u>
<b>Net assets</b>	<u>140,691</u>	<u>5,521</u>	<u>146,212</u>	<u>155,496</u>
<b>Funds</b> (see Note 7)				
Unrestricted funds:				
Undesignated			40,691	55,496
Contingency for core management costs			<u>100,000</u>	<u>100,000</u>
			<b>140,691</b>	<b>155,496</b>
Restricted funds			<u>5,521</u>	<u>-</u>
<b>Total funds</b>			<u>146,212</u>	<u>155,496</u>

*The attached notes form part of these financial statements.*

The charity is entitled to the exemption from the audit requirement contained in section 477 of the Companies Act 2006 for the year ended 31 March 2017. No member of the charity has deposited a notice, pursuant to section 476, requiring an audit of these accounts.

The accounts have been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006.

The financial statements were approved by the board of trustees on 4 August 2016 and were signed on its behalf by:



**David Hill** *Chairman*

10 August 2017

## NOTES TO THE FINANCIAL STATEMENTS

### 1 Accounting policies

#### Accounting convention

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) and the Charities Act 2011.

The charitable company 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 or note.

#### Reconciliation with previously Generally Accepted Accounting Practice (GAAP)

In preparing the accounts, the trustees have considered whether in applying the accounting policies required by FRS 102 and the Charities SORP FRS 102 a restatement of comparative items was required.

#### Going concern

Subject to the comments made in Future Developments about securing income (page 12), the trustees consider that there are no material uncertainties about the charitable company's ability to continue as a going concern. The trustees do not consider that there are any sources of estimation uncertainty at the reporting date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next reporting period.

#### Incoming resources

Income is recognised when the charity has entitlement to the funds, any performance conditions attached to the income have been met, it is probable that the income will be received and that the amount can be measured reliably.

Income from government and other grants, whether 'capital' grants or 'revenue' grants, is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred. Income received in advance for the provision of specified service is deferred until the criteria for income recognition are met.

#### Interest receivable

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the charity; this is normally upon notification of the interest paid or payable by the bank.

#### Donations of gifts, services and facilities

Donated professional services and donated facilities are recognised as income when the charity has control over the item or received the service, any conditions associated with the donation have been met, the receipt of economic benefit from the use by the charity of the item is probable and that economic benefit can be measured reliably. In accordance with the Charities SORP (FRS 102), volunteer time is not recognised and references should be made to the trustees' annual report for more information about their contribution.

#### Fund accounting

Unrestricted funds are available to spend on activities that further any of the purposes of the charity. Designated funds are unrestricted funds of the charity which the trustees have decided at their discretion to set aside to use for a specific purpose. Restricted funds are donations which the donor has specified are to be solely used for particular areas of the charity's work or for specific projects being undertaken by the charity.

#### Resources expended

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.

## Exposure Organisation Limited

### Tangible fixed assets

All fixed assets are initially recorded at cost. Depreciation is provided at the following annual rates in order to write off each fixed asset over its estimated useful life:

Equipment – 25% on cost

### Taxation

The charity is exempt from corporation tax on its charitable activities as all its income is charitable and is applied for charitable purposes.

### Pension costs and other post-retirement benefits

At 1 April 2017 the charity has implemented a scheme through NEST, the workplace pension set up by the government.

### Trustees' remuneration and benefits, and related parties

There were no trustees' remuneration, expenses paid or other benefits for the years ended 31 March 2017 and 31 March 2016.

## 2 Income from charitable activities

	Unrestricted	Restricted	2017 Total	2016 Total
	£	£	£	£
<b>Grant and donation income</b>				
Big Lottery Reaching Communities	-	100,654	<b>100,654</b>	94,430
Comic Relief	-	10,000	<b>10,000</b>	-
Children in Need	-	2,074	<b>2,074</b>	911
Big Lottery Awards for All	-	5,410	<b>5,410</b>	10,000
John Lyon's Charity	-	39,000	<b>39,000</b>	1,725
Jack Petchey Foundation	-	-	-	16,686
Enfield Council	-	-	-	8,558
Haringey Council	-	-	-	15,000
Barnet Council	-	-	-	10,998
London Community Foundation	-	-	-	2,602
West Hackney Parochial	-	-	-	5,000
Hackney Giving	-	-	-	4,200
Memory Lane	4,383	-	<b>4,383</b>	-
Other grants	2,009	3,842	<b>5,851</b>	5,454
<b>Other income</b>				
Media	-	-	-	30,626
<b>Total income</b>	<b>6,392</b>	<b>160,980</b>	<b>167,372</b>	<b>206,190</b>

## Exposure Organisation Limited

### 3 Expenditure

	Restricted						2017 Total £	2016 Total £
	Unrestricted £	Big Lottery Reaching Communities £	Big Lottery Awards for All £	Comic Relief £	John Lyon's Charity £	Other £		
Freelance	12,440	4,270	5,410	10,596	33,381	2,380	<b>68,476</b>	102,095
Staff costs	-	88,584	-	-	-	-	<b>88,584</b>	72,564
Printing	392	392	-	-	724	266	<b>1,774</b>	3,632
Communications	351	1,213	-	-	-	158	<b>1,721</b>	2,274
Rent	1109	2,219	-	-	1,109	-	<b>4,438</b>	4,438
Equipment and stationery	4,575	-	-	-	-	-	<b>4,575</b>	4,895
Insurance	(284)	975	-	-	492	-	<b>1,183</b>	3,045
Independent examination	-	-	-	-	2,450	-	<b>2,450</b>	2,450
Depreciation	2,940	-	-	-	-	-	<b>2,940</b>	6,266
Sundry	(120)	413	-	-	34	989	<b>1,316</b>	4,174
<b>Total expenditure</b>	<b>21,402</b>	<b>98,066</b>	<b>5,410</b>	<b>10,596</b>	<b>38,190</b>	<b>3,793</b>	<b>177,457</b>	<b>205,833</b>

### 4 Staff costs and trustee remuneration and expenses

	2017 £	2016 £
Salaries and wages including social security	<b>81,214</b>	72,564
Employer's contribution to defined contribution pension schemes	<b>7,370</b>	-
	<b>88,584</b>	72,564

No employee earned more than £60,000.

The trustees were not paid and did not receive any other benefits from employment with the charity in the year, neither were they reimbursed expenses during the year. No trustee received payment for professional or other services supplied to the charity.

The average number of employees (head count based on number of staff employed) during the year was 2 (2016: 2).

# Exposure Organisation Limited

## 5 Tangible fixed assets

	Equipment £
<b>Cost</b>	
At 1 April 2016	105,823
Additions	-
At 31 March 2017	<u>105,823</u>
<b>Depreciation</b>	
At 1 April 2016	99,962
Charge for year	2,940
At 31 March 2017	<u>102,902</u>
<b>Net book value</b>	
At 31 March 2017	<u>2,921</u>
At 31 March 2016	<u>5,861</u>

## 6 Creditors: amounts falling due within one year

	2017 £	2016 £
Other creditors	3,532	4,284
Accruals	2,449	2,449
Deferred income	32,469	61,060
	<u>38,450</u>	<u>67,792</u>
<i>Deferred income</i>		
Balance at the beginning of the year	61,060	47,839
Amount released to income in the year	(61,060)	(47,839)
Amount deferred in the year	32,469	61,060
Balance at the end of the year	<u>32,469</u>	<u>61,060</u>
<i>Deferred income comprises</i>		
Big Lottery Reaching Communities	21,248	
Big Lottery Awards for All	4,591	
Tottenham Grammar School Foundation	2,734	
Young Barnet Foundation	2,500	
Other	1,396	
Balance at the end of the year	<u>32,469</u>	

## Exposure Organisation Limited

### 7 Analysis of net assets between funds

	Unrestricted funds		Restricted	Total funds
	Undesignated	Designated	funds	
	£	£	£	£
Tangible fixed assets	2,921	-	-	2,921
Net current assets	37,770	100,000	5,521	143,291
<b>Net assets at 31 March 2017</b>	<b>40,691</b>	<b>100,000</b>	<b>5,521</b>	<b>146,212</b>

### 8 Movement in funds

	At 1 April 2016	Net movement in funds	Transfer between funds	At 31 March 2017
	£	£	£	£
<b>Unrestricted funds</b>				
Undesignated	55,496	(14,209)	(596)	40,691
Contingency for core management costs	100,000	-	-	100,000
	155,496	(14,209)	(596)	140,691
<b>Restricted funds</b>				
Big Lottery Reaching Communities	-	2,588	-	2,588
Comic Relief	-	(596)	596	-
John Lyon's Charity	-	810	-	810
Other	-	2,123	-	2,123
	-	4,925	596	5,521
<b>Total funds</b>	<b>155,496</b>	<b>(9,284)</b>	<b>-</b>	<b>146,212</b>