

Registered number: 06048596

**The Via Partnership Limited
(formerly CX Limited)**

Financial statements

For the year ended 31 March 2013

CLB
coopers
Chartered Accountants
Delivering solutions through excellence

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THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Company Information

Directors	Mr M A Kelly Ms K T O'Donoghue Dr D Sanders Mr A J Walker Mr A W Cavill Ms D Park
Company secretary	Mr I M Fisher
Registered number	06048596
Registered office	PO Box 78 County Hall Fishergate Preston Lancashire PR1 8XJ
Independent auditor	CLB Coopers Ship Canal House 98 King Street Manchester M2 4WU
Bankers	Lloyds TSB Bank plc 2nd Floor Park Bank House 52a Preston New Road Blackburn BB2 6AH

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

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THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Directors' report For the year ended 31 March 2013

The directors present their report and the financial statements for the year ended 31 March 2013

Directors' responsibilities statement

The directors are responsible for preparing the directors' 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 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 judgments 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.

Principal activities

The Via Partnership Limited (Via) is a social business trading in products and services for a social purpose.

Via works with public, private and third sector organisations to design and deliver products and services that help people move forward in work and life.

Via specialises in the provision of

- High quality information, advice and guidance to young people and adults,
- Support to employees in developing their workforces.

Via's portfolio of products and services include

- Services to support young people in making life choices, delivered through Connexions Services and other products,
- Career management services to support young people and adults in achieving their full potential by moving into education, employment and training,
- Specialist support services to young, adult and former offenders,
- Bespoke workforce development solutions for employees including talent management, skills analysis, leadership and management and recruitment and retention,
- A range of product and service for learning providers that support the Career Education and information, advice and guidance of its students,
- A business and meeting centre offering modern, spacious and accessible meeting facilities for all.

Via's priority is to be a financially viable business to generate 'profits for a purpose' to invest in the delivery of services for individuals who are most vulnerable and the professionals and organisations who support these groups.

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Directors' report For the year ended 31 March 2013

Directors

The directors who served during the year were

Mr H Catherall (resigned 20 September 2012)
Mr M A Kelly
Mr D W Lund (resigned 27 April 2012)
Ms K T O'Donoghue
Dr D Sanders
Mr A J Walker (appointed 15 February 2013)
Mr A W Cavill (appointed 28 April 2012)
Ms D Park (appointed 20 September 2012)

Provision of information to auditor

Each of the persons who are directors at the time when this directors' report is approved has confirmed that

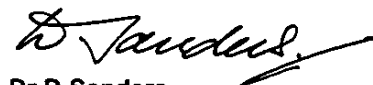
- so far as that director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of any information needed by the company's auditor in connection with preparing its report and to establish that the company's auditor is aware of that information

Auditor

The auditor, CLB Coopers, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006

In preparing this report, the directors have taken advantage of the small companies exemptions provided by section 415A of the Companies Act 2006

This report was approved by the board on 16 July 2013 and signed on its behalf



Dr D Sanders
Director

Date

06-09-13

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Independent auditor's report to the shareholders of The Via Partnership Limited (formerly CX Limited)

We have audited the financial statements of The Via Partnership Limited (formerly CX Limited) for the year ended 31 March 2013, set out on pages 5 to 14. The financial reporting framework that has been applied in their preparation is applicable law and the Financial Reporting Standard for Smaller Entities (effective April 2008) (United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities).

This report is made solely to the company's shareholders 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 shareholders 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 shareholders for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditor

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. 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 directors' report to identify material inconsistencies with the audited financial statements. 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 2013 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities, 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 the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements.

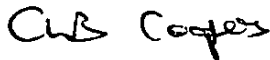
THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Independent auditor's report to the shareholders of The Via Partnership Limited (formerly CX 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, 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



Graham Rigby (senior statutory auditor)

for and on behalf of

CLB Coopers

Statutory Auditors and Chartered Accountants

Ship Canal House

98 King Street

Manchester

M2 4WU

Date 6 September 2013

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Profit and loss account For the year ended 31 March 2013

	Note	2013 £	2012 £
Turnover		3,991,085	4,119,209
Cost of sales		<u>(2,645,497)</u>	<u>(2,707,110)</u>
Gross profit		1,345,588	1,412,099
Administrative expenses		(1,337,028)	(2,068,545)
Exceptional administrative expenses	4	-	1,158,000
Total administrative expenses		<u>(1,337,028)</u>	<u>(910,545)</u>
Operating profit	2	8,560	501,554
Interest receivable and similar income		<u>-</u>	<u>138</u>
Profit on ordinary activities before taxation		8,560	501,692
Tax on profit on ordinary activities	5	<u>(99)</u>	<u>-</u>
Profit for the financial year	12	<u>8,461</u>	<u>501,692</u>

The notes on pages 7 to 14 form part of these financial statements

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Registered number 06048596

Balance sheet

As at 31 March 2013

	Note	£	2013 £	£	2012 £
Fixed assets					
Tangible assets	6		38,346		54,374
Current assets					
Stocks	7	193,000		-	
Debtors	8	841,647		581,842	
Cash at bank		133,239		175,853	
		<u>1,167,886</u>		<u>757,695</u>	
Creditors amounts falling due within one year	9	<u>(1,493,797)</u>		<u>(929,371)</u>	
Net current liabilities			<u>(325,911)</u>		<u>(171,676)</u>
Total assets less current liabilities			<u>(287,565)</u>		<u>(117,302)</u>
Creditors amounts falling due after more than one year	10		<u>(88,290)</u>		<u>(267,014)</u>
Net liabilities			<u>(375,855)</u>		<u>(384,316)</u>
Capital and reserves					
Called up share capital	11		500,100		500,100
Profit and loss account	12		<u>(875,955)</u>		<u>(884,416)</u>
Shareholders' deficit			<u>(375,855)</u>		<u>(384,316)</u>

The financial statements have been prepared in accordance with the special provisions relating to companies subject to the small companies regime within Part 15 of the Companies Act 2006 and in accordance with the Financial Reporting Standard for Smaller Entities (effective April 2008)

The financial statements were approved and authorised for issue by the board on 16 July 2013 and were signed on its behalf by



Dr D Sanders
Director

Date 06-09-13

The notes on pages 7 to 14 form part of these financial statements

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Notes to the financial statements For the year ended 31 March 2013

1. Accounting policies

1.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention and in accordance with the Financial Reporting Standard for Smaller Entities (effective April 2008)

1.2 Going concern

The company is owned and controlled by Lancashire County Council, Blackpool Council and Blackburn with Darwen Borough Council ("the Local Authorities"). These three first tier Local Authorities fully support the activities of the company as part of the service to their respective communities. As an important asset the company has a highly valued future in not only continuing its business activities but also extending them beyond the boundaries of Lancashire.

These financial statements have been prepared on the going concern basis, notwithstanding net liabilities of £375,855 as at 31 March 2013, which the directors believe to be appropriate for the following reasons:

The planned two year restructuring of the company, to reflect the changes in the economy and future public sector funding arrangements, has now been completed. This has delivered the foundation required to maintain the service value of the company to the Local Authorities.

The company will continue to benefit from the trading and strategic support of the Local Authorities and the ongoing budgets for the company will steadily improve the net worth over the next few years in line with the strategic requirements of the Local Authorities.

Subsequent to the year end the board has approached the Local Authorities with a view to securing additional finance of up to £1 million. This funding will enable the company to repay cash advances received from Lancashire Education Business Partnership Limited and will provide the company with additional working capital.

The board is confident that sufficient funds will be forthcoming in the near future to enable it to continue to provide services and to meet its corporate objectives.

Taking into account trading projections, which have been prepared for a period of more than 12 months from the date of approval of these financial statements, together with the boards' expectation that the Local Authorities will provide additional funds where necessary, the directors believe it remains appropriate to prepare the financial statements on the going concern basis.

1.3 Turnover

The turnover shown in the profit and loss account represents amounts invoiced during the year, exclusive of Value Added Tax, as amended by deferred income in respect of funds received in the year but where delivery of the relevant service will take place in future financial periods.

1.4 Work in progress and accrued income

Costs incurred in relation to contracts to provide services which are incomplete at the balance sheet date are held on the balance sheet as work in progress where the contract is in its early stages or where the outcome cannot be determined with reasonable certainty. Accrued income is recognised where a right to consideration has been earned based on services delivered. If applicable, losses on contracts are recognised in full immediately where foreseen.

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Notes to the financial statements For the year ended 31 March 2013

1. Accounting policies (continued)

1.5 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases

Leasehold property improvements-	25% straight line
Motor vehicles	- 33% straight line
Furniture and equipment	- 20% straight line
Computer equipment	- 33% straight line

1.6 Operating leases

Rentals under operating leases are charged to the profit and loss account on a straight line basis over the lease term

1.7 Pension costs

The company participates in the Lancashire County Pension Fund, a Multi-Employer defined benefit pension scheme. The scheme is a final salary scheme and the main benefits are defined by statutory regulations and do not depend upon investment performance. The scheme is a funded scheme.

By way of an indemnity agreement dated 21 December 2012, the Local Authorities have confirmed that they will indemnify and keep indemnified the Lancashire County Pension Fund from and against all loss or damage or liability relating to the company's participation in the Lancashire County Pension Fund.

The underlying substance of this indemnity is that the company has no obligation to fund additional pension payments should the scheme have insufficient assets, nor benefit from a surplus should it arise. The company's contributions to the scheme are assessed every three years in accordance with advice of an independent qualified actuary and the company expects to make annual contributions to the fund only in respect of benefits earned by participants in the current period. On the basis of the indemnity agreement the company accounts for its contributions to the fund as if it were a defined contribution scheme.

The company also operates separate defined contribution pension schemes for employees. The assets of the schemes are held separately to those of the company. The annual contributions payable are charged to the profit and loss account.

1.8 Deferred taxation

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation.

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse. Deferred tax assets and liabilities are not discounted.

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Notes to the financial statements For the year ended 31 March 2013

1. Accounting policies (continued)

1.9 Current taxation

The directors consider that the company is outside the scope of corporation tax and accordingly no provision is made for such taxation on profits made

1.10 Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as either financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

2. Operating profit

The operating profit is stated after charging

	2013 £	2012 £
Amortisation of intangible fixed assets	-	(2,282)
Depreciation of tangible fixed assets		
- owned by the company	51,213	66,123
Auditor's remuneration	8,000	7,250
Pension costs	209,756	256,216

3. Directors' remuneration

	2013 £	2012 £
Aggregate emoluments	93,531	77,749

During the year retirement benefits were accruing to 1 director (2012: 1) in respect of the defined benefit pension scheme accounted for as a defined contribution pension scheme.

4. Exceptional items

	2013 £	2012 £
Release of defined benefit pension scheme liability	-	1,158,000

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Notes to the financial statements For the year ended 31 March 2013

5 Taxation

	2013 £	2012 £
Analysis of tax charge in the year		
UK corporation tax charge on profit for the year	-	-
Adjustments in respect of prior periods	99	-
	<u>99</u>	<u>-</u>
Tax on profit on ordinary activities	<u>99</u>	<u>-</u>

6 Tangible fixed assets

	Leasehold property improvements £	Computer equipment £	Furniture and equipment £	Total £
Cost				
At 1 April 2012	60,645	104,760	128,528	293,933
Additions	-	35,185	-	35,185
	<u>60,645</u>	<u>139,945</u>	<u>128,528</u>	<u>329,118</u>
At 31 March 2013	60,645	139,945	128,528	329,118
Depreciation				
At 1 April 2012	54,858	93,115	91,586	239,559
Charge for the year	5,787	19,724	25,702	51,213
	<u>60,645</u>	<u>112,839</u>	<u>117,288</u>	<u>290,772</u>
At 31 March 2013	60,645	112,839	117,288	290,772
Net book value				
At 31 March 2013	-	27,106	11,240	38,346
	<u>-</u>	<u>27,106</u>	<u>11,240</u>	<u>38,346</u>
At 31 March 2012	5,787	11,645	36,942	54,374
	<u>5,787</u>	<u>11,645</u>	<u>36,942</u>	<u>54,374</u>

7. Stocks

	2013 £	2012 £
Work in progress	193,000	-
	<u>193,000</u>	<u>-</u>

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Notes to the financial statements
For the year ended 31 March 2013

8. Debtors

	2013 £	2012 £
Due after more than one year		
Other debtors	25,000	-
Due within one year		
Trade debtors	491,588	386,108
Corporation tax repayable	-	99
Other debtors	67,500	-
Prepayments and accrued income	257,559	195,635
	<u>841,647</u>	<u>581,842</u>

9 Creditors

Amounts falling due within one year

	2013 £	2012 £
Trade creditors	308,284	24,144
Taxation and social security	137,372	67,317
Other creditors	501,029	262,706
Accruals and deferred income	547,112	575,204
	<u>1,493,797</u>	<u>929,371</u>

10. Creditors:

Amounts falling due after more than one year

	2013 £	2012 £
Accruals and deferred income	88,290	267,014
	<u>88,290</u>	<u>267,014</u>

11. Share capital

	2013 £	2012 £
Allotted, called up and fully paid		
500,100 Ordinary shares of £1 each	500,100	500,100
	<u>500,100</u>	<u>500,100</u>

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Notes to the financial statements For the year ended 31 March 2013

12 Reserves

	Profit and loss account £
At 1 April 2012	(884,416)
Profit for the year	8,461
At 31 March 2013	<u>(875,955)</u>

13 Pension commitments

The company participates in the Lancashire County Pension Fund, a Multi-Employer defined benefit pension scheme. For the reasons set out in the accounting policies, the company accounts for its contributions to the fund in respect of the current service period as though it were a defined contribution scheme.

The company also operates separate defined contribution pension schemes for employees.

The total annual contributions payable by the company in the year amounted to £209,756 (2012 £256,216) and have been charged to the profit and loss account. At the balance sheet date £38,194 (2012 £40,143) was owed in respect of pension contributions.

14 Operating lease commitments

At 31 March 2013 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings			Other
	2013	2012	2013	2012
	£	£	£	£
Expiry date				
Within 1 year	-	-	7,500	1,837
Between 2 and 5 years	-	184,048	44,169	53,072
After more than 5 years	62,456	-	-	-
	<u>62,456</u>	<u>184,048</u>	<u>51,669</u>	<u>54,909</u>

THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Notes to the financial statements For the year ended 31 March 2013

15. Related party transactions

Lancashire Education Business Partnership Limited ("LEBP" or "the Charity") and The Clayton Park Conference Centre Limited ("CPCC") are considered to be related parties to The Via Partnership Limited as they are controlled by common directors

During the year the company recharged salaries, management fees and other services amounting to £54,883 (2012 £243,543) to LEBP. Conversely the company was recharged salaries and other expenses amounting to £4,388 (2012 £130,919) by LEBP.

During the year LEBP made cash advances to the company totalling £300,000 in furtherance of both companies' overall charitable objectives to provide information, advice and guidance to support young people and adults moving into education, employment and training. The company is in the process of obtaining direct financial support from the Local Authorities which will enable it to return funds to the charity in the near future. At the balance sheet date the company owed £467,796 (2012 £100,003) to LEBP.

During the year the company charged management fees and other services amounting to £40,128 (2012 £26,787) to CPCC. Conversely the company was recharged other expenses amounting to £7,800 (2012 £7,586) by CPCC. At the balance sheet date the company was owed £35,980 by (2012 £5,000 owed to) CPCC.

During the year the company provided services on normal commercial terms with Lancashire County Council, Blackpool Council and Blackburn with Darwen Borough Council ("the Local Authorities"), each of which is de facto a related party by virtue of their shareholding in the business and certain common directorships. A significant proportion of the company's income is provided directly or indirectly through these funding lines, however it is impractical to provide a meaningful analysis of trading with each Local Authority due to the constant changes in the organisational structures through which funds are provided.

16. Post balance sheet events

Subsequent to the year end the board has approached the three Local Authorities with a view to securing additional finance of up to £1 million. This funding will enable the company to repay cash advances received from LEBP and will provide the company with additional working capital.

The board is confident that sufficient funds will be forthcoming in the near future to enable it to continue to provide services and to meet its corporate objectives.

The directors have provided a pro-forma balance sheet in note 18 to illustrate the impact of the proposed additional funding, net of total amounts due to LEBP which are to be repaid in full. The proposed terms of the loan, which is expected to be repaid over 8 years, include a capital repayment holiday of at least 12 months.

17. Controlling party

The company is owned by Lancashire County Council, Blackpool Council and Blackburn with Darwen Borough Council. There is no ultimate controlling party.


THE VIA PARTNERSHIP LIMITED (FORMERLY CX LIMITED)

Notes to the financial statements
For the year ended 31 March 2013

18. Pro-forma balance sheet

	£	2013 £
Fixed assets		
Tangible assets		38,346
Current assets		
Stocks	193,000	
Debtors	841,647	
Cash at bank	665,443	
	<u>1,700,090</u>	
Creditors:		
Amounts falling due within one year	<u>(1,026,001)</u>	
Net current assets		<u>674,089</u>
Total assets less current liabilities		<u>712,435</u>
Creditors:		
Amounts falling due after more than one year		<u>(1,088,290)</u>
Net liabilities		<u>(375,855)</u>
Capital and reserves		
Called up share capital		500,100
Profit and loss account		(875,955)
Shareholders' deficit		<u>(375,855)</u>

The above pro-forma balance sheet was approved and authorised for issue by the board on 16 July 2013 and is signed on its behalf by



Dr D Sanders
Director

Date 06-09-13

The above pro-forma balance sheet reflects additional funding of £1 million as described in note 16, as though it were received on 31 March 2013, after repaying amounts due to Lancashire Education Business Partnership Limited in the sum of £467,796