

BESA ANNUAL REPORT 2022



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Chair's Introduction – Annual Report 2021/2022

By Christine Major, Chair of the British Educational Suppliers Association



It's been another unprecedented year, resulting in local and global landscapes that are barely recognisable since our last AGM. When I predicted it would be a 'bumpy year', it's clear I had no idea what the last 12 months would bring.

I'd like to thank our BESA members – you've continued to show incredible integrity and resolve. You've continued to focus on what's needed for the education community, to provide value to schools and much-needed support. You've done this in the shadow of ill-informed policy decisions, and ineffective intervention programmes – our Government friends could learn a few lessons from this!

Of course, we will endeavour to try and engage positively; share experiences, evidence, and collaborate. Indeed the time, effort and results that I've witnessed from Caroline and the team in representing BESA members, lobbying (and challenging policy decision-making where necessary!) have been incredible. It's no surprise that BESA's net promotor scores have increased by over 25% and we've seen Special Interest Group participation reach 50%. Let's continue the momentum!

Whilst the market for products and services performed well for many providers this year, we know that all spending will be under intense pressure moving forward. Things will be bumpy and our resolve to stay united as an industry will be critical – we must find new ways to stand together and evidence our ongoing value to our youngsters and the teachers supporting them.

It has been such a privilege to be your Chair this year, and I'd like to thank each member of the Executive Council and the Finance and Resources Committee for their unrelenting support. I'm incredibly grateful for their counsel, wisdom and patience. In particular, I would like to thank Vice Chair Simon Hill and Treasurer Simon Winfield. I'd also like to extend my appreciation and gratitude to the members of the Council who will be leaving this year – your significant contribution will not be forgotten. We extend the same sentiment to BESA team leavers and equally, we welcome incoming team members to the BESA community.

We thank all the Executive Council election candidates and wish you luck – I have every confidence you'll last longer and have a greater, more positive impact than recent political leaders. Congratulations in advance to all successful candidates.

Finally, I would also like to thank you, our BESA members. BESA is our trade association, representing our needs – thank you for your engagement and participation. We've never been stronger.

Director General's Introduction – Annual Report 2021/22

By Caroline Wright, Director General of the British
Educational Suppliers Association



As the Chair outlines in her report, it has been another challenging year for BESA members. A range of reasons including Covid recovery in schools, cost of living and energy price challenges, shortages within international supply chains, and damaging Government policy interventions within the UK have hampered our sector throughout 2022.

BESA has worked to provide pragmatic support on these issues to members, engaging with decision-makers on policy issues, helping connect members with educators through our outreach and LendED platforms, showcasing UK exporters internationally as countries re-opened post Covid, and re-invigorating our member programme with a move back to more face-to-face events and networking opportunities.

Annual Reports traditionally look back over the previous year, however given the political and economic challenges faced by the UK and more specifically the education sector currently I'd like to take the opportunity to look forward to how BESA will support members over the coming year.

For many years BESA has benefited from the outstanding research services of Richard Connor and C3 Education and I am incredibly grateful to Richard for his support and expert insights on all matters relating to the education market. Richard is moving on to focus on other exciting projects but is working with BESA's new research provider, the Education Company, over the next few months to transition BESA's research programme. We look forward to continuing to build on our strong foundations of research excellence and sharing new research with members next year.

BESA already supports members at events in Asia, the Middle East and LatAm. We have listened to feedback from members over recent months and we are developing new plans to help support members with a further range of international education opportunities in the important international territories of the United States, Canada, Egypt, Morocco and Australia during 2023.

2023 marks BESA's 90th anniversary from its beginnings as the Education Exhibitors Association in 1933. Throughout our 90th year we will be celebrating the remarkable achievements of the educational suppliers industry. We look forward to hosting a number of special anniversary events across the year as well as launching new BESA Member Awards to mark BESA's 90th year. We will share more details of these activities and the BESA Member Awards early in the New Year.

The combined support of BESA members to schools and college leaders, classroom teachers, and early-years practitioners is proving a lifeline during a period of sustained pressure, greater even than perhaps that of the Covid closure period, on the education system. I continue to be proud to lead the BESA team, helping support your organisations in the ongoing delivery of your vital work.

Thank you.

Treasurer's Report – Annual Accounts 2021/2022

By Simon Winfield, Treasurer of the British Educational Suppliers Association



In last year's report, I commented that "the year will remain challenging" and it certainly has been in many aspects – including the financial impact on the sector and our organisation. However, this year I am delighted to present a much improved and positive position for our Association.

Following the relaxation of restrictions on travel and social distancing, we have seen a return to in-person events across the country and around the world. Attendance by members to BESA's fantastic events made a significant contribution to support the association; over the last year, BESA has generated over £600,000 more in income compared to 2021 – with most of this attributable to the return of events.

Income from member subscriptions was relatively comparable to 2021 at £575,846. This is particularly significant as the impact of the pandemic on the BESA team was harsh; despite fewer resources and increased challenges in the sector, they worked together not only to retain members but also to recruit new members throughout the year.

In turn, this has seen the organisation returning to a surplus for the year of £114,617 compared to last year's deficit of £246,000, this means our reserves now stand at £856,073.

Through prudent financial management by BESA and the Finances and Resources Committee, we have seen that relocating our offices from Canary Wharf to Shoreditch had a positive impact of over £60,000 in costs during the last year, which has also delivered other benefits for our members and team.

Since Covid, we have seen consumers operating in different ways and this may have an impact on income from events in the future. Coupled with potentially reduced funding for education from Government, we must be responsive to new ways of working, continue to remain focused on our members, and look at generating new sources of income.

As an organisation, I am confident that with the skills of the BESA team, the guidance of the Finance and Resources Committee and the support of the Executive Council that we can continue to grow BESA and deliver for our members.

I would like to thank Ankita, Julia and Caroline for their focus, determination and support throughout the year ensuring we have remained fully informed and updated which means we make the right decisions on behalf of the members.

I would like to thank Gerald Edelman Chartered accountants for their work preparing the audit and I put the accounts forward to the AGM for formal approval.

Thank you.

Minutes of the 2021 Annual General Meeting of the British Educational Suppliers Association

Date: 21 October 2021

Venue: QEII Conference Centre London

Minutes

1. Start – The meeting commenced at 1.05pm.

2. Minutes – Minutes of the 2020 AGM were approved.

3. Introduction – The Chair, Christine Major, opened the AGM and gave her Chair's report.

4. Treasurer's Report – The Treasurer Simon Winfield introduced Treasurer's report and Annual Report and Accounts 2020/21

5. Approval of resolutions

- The Chair introduced resolution A 'That the Annual Report and Accounts for 2020/21 are approved'. Resolution A was agreed nem. con.
- The Chair introduced resolution B 'That Gerald Edelman, Chartered Accountants, be appointed auditors for 2021/2022.' Resolution B was agreed nem. con.
- The Chair introduced resolution C 'That Association subscriptions for 2022/2023 be increased by 3%.' Resolution C was agreed nem. con.

6. New Council members – The Director General, Caroline Wright, announced the results of the voting for the Executive Council elections. Christine Major, Matt Koster-Marcon, Philip Wesolowski, Simon Winfield and Tony Staneff were duly elected.

7. Close – The meeting closed at 1:25pm.

BESA Annual General Meeting 2022 – Proposed Ordinary Resolutions

Resolution A: That the Annual Report and Accounts for 2021/2022 are approved.

Resolution B: That Gerald Edelman, Chartered Accountants, be appointed auditors for 2022/2023.

Resolution C: That Association subscriptions for 2023/2024 be increased by 5%.

Resolution D: That the Association subscription bandings be updated as per the proposal circulated with these papers, effective from 1 April 2023

Company registration number 01097059 (England and Wales)

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2022

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

COMPANY INFORMATION

Directors	C Major	
	J K Mann	
	S W Winfield	
	M J Koster-Marcon	
	C D Mahady	
	D Jones	
	S C Hill	
	G Coleman	
	A Coxon	
	J Finnan	
	N N Madhavji	
	D S Sandhu	
	D L Hallybone	
	A J Kingsley	(Appointed 9 December 2021)
Secretary	C M Morrison	(Appointed 9 December 2021)
	A Staneff	(Appointed 9 December 2021)
	P J Wesolowski	(Appointed 9 December 2021)
	M Hudson	(Appointed 9 December 2021)
Company number	01097059	
Registered office	81 Rivington Street	
	London	
	EC2A 3AY	
Auditor	Gerald Edelman LLP	
	73 Cornhill	
	London	
	EC3V 3QQ	

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

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BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 MARCH 2022

The directors present their annual report and financial statements for the year ended 31 March 2022.

Principal activities

The principal activity of the company continued to be that of activities of business and employers membership organisations.

Directors

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

J E Doherty	(Resigned 9 December 2021)
S J Abrahams	(Resigned 9 December 2021)
K Blainey	(Resigned 9 December 2021)
S Omogbehin	(Resigned 9 December 2021)
C Chell	(Resigned 9 December 2021)
J E Williamson	(Resigned 9 December 2021)
C Major	
J K Mann	
S W Winfield	
M J Koster-Marcon	
C D Mahady	
D Jones	
S C Hill	
G Coleman	
A Coxon	
J Finnan	
N N Madhavji	
D S Sandhu	
D L Hallybone	
A J Kingsley	(Appointed 9 December 2021)
C M Morrison	(Appointed 9 December 2021)
A Staneff	(Appointed 9 December 2021)
P J Wesolowski	(Appointed 9 December 2021)
M Hudson	(Appointed 9 December 2021)

Auditor

In accordance with the company's articles, a resolution proposing that Gerald Edelman LLP be reappointed as auditor of the company will be put at a General Meeting.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

DIRECTORS' REPORT (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

Statement of directors' responsibilities

The directors are responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the surplus or deficit of the company for that period. In preparing these financial statements, the directors are required to:

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Statement of disclosure to auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, the directors individually have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

Going concern

Having reviewed the company's financial forecasts and expected future cash flows. The directors have a reasonable expectation that the company has adequate resources available to continue in operational existence for the foreseeable future, a period of not less than 12 months from the date of approval of these financial statements.

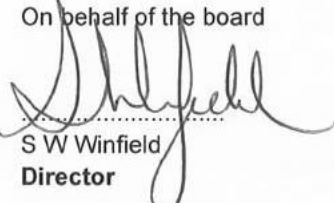
The financial statements reflect a resurgence of income this year after a challenging previous year the company faced due to the Covid-19 pandemic. Most events that were cancelled in the previous year were able to be rescheduled this year due to the easing of Covid restrictions. The company was able to maintain strong cash reserves and the directors are confident that as long as the pandemic restrictions are not reimposed, the company will continue to be profitable in the future.

Accordingly, the directors continues to adopt the going concern basis in preparing the financial statements for the year ended 31 March 2022.

Small companies exemption

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

On behalf of the board


S W Winfield
Director

Date: 10-10-22

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

Opinion

We have audited the financial statements of British Educational Suppliers Association (the 'company') for the year ended 31 March 2022 which comprise the income and expenditure account, the balance sheet and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2022 and of its surplus for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

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

Conclusions relating to going concern

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

Other information

The other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the annual report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

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

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

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption in preparing the directors' report and from the requirement to prepare a strategic report.

Responsibilities of directors

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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

The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

We planned our audit so that we have a reasonable expectation of detecting material misstatements in the financial statements resulting from irregularities, fraud or non-compliance with law or regulations.

The extent to which the audit was considered capable of detecting irregularities including fraud

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations, our procedures included the following:

- The engagement partner ensured that the engagement team collectively had the appropriate competence, capabilities and skills to identify or recognise non-compliance with applicable laws and regulations.
- Enquiring of management of whether they are aware of any non-compliance with laws and regulations.
- Enquiring of management whether they have knowledge of any actual, suspected or alleged fraud.
- Enquiring of management their internal controls established to mitigate risk related to fraud or non-compliance with laws and regulations.
- Discussions amongst the engagement team on how and where fraud might occur in the financial statements and any potential indicators of fraud. As part of this discussion, we identified potential for fraud in posting of unusual journals.
- Obtaining understanding of the legal and regulatory framework the company operates in focusing on those laws and regulations that had a direct effect on the financial statements or that had a fundamental effect on the operations. The key laws and regulations we considered in this context included UK Companies Act, tax legislation, employment law, data protection, and anti-bribery.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

Audit response to risks identified

Fraud due to management override

To address the risk of fraud through management bias and override of controls, we:

- Performed analytical procedures to identify any unusual or unexpected relationships.
- Audited the risk of management override of controls, including through testing journal entries for appropriateness.

Irregularities and non-compliance with laws and regulations

In response to the risk of irregularities and non compliance with laws and regulations, we designed procedures which included, but are not limited to:

- Agreeing financial statements disclosures to underlying supporting documentation
- Enquiring of management as to actual and potential litigation claims.

The test nature and other inherent limitations of an audit, together with the inherent limitations of any accounting and internal control system, mean that there is an unavoidable risk that even some material misstatements in respect of irregularities may remain undiscovered even though the audit is properly planned and performed in accordance with ISAs (UK). Furthermore, the more removed that laws and regulations are from financial transactions, the less likely that we would become aware of non-compliance. Our examination should therefore not be relied upon to disclose all such material misstatements or frauds, errors or instances of non-compliance that might exist. The responsibility for safeguarding the assets of the company and for the prevention and detection of fraud, error and non-compliance with law or regulations rests with the directors.

A further description of our responsibilities is available on the Financial Reporting Council's website at: <https://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

Use of our report

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

Hiten Patel

Hiten Patel FCCA (Senior Statutory Auditor)
For and on behalf of Gerald Edelman LLP

Date: 10 October 2022

Chartered Accountants
Statutory Auditor

73 Cornhill
London
EC3V 3QQ

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 31 MARCH 2022

	Notes	2022 £	2021 £
Income	3	1,438,153	811,649
Cost of sales		(482,052)	(159,582)
Gross surplus		956,101	652,067
Administrative expenses		(841,622)	(898,268)
Operating surplus/(deficit)		114,479	(246,201)
Interest receivable and similar income	5	138	225
Surplus/(deficit) before taxation		114,617	(245,976)
Tax on surplus/(deficit)		-	(43)
Surplus/(deficit) for the financial year		114,617	(246,019)

The income and expenditure account has been prepared on the basis that all operations are continuing operations.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

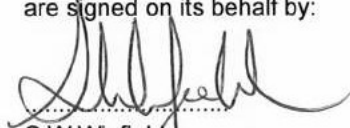
BALANCE SHEET

AS AT 31 MARCH 2022

	Notes	2022 £	£	2021 £	£
Fixed assets					
Tangible assets	6		13,913		11,095
Current assets					
Debtors	7	707,169		236,847	
Cash at bank and in hand		1,159,401		1,513,307	
		<u>1,866,570</u>		<u>1,750,154</u>	
Creditors: amounts falling due within one year	9	<u>(830,800)</u>		<u>(777,180)</u>	
Net current assets			<u>1,035,770</u>		<u>972,974</u>
Total assets less current liabilities			<u>1,049,683</u>		<u>984,069</u>
Creditors: amounts falling due after more than one year	8		-		(45,000)
Provisions for liabilities	10		(193,610)		(197,606)
Net assets			<u>856,073</u>		<u>741,463</u>
Reserves					
Called up share capital	11		-		-
Income and expenditure account			856,073		741,463
Members' funds			<u>856,073</u>		<u>741,463</u>

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

The financial statements were approved by the board of directors and authorised for issue on and are signed on its behalf by:


S W Winfield
Director

Company Registration No. 01097059

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies

Company information

British Educational Suppliers Association is a private company limited by guarantee incorporated in England and Wales. The registered office is 81 Rivington Street, London, EC2A 3AY.

1.1 Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006 as applicable to companies subject to the small companies regime. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

1.2 Going concern

Having reviewed the company's financial forecasts and expected future cash flows. The directors have a reasonable expectation that the company has adequate resources available to continue in operational existence for the foreseeable future, a period of not less than 12 months from the date of approval of these financial statements.

The financial statements reflect a resurgence of income this year after a challenging previous year the company faced due to the Covid-19 pandemic. Most events that were cancelled in the previous year were able to be rescheduled this year due to the easing of Covid restrictions. The company was able to maintain strong cash reserves and the directors are confident that as long as the pandemic restrictions are not reimposed, the company will continue to be profitable in the future.

Accordingly, the directors continues to adopt the going concern basis in preparing the financial statements for the year ended 31 March 2022.

1.3 Income and expenditure

Event/service turnover includes charges (excluding VAT) invoiced to participating members for space and services at exhibitions, missions, seminars and other non-subscription services and is included within the financial statements for the period in which the event has been concluded.

Event/service turnover also consists of grants provided by the Department for International Trade (DIT). Participating members apply to British Educational Suppliers Association (BESA) for support and then BESA makes these applications to the DIT. The DIT provides BESA with the grants to be issued to participating members in addition to a mark-up, meaning that a small surplus is made on each grant application. Turnover and expenses are included within the financial statements for the period in which the event to which the grants relate has been concluded.

Membership subscriptions are recognised in the year to which they relate. Admission fees are charged at a time a member joins the Association and are recognised in the year of admission.

When cash inflows are deferred and represent a financing arrangement, the fair value of the consideration is the present value of the future receipts. The difference between the fair value of the consideration and the nominal amount received is recognised as interest income.

1.4 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost, net of depreciation and any impairment losses.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies

(Continued)

Depreciation is recognised so as to write off the cost of assets less their residual values over their useful lives on the following bases:

Fixtures and fittings	Straight line over 10 years
Office equipment	Straight line over 4 years

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to surplus or deficit.

1.5 Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in surplus or deficit, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in surplus or deficit, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

1.6 Cash and cash equivalents

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

1.7 Financial instruments

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies

(Continued)

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

Classification of financial liabilities

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

Basic financial liabilities

Basic financial liabilities, including creditors, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

1.8 Taxation

The company is exempt from corporation tax, it being a company not carrying on a business for the purposes of making a profit. However, the company was subject to corporation tax on non-members income and bank interest receivable during the year at the normal UK corporation tax rates.

1.9 Provisions

Provisions are recognised when the company has a legal or constructive present obligation as a result of a past event, it is probable that the company will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting end date, taking into account the risks and uncertainties surrounding the obligation. Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value. When a provision is measured at present value, the unwinding of the discount is recognised as a finance cost in surplus or deficit in the period in which it arises.

1.10 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.11 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies

(Continued)

1.12 Leases

Rentals payable under operating leases, including any lease incentives received, are charged to profit or loss on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the leases asset are consumed.

1.13 Foreign exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation in the period are included in income or expenditure.

2 Judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

There were no significant judgements and key sources of estimation uncertainty.

3 Turnover

An analysis of the company's turnover is as follows:

	2022 £	2021 £
Subscriptions	575,846	586,389
Admission fees	2,500	2,300
Event/service turnover	859,807	222,960
	<u>1,438,153</u>	<u>811,649</u>

4 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

	2022 Number	2021 Number
Total	<u>27</u>	<u>29</u>

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

5 Interest receivable and similar income

	2022 £	2021 £
Interest receivable and similar income includes the following:		
Interest receivable	138	225

6 Tangible fixed assets

	Fixtures and fittings £	Office equipment £	Total £
Cost			
At 1 April 2021	34,323	94,762	129,085
Additions	-	7,521	7,521
At 31 March 2022	34,323	102,283	136,606
Depreciation and impairment			
At 1 April 2021	33,508	84,482	117,990
Depreciation charged in the year	275	4,428	4,703
At 31 March 2022	33,783	88,910	122,693
Carrying amount			
At 31 March 2022	540	13,373	13,913
At 31 March 2021	815	10,280	11,095

7 Debtors

	2022 £	2021 £
Amounts falling due within one year:		
Trade debtors	239,907	142,726
Other debtors	467,262	94,121
	707,169	236,847

8 Creditors: amounts falling due after more than one year

	2022 £	2021 £
Bank loans	-	45,000

The company fully repaid Coronavirus Business Interruption Loan during the year.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

9 Creditors: amounts falling due within one year

	2022 £	2021 £
Bank loans and overdrafts	-	5,000
Trade creditors	148,617	94,988
Corporation tax	-	43
Other taxation and social security	57,103	65,926
Deferred income	551,752	575,048
Other creditors	5,591	15,462
Accruals	67,737	20,713
	<u>830,800</u>	<u>777,180</u>

10 Provisions for liabilities

	2022 £	2021 £
Refund provision	<u>193,610</u>	<u>197,606</u>

Event commission income is determined in reference to the historic agreement with the event organiser. The above provision is in relation to the previous years where the event organiser informed BESA of the amount of its share of the income from the show. This commission income is based on the exhibition square meterage. The event organiser informed BESA in August 2018 that the amount they had told BESA to invoice them for over the past six years had been overstated. An agreement has been reached with the event organiser that BESA will make good the overpayment by reducing the future income received from the event organiser in relation to the event by 50%. It is estimated that the amount will be cleared within 5-6 years.

11 Members' liability

The association is limited by guarantee, not having a share capital and consequently the liability of members is limited, subject to an undertaking by each member to contribute to the net assets or liabilities of the association on winding up such amounts as may be required not exceeding £10.

12 Operating lease commitments

Lessee

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, as follows:

	2022 £	2021 £
	<u>143,304</u>	<u>265,584</u>

13 Related party transactions

There were no related party transactions during the year.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

SCHEDULE OF ADMINISTRATIVE EXPENSES

FOR THE YEAR ENDED 31 MARCH 2022

	2022 £	2021 £
Administrative expenses		
Wages and salaries	528,125	437,034
Social security costs	54,163	53,476
Staff recruitment costs	20,847	-
Staff training	1,673	1,578
Pension costs defined contribution	33,636	31,128
Other staff costs	2,339	39,967
Rent re operating leases	122,280	144,963
Service charge payable	-	7,208
Rates	(10,037)	19,294
Cleaning	-	611
Power, light and heat	-	796
Equipment repairs	5,534	12,265
Computer running costs	9,592	9,184
Legal and professional fees	29,714	18,586
Consultancy fees	5,250	52,413
Audit fees	9,000	8,250
Bank charges	1,260	1,088
Bad and doubtful debts	4,790	(785)
Insurances (not premises)	10,433	9,850
Printing and stationery	-	(1,891)
Entertaining	4,007	1,769
Sundry expenses	1,800	1,011
Depreciation	4,702	14,889
(Profit) or loss on foreign exchange	2,514	14,640
Capital gain or loss on disposal of assets	-	20,944
	<u>841,622</u>	<u>898,268</u>



Caroline Wright
Director General



Julia Garvey
Deputy Director
General



Ankita Patel
Financial
Controller



Dave Smith
Head of Content



Jo Summers
Head of Events



Peter Doyle
Policy Analyst



Sam Butter
Membership
Manager



Hannah Kelleher
Membership &
Marketing
Coordinator



Zoe Walmer
Executive Assistant



Megan Wiseman-Searle
Events Coordinator



Chris Renou
Events Coordinator



Chloe Meeds
Events Assistant



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