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REGISTERED NUMBER: 01991724 (England and Wales)



STRATEGIC REPORT,

REPORT OF THE DIRECTORS AND

FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2017

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Dafferns LLP Chartered Accountants & Business Advisers

CONTENTS OF THE FINANCIAL STATEMENTS for the year ended 31 March 2017

	Page
Company Information	1
Strategic Report	2
Report of the Directors	4
Report of the Independent Auditors	6
Statement of Comprehensive Income	8
Balance Sheet	9
Statement of Changes in Equity	10
Cash Flow Statement	11
Notes to the Cash Flow Statement	12
Notes to the Financial Statements	13

COMPANY INFORMATION for the year ended 31 March 2017

DIRECTORS:

Miss S.A. Lucas M.L. Harwood Mrs L. Bayliss J.M.J. Atkins A. Bhabra P. Burns Mrs L. Wall

REGISTERED OFFICE:

Commerce House

123 St. Nicholas Street Coventry

CV1 4FD

REGISTERED NUMBER:

01991724 (England and Wales)

AUDITORS:

Dafferns LLP One Eastwood Harry Weston Road Binley Business Park

Coventry CV3 2UB

STRATEGIC REPORT for the year ended 31 March 2017

The directors present their strategic report for the year ended 31 March 2017.

REVIEW OF BUSINESS

The results for the year and the financial position of the company are as shown in the annexed financial statements.

Coventry and Warwickshire Chamber Training continues to be a strongly performing vocational education and training provider operating across Coventry and Warwickshire, with its apprenticeship specialism and business focussed approach to learning and development, the organisation works in partnership with employers to ensure that workforce development delivers a tangible return on investment. Being awarded Training Provider of the Year 2016 in the Coventry and Warwickshire Apprentice of the year awards, recognised the value that the organisation provides across the locality to businesses, individuals and wider stakeholders.

With strong credentials within its apprenticeship delivery, not least of which rated as 'good' by Ofsted and high levels of customer satisfaction (93% employer satisfaction and 92% student satisfaction), apprenticeship success rates are significantly above national averages and remain a core strength of the business. Very good retention and achievement rates provide a strong foundation to move into the new world of skills as government reforms around apprenticeship come into force. Strategic business planning and development has taken place to prepare the organisation for apprenticeships of the future and steps taken to re-shape the business model around the reforms. A drive to diversify income streams has seen new contracts secured outside of apprenticeship delivery and reductions to the cost base to position the organisation for the future.

The apprenticeship reforms, including the introduction of the apprenticeship levy, represent some of the most sweeping and far reaching changes in over a decade to the way in which the government supports and finances skills development in England. The way in which employers engage with apprenticeships is fundamentally changed as a result of the reforms, with larger employers paying into a levy and others required to make a financial contribution to the cost of apprenticeship training.

Business to business training services outside of apprenticeships have been buoyant during 2016/17, particularly around bespoke organisational training in disciplines such as leadership and management, customer service and sales as well as information technology.

Moving forward, Coventry and Warwickshire Chamber Training has a well embedded business centric strategy. This provides a strong foundation for transition into the new apprenticeship world; one in which employer engagement is critical to business success and where the relationship with each employer becomes a commercial one rather than driven by the government. Detailed planning around business structure, people and skills, financial modelling, business development and curriculum design has taken place, with transition plans and costings in place.

Partnerships with key stakeholders remain well developed, which strategically adds strength to market position and enables Coventry and Warwickshire Chamber Training to build and extend services to meet the needs of the local economy and wider community.

STRATEGIC REPORT for the year ended 31 March 2017

PRINCIPAL RISKS AND UNCERTAINTIES

Government policy continues to be the key area of risk. The introduction of the apprenticeship levy in May 2017, along with financial contributions for non-levy paying employers and a transition from apprenticeship frameworks to standards has led to an unprecedented level of corresponding change. This is placing pressure on the skills sector and will present challenges into the future as the full impact of the changes takes effect.

The breadth and extent of change is, in itself, a risk as it is unchartered territory and creates market uncertainty. Reductions in funding will be challenging as it brings into question financial viability and will require new ways of working. Business structure, along with people and skills, are particularly critical to ensuring that the organisation is in the best shape to take full advantage of the opportunities presented by the changes.

FINANCIAL KEY PERFORMANCE INDICATORS

The turnover of the company by division was as follows:

•	2,541	2,621
Youth and adult training Other training contracts and commercial activities	2,267 274	2,338
	2017 £'000	2016 £'000

The gross profit for the year was £845,026 compared to £697,036 last year. This resulted in a net profit of £58,106 compared to net profit of £3,714.

ON BEHALF OF THE BOARD:

Miss S.A. Lucas - Director

Date: 11 September 2017

REPORT OF THE DIRECTORS for the year ended 31 March 2017

The directors present their report with the financial statements of the company for the year ended 31 March 2017.

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the provision of training.

DIVIDENDS

The total distribution for the year ended 31 March 2017 was £nil (2016: £nil).

DIRECTORS

The directors shown below have held office during the whole of the period from 1 April 2016 to the date of this report.

Miss S.A. Lucas M.L. Harwood Mrs L. Bayliss J.M.J. Atkins A. Bhabra

Other changes in directors holding office are as follows:

P. Burns - appointed 12 May 2016 Mrs L. Wall - appointed 29 June 2016

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Strategic Report, the Report of the Directors 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 profit or loss 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.

REPORT OF THE DIRECTORS for the year ended 31 March 2017

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

ON BEHALF OF THE BOARD:

Miss S.A. Lucas - Director

Date: 11 September 2017

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF COVENTRY AND WARWICKSHIRE CHAMBERS OF COMMERCE TRAINING LIMITED

We have audited the financial statements of Coventry and Warwickshire Chambers of Commerce Training Limited for the year ended 31 March 2017 on pages eight to eighteen. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

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 a Report of the Auditors 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.

Respective responsibilities of directors and auditors

As explained more fully in the Statement of Directors' Responsibilities set out on page four, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Strategic Report and the Report of the Directors to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2017 and of its profit 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.

Opinion on other matter 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 Strategic Report and the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements, and has been prepared in accordance with applicable legal requirements. In the light of the knowledge and understanding of the company and its environment, we have not identified any material misstatements in the Strategic Report or the Report of the Directors.

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF COVENTRY AND WARWICKSHIRE CHAMBERS OF COMMERCE TRAINING LIMITED

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Geoffrey Cox BA FCA (Senior Statutory Auditor) for and on behalf of Dafferns LLP

One Eastwood Harry Weston Road Binley Business Park Coventry CV3 2UB

Date: 11 September 2017

STATEMENT OF COMPREHENSIVE INCOME for the year ended 31 March 2017

	Notes	2017 £	2016 £
TURNOVER	3	2,541,513	2,621,005
Cost of sales		_1,696,487	1,923,969
GROSS PROFIT		845,026	697,036
Administrative expenses		787,542	694,209
OPERATING PROFIT	5	57,484	2,827
Interest receivable and similar incor	me 6	622	887
PROFIT BEFORE TAXATION		58,106	3,714
Tax on profit	7	11,587	863
PROFIT FOR THE FINANCIAL YE	AR	46,519	2,851
OTHER COMPREHENSIVE INCOM	ΛE		
TOTAL COMPREHENSIVE INCOMFOR THE YEAR	1E	46,519	2,851

COVENTRY AND WARWICKSHIRE CHAMBERS OF COMMERCE TRAINING LIMITED (REGISTERED NUMBER: 01991724)

BALANCE SHEET 31 March 2017

		201	7	201	6
	Notes	£	£	£	£
FIXED ASSETS Tangible assets	. 8		55,388		70,967
CURRENT ASSETS Debtors Cash at bank	9	401,409 794,728		334,409 527,493	
CREDITORS		1,196,137		861,902	
Amounts falling due within one year	10	502,686		227,186	
NET CURRENT ASSETS			693,451		634,716
TOTAL ASSETS LESS CURRENT LIABILITIES			748,839		705,683
PROVISIONS FOR LIABILITIES	12		6,500		9,863
NET ASSETS			742,339		695,820
CAPITAL AND RESERVES Called up share capital Retained earnings	13 14		200,000 542,339		200,000 495,820
SHAREHOLDERS' FUNDS			742,339		695,820

The financial statements were approved by the Board of Directors on 11 September 2017 and were signed on its behalf by:

M.L. Harwood - Director

STATEMENT OF CHANGES IN EQUITY for the year ended 31 March 2017

	Called up share capital £	Retained earnings £	Total equity £
Balance at 1 April 2015	200,000	492,969	692,969
Changes in equity Total comprehensive income Balance at 31 March 2016		2,851 495,820	2,851 695,820
Changes in equity Total comprehensive income	200.000	46,519	46,519
Balance at 31 March 2017	200,000	542,339	742,339

CASH FLOW STATEMENT for the year ended 31 March 2017

		2017	2016
	Notes	£	£
Cash flows from operating activitie	s		
Cash generated from operations	1	245,052	(182,386)
Tax paid		<u>(949</u>)	<u>(5,496</u>)
Net cash from operating activities		<u>244,103</u>	<u>(187,882</u>)
Cash flows from investing activities	s		
Purchase of tangible fixed assets		(5,976)	(35,148)
Sale of tangible fixed assets		1,096	-
Interest received		622	887
Net cash from investing activities		(4,258)	(34,261)
Ç		- \\ '	<u> </u>
Cook flows from financing activities	_		
Cash flows from financing activities	5	27 200	
Loan from group company		<u>27,390</u>	
Net cash from financing activities		27,390	_
The same was a same was			
		007.005	(000 (10)
Increase/(decrease) in cash and cas	sn equivalents	267,235	(222,143)
Cash and cash equivalents at beginning of year	2	527,493	749,636
beginning of year	2	327,493	749,030
	,		
Cash and cash equivalents at end of	of		
year	2	794,728	527,493
,	_		327,100

NOTES TO THE CASH FLOW STATEMENT for the year ended 31 March 2017

1. RECONCILIATION OF PROFIT BEFORE TAXATION TO CASH GENERATED FROM OPERATIONS

	2017	2016
Profit before taxation	£ 50.406	£
	58,106	3,714
Depreciation charges	20,252	32,166
Loss on disposal of fixed assets	207	-
Finance income	(622)	(887)
	77,943	34,993
(Increase)/decrease in trade and other debtors	(67,000)	34,217
Increase/(decrease) in trade and other creditors	234,109	(251,596)
Cash generated from operations	245,052	(182,386)

2. CASH AND CASH EQUIVALENTS

The amounts disclosed on the Cash Flow Statement in respect of cash and cash equivalents are in respect of these Balance Sheet amounts:

Year ended 31 March 2017		
	31.3.17	1.4.16
	£	£
Cash and cash equivalents	<u>794,728</u>	527,493
Year ended 31 March 2016		
	31.3.16	1.4.15
	£	£
Cash and cash equivalents	527,493	749,636

NOTES TO THE FINANCIAL STATEMENTS for the year ended 31 March 2017

1. STATUTORY INFORMATION

Coventry and Warwickshire Chambers of Commerce Training Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

The company's financial statements are presented in pound sterling and this is its functional currency.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Turnover

Income for administering training activities is recognised on the basis of training courses and work placements attended by trainees, and outcomes and starts achieved by trainees.

Income from other activities is recognised on the basis of goods and services provided during the period.

Grants are recognised at the fair value of the asset received or receivable when there is reasonable assurance that the company has complied with conditions attaching to them.

Tangible fixed assets

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

Fixtures and fittings

- 33.33% straight line and 10% straight line

Taxation

Taxation for the year comprises current and deferred tax. Tax is recognised in the Statement of Comprehensive Income, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

Page 13 continued...

NOTES TO THE FINANCIAL STATEMENTS - continued for the year ended 31 March 2017

2. ACCOUNTING POLICIES - continued

Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in the profit and loss account in other administrative expenses.

3. TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company.

An analysis of turnover by class of business is given below:

		2017	2016
	Funded training Commercial training Special projects and other	£ 2,267,033 242,368 32,112	£ 2,338,419 256,876 25,710
		2,541,513	2,621,005
	An analysis of turnover by geographical market is given below:		
		2017	2016
	United Kingdom	£ 2,541,513	£ _2,621,005
		2,541,513	2,621,005
4.	EMPLOYEES AND DIRECTORS	0047	0040
		2017 £	2016 £
	Salaries	1,082,914	1,270,091
	Social security costs Other pension costs	87,420 59,591	104,734 66,608
		1,229,925	1,441,433
	The average monthly number of employees during the year was as follow		
		2017	2016
	General administration and management Operations and business contracts	3 44	5 49
		47	54
		2017 £	2016 £
	Director's remuneration Director's pension contributions to money purchase schemes	75,873 	66,938 5,290

NOTES TO THE FINANCIAL STATEMENTS - continued for the year ended 31 March 2017

4.	EMPLOYEES AND DIRECTORS - continued

	The number of directors to whom retirement benefits were accruing was as	follows:	
	Money purchase schemes	1	1
5.	OPERATING PROFIT		
	The operating profit is stated after charging:		
	Depreciation - owned assets Loss on disposal of fixed assets Auditors' remuneration Operating lease charges - other Operating lease charges - property	2017 £ 20,252 207 4,400 14,821 34,609	2016 £ 32,166 4,300 19,916 39,910
6.	INTEREST RECEIVABLE AND SIMILAR INCOME Bank interest receivable	2017 £ 	2016 £
7.	TAXATION		
	Analysis of the tax charge The tax charge on the profit for the year was as follows: Current tax: UK corporation tax	2017 £ 14,950	2016 £
	Deferred tax: Deferred tax Prior year charge	(1,900) _(1,46 <u>3</u>)	863
	Total deferred tax	(3,363)	863
	Tax on profit	11,587	863

NOTES TO THE FINANCIAL STATEMENTS - continued for the year ended 31 March 2017

7. TAXATION - continued

Reconciliation of total tax charge included in profit and loss

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below:

		2017	2016
	Profit before tax	£ 58,106	£ 3,714
	Profit multiplied by the standard rate of corporation tax in the UK of 20% (2016 - 20%)	11,621	743
	Effects of: Expenses not deductible for tax purposes Adjustments in respect of prior years Rounding Effect of change in tax rates Group relief surrendered	1,047 (1,482) 63 338	128 (461) 2 (70) 521
	Total tax charge	11,587	<u>863</u>
8.	TANGIBLE FIXED ASSETS		Fixtures and fittings
	COST At 1 April 2016 Additions Disposals		£ 523,344 5,976 (1,911)
	At 31 March 2017		527,409
	DEPRECIATION At 1 April 2016 Charge for year Eliminated on disposal		452,377 20,252 (608)
	At 31 March 2017		472,021
	NET BOOK VALUE At 31 March 2017		55,388
	At 31 March 2016		70,967

NOTES TO THE FINANCIAL STATEMENTS - continued for the year ended 31 March 2017

9.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2017	2016
	Trade debtors Other debtors	£ 341,570	£ 305,109 988
	Prepayments and accrued income	_59,839	28,312
		401,409	334,409
10.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2017 £	2016 £
	Trade creditors	188,982	37,419
	Amounts owed to group undertakings Corporation tax	40,091 14,005	12,701 4
	Social security and other taxes	5,142	32,485
	Other creditors	92,041	16,982
	Accruals	79,438	54,376
	Deferred income	82,987	73,219
		502,686	227,186
11.	LEASING AGREEMENTS		
	Minimum lease payments under non-cancellable operating leases fall due	2017	2016
	Within and user	£	£
	Within one year Between one and five years	32,799 3,972	23,596
	between one and live years	_3,912	6,868
		36,771	30,464
12.	PROVISIONS FOR LIABILITIES		
		2017	2016
	Deferred tax	£ 6,500	£
	Deletted tax	<u>0,500</u>	<u>9,863</u>
			Deferred tax
			£
	Balance at 1 April 2016		9,863
	Accelerated capital allowances		(3,363)
	Balance at 31 March 2017		6,500

NOTES TO THE FINANCIAL STATEMENTS - continued for the year ended 31 March 2017

13. CALLED UP SHARE CAPITAL

	Allotted, iss	ued and fully paid:					
	Number:	Class:	Nominal value:	2017 £	2016 £		
	200,000	Ordinary shares	£1	200,000	200,000		
14.	RESERVES						
					Retained earnings £		
	At 1 April 20	016			495,820		
	Profit for the				46,519		
	At 31 March	2017			542,339		

Retained earnings - represents cumulative profits and losses net of dividends and any other adjustments.

15. PENSION COMMITMENTS

The company operates a defined contribution scheme for employees. Contributions to the scheme during the financial year amounting to £59,591 (2016: £66,608) have been charged to the profit and loss account. At 31 March 2017 there were £6,714 (2016: £6,986) of contributions that had not been paid over to the pension scheme.

16. ULTIMATE PARENT COMPANY

Throughout the year the company was a wholly owned subsidiary of Coventry & Warwickshire Chamber of Commerce (Limited by Guarantee). The consolidated accounts are available at Chamber House, Innovation Village, Cheetah Road, Coventry, CV1 2TL.

17. RELATED PARTY DISCLOSURES

Transactions with the company and its holding company have not been disclosed as the company is a wholly owned subsidiary and is included within the consolidated accounts of the group.

Key management personnel compensation in the year totalled £91,073 (2016 - £79,340)