

COMPANY NO: SC327751

CHARITY NO: SC038851

**CEIS AYRSHIRE
REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2024**

CEIS AYRSHIRE

REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2024

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REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2024

REFERENCE AND ADMINISTRATIVE INFORMATION

Trustees

Gerald Lindsay
Sheila Fyfe
Gunjan Yadav
Julie McLachlan (resigned 12/06/2023)
Laura Worku (resigned 06/10/2023)
James Bristow
John Godwin (appointed 17/04/2024)
Greig Robson (appointed 18/08/2024)
Gillian Fyfe (appointed 18/08/2023)

Secretary

Joanne Seagrave

Principal Office

Landek House Suite 3, 2nd Floor
46 Bank Street
Irvine
KA12 0HL

Charity Number:

SC038851

Company Number:

SC327751

Independent Auditors

Wbg (Audit) Limited
168 Bath Street
Glasgow
G2 4TP

Bankers

Bank of Scotland
Argyle St Branch
Glasgow
G2 8BX

RBS
Glasgow Parkhead Branch
1304 Duke St
G31 5PZ

Solicitors

MacRoberts LLP
Capella
60 York Street
Glasgow
G2 8JX

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REFERENCE AND ADMINISTRATIVE INFORMATION (continued)

Senior Management

Martin Avila (CEO)
Stephen Hamill (General Manager)
Joyce Houston (Operations Manager)
Bryan Hamilton (Skills & Training Services
Manager seconded to Corporate Infrastructure
Project)
Caroline Campbell (Office Manager)
Keith Mason (Business Services Manager)
Joan Gibson (Skills and Training Team Lead)

CEIS AYRSHIRE

Report of the Trustees for the year ended 31 March 2024

The Trustees present their annual report and financial statements of the charity for the period ended 31 March 2024.

The financial statements have been prepared in accordance with the accounting policies set out in note 1 to the accounts and comply with the charity's memorandum and articles of association, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended), the Companies Act 2006 and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS102) published on 16 July 2014.

Objectives and activities

During the last year, the organisation has continued to reaffirm its mission, vision, values, and company aims throughout staff and board members, as these define the purpose of the company.

The Vision, Mission Values are displayed prominently in CEIS Ayrshire offices and website. The business aims for the basis of a key performance indicator system. CEIS Ayrshire assesses its performance in relation to the company objects.

CEIS Ayrshire has four primary objects, set out in its Memorandum of Association.

- A. To relieve and / or prevent poverty, particularly among residents of Ayrshire and Dumfries and Galloway.
- B. To relieve unemployment, particularly among residents of our operating area, for the public benefit in such ways as may be thought fit, including assistance to find employment.
- C. To advance education, particularly among residents of the operating area, including the provision of training and skills of all kinds (particularly such skills that will assist the participants in obtaining employment).
- D. To promote, establish and /or support other projects and programmes which further the same or similar charitable purposes either for the benefits for the residents of our operation area or otherwise.

To meet the objects of the organisation, CEIS Ayrshire delivers a range of services to individuals, businesses, and communities. Offices are across Ayrshire. In 2023/24 CEIS Ayrshire is working to achieve the following aims in order to achieve the objects set out in the governing documents of the organisation.

1. To ensure the long-term financial stability for CEIS Ayrshire.
2. Optimise CEIS Ayrshire identity and delivery through partnership working thus improving local delivery infrastructure.
3. Target barriers to economic and social exclusion, promoting justice and equality for all.
4. Promote opportunities which address the dynamics of change for every individual.
5. To ensure that CEIS Ayrshire is a visible and active partner in the mechanism for change in Ayrshire.

CEIS AYRSHIRE

Report of the Trustees for the year ended 31 March 2024

CEIS Ayrshire is a subsidiary of CEIS and shares the same mission driven aspects of the wider CEIS organisation. It is a formal legal entity and business with charitable status and continues to develop services and essential support within the local employability and training landscape in Ayrshire and Dumfries and Galloway.

CEIS Ayrshire VISION







We will make Scotland a better place to live and work with a more inclusive economy.

CEIS Ayrshire MISSION

To tackle inequality, strengthen communities and improve the performance and impact of businesses, which contribute to our society.

CEIS Ayrshire VALUES

Our vision and mission are underpinned by a number of values that CEIS seeks to demonstrate and measure in all aspects of its work.

P	R	I	Q	L	E
					
Partnership	Respect	Innovation	Quality	Leadership	Empowerment
Our reputation as a trusted partner is critical to everything we do	We act with integrity and honesty with our clients, partners, staff and stakeholders	We seek to bring innovative approaches to everything we do to ensure maximum effect and efficiency	We will deliver and demonstrate high quality outcomes in all aspect of our work	We acknowledge and embrace our role as an industry expert to progress the sector	We work closely with clients and staff to provide required skills and abilities

1. Achievements and performance

In 2023/24, CEIS Ayrshire identified several achievements and outcomes through its performance measurement system, which tracks progress against objectives. This system includes the development of Key Performance Indicators (KPIs) and Key Delivery Indicators in collaboration with staff, aligned with both contractual and organisational objectives. Each CEIS Ayrshire Team establishes these KPIs in line with current and future business aspirations, with final approval from the board of directors.

CEIS AYRSHIRE**Report of the Trustees for the year ended 31 March 2024**

Strategic Aims	CEIS KPI's	Target 23/24	Actual	%
Impact in Communities	Registrations	1396	1012	72
Impact in Communities	Instances of non-accredited qualification	1000	2297	230
Impact in Communities	Instances of an accredited qualification	1730	2,308	133
Impact in Communities	Employability support provided	1400	1775	127
Investment in Communities	Income to be generated through new business	£181,000	£212,872	118
Impact in Communities	TrainME Income	£55,400	£87,878	159
Investment in Communities	Job Outcome	600	368	61
Investment in Communities	Organisations Supported (Recruitment/Training)	600	368	61
Impact in Communities	Organisations supported with Training	350	223	64
Integrate into Communities	CEIS Ayrshire: develop new projects across portfolio of services	6	8	133
Integrate into Communities	Create pilot initiatives and/or projects with key strategic partnerships	8	8	100
Infrastructure	External collaborative projects - group wide	3	3	100
Integrate into Communities	New External partnerships/collaborations CEIS Ayrshire	10	10	100
Infrastructure	Finance Reports Completed by second week after month end	12	12	100

CEIS AYRSHIRE

Report of the Trustees for the year ended 31 March 2024

Impact in Communities	Good News Stories	120	161	134
Infrastructure	Staff Qualifications gained / CPD Achievements	70	91	130
Infrastructure	Staff Training Days	234	188	80
Infrastructure	Events Attended	40	91	228
Infrastructure	Instances of Staff Personal Development Delivered	No target set	116	

These key performance targets are a regular agenda item at CEIS Ayrshire's monthly senior management team meetings and are updated quarterly before reporting progress to staff and trustees.

There are 19 KPIs in total, summarised in “The Vital Few,” where cumulative support interventions—such as people supported to gain employment, individuals trained in either accredited or non-accredited training—are gathered and reported.

In 2023/24, CEIS Ayrshire undertook these activities in line with its aims and objectives. Despite the ambitious nature of our targets, our operational delivery exceeded expectations in 10 out of the 19 set KPIs, with 4 on track and 5 below target—yet still performing well in terms of contractual obligations. We intentionally set higher aspirational targets, stretching the overall KPI benchmarks beyond contracted delivery.

The performance of CEIS Ayrshire in 2023/24 reflects a strong commitment to delivering impactful services across multiple strategic areas, despite facing a challenging socio-economic environment. The following analysis highlights key areas of success, as well as opportunities for improvement.

Key Successes

1. **Non-Accredited Qualifications:** CEIS Ayrshire surpassed its target for non-accredited qualifications by 230%, delivering 2,297 instances compared to the target of 1,000. This significant overachievement indicates a strong demand for non-accredited training programs, which may provide flexible learning opportunities and faster pathways to employability. It also suggests the organisation’s ability to scale up these programs effectively, meeting the needs of the community.

CEIS AYRSHIRE

Report of the Trustees for the year ended 31 March 2024

2. Accredited Qualifications: The organisation delivered 2,308 accredited qualifications, achieving 133% of the set target. The success in delivering accredited qualifications highlights CEIS Ayrshire's capacity to offer high-quality, industry-relevant training that meets professional standards. This is a positive indicator of the organisation's ability to enhance participants' employability and support their career progression.

3. Employability Support Provided: With 1,775 instances of employability support provided, the organisation exceeded its target by 127%. This achievement underscores CEIS Ayrshire's effectiveness in delivering comprehensive employability services that address the needs of job seekers. The ability to surpass this target suggests that the organisation has effectively responded to local employment challenges, providing critical support to individuals in their job search and career development.

4. Income Generation (New Business and TrainME): CEIS Ayrshire exceeded its income generation targets from new business and the TrainME program by 118% and 159% respectively. The organisation's success in generating income from these areas indicates a well-executed strategy in diversifying revenue streams. This financial performance not only supports the sustainability of the organisation but also allows for reinvestment into social impact initiatives.

5. New Projects and Partnerships: The organisation developed 8 new projects and established 10 new external partnerships, achieving or exceeding the targets in these areas. The expansion into new projects and the establishment of partnerships demonstrate CEIS Ayrshire's proactive approach to innovation and collaboration. These efforts are likely to enhance the organisation's reach and impact, fostering greater community engagement and resource sharing.

Areas for Improvement

1. Job Outcomes and Organisations Supported: CEIS Ayrshire achieved 61% of its target for both job outcomes and the number of organisations supported with recruitment and training. While the performance in these areas is respectable, it fell short of the ambitious targets set. This may suggest challenges in the labour market or barriers to employment that need to be addressed. The organisation may need to reassess its strategies in these areas, perhaps by enhancing employer engagement, offering more tailored support to job seekers, or exploring additional sectors for job placements.

Overall Performance Assessment

Overall, CEIS Ayrshire's performance in 2023/24 has been strong, with notable successes in areas critical to the organisation's mission, such as skills training and income generation. The organisation has shown resilience and adaptability, particularly in its ability to scale up training programs and generate new income streams. These achievements align well with the strategic goals of enhancing workforce development and fostering social enterprise ecosystems.

However, the shortfalls in job outcomes and organisational support highlight the need for targeted interventions to improve performance in these areas. Addressing these challenges will be crucial for CEIS Ayrshire as it continues to strive for greater impact in the coming years.

CEIS AYRSHIRE

Report of the Trustees for the year ended 31 March 2024

By building on its strengths and addressing areas for improvement, CEIS Ayrshire is well-positioned to achieve its ambitious goals for 2024/25 and beyond, ultimately contributing to the long-term prosperity and resilience of Ayrshire communities.

2. Financial review

CEIS Ayrshire delivered a surplus, although the Skills Development Scotland Modern Apprenticeship made a deficit over the year, but this was offset by the successful delivery of the East Ayrshire Pipeline and TrainMe. CSCS is showing a loss which is due to timing within the year and the loss of Individual Training Account income. The North Ayrshire Contract continues to be key in successful delivery of the organisation as this accounts for the major stake in the company's finance at over 50%.

At the end of 2023/24 CEIS Ayrshire officers and board have set a positive budget for 2024/25. Although the surplus to be generated during the year is modest in relation to turnover, this is partly due to the intensive staff capacity requirement to fulfil contract requirements, this surplus will contribute to the future financial health of CEIS Ayrshire.

The trustees have set a reserves policy which ensures that the organisation's core activity could continue during a period of unforeseen difficulty. A portion of reserves are maintained in a realisable form, considering:

- Risks associated with each stream of income and expenditure being different from that budgeted.
- Our planned activity level and the organisation's commitments.
- The effect of scenarios such as a change of government that might affect our area of operations.
- Consideration of future needs and opportunities including expansion or contraction of services and staffing.

The CEIS Ayrshire Trustees have agreed that, given the trading circumstances facing Third Sector organisations, general economic uncertainty, reductions in public sector expenditure and the potential impact of local and national political changes influencing the sector, CEIS Ayrshire should aim to hold between 3-6 months operating costs.

The organisation plans for a surplus in its annual budget to progress towards achieving the level of reserves required by its reserves policy. The officers will endeavour to ensure the company operates in a profitable and sustainable manner and will continue to work to build a realisable reserve to meet demands on the company in an uncertain environment.

	3-6 months operating costs	Current reserve
CEIS Ayrshire	£300,679 - £601,359	£ 437,998

CEIS AYRSHIRE

Report of the Trustees for the year ended 31 March 2024

3. Plans for future periods.

CEIS Ayrshire has developed and committed to a new forward-looking Business and Strategy Plan for 2024/25, this roadmap will seek to position employability services, skills and training, and business services at the forefront of our efforts. Rooted in principles of inclusivity, sustainability, and collaboration, this plan builds on our achievements in 2023/24 and aims to address the dynamic needs of Ayrshire and Dumfries & Galloway's communities. By enhancing workforce development, fostering social enterprise ecosystems, and prioritising financial sustainability, CEIS Ayrshire is committed to empowering individuals, strengthening communities, and fostering a resilient and self-sustaining Ayrshire.

Recognising the evolving socio-economic landscape, this strategy outlines a holistic approach for CEIS Ayrshire as a medium-sized social enterprise. We will leverage our existing strengths to augment our impact through the introduction of commercial training initiatives while seeking to establish a Community Wealth Building hub. This strategy aligns with our unwavering commitment to sustainable community development, economic growth, and social entrepreneurship.

We continue to Incorporate Community Wealth Building Principles into our strategy, CEIS Ayrshire will actively engage in the local economy by prioritising fair employment practices, local procurement, community ownership, and the development of social enterprises. By ensuring that wealth generated within Ayrshire remains within the community, we aim to contribute to the region's long-term prosperity.

Our Intentions for 2024/25 will be to strengthen existing employability services and programs through continuous assessment and improvement. Through collaboration with local businesses to identify specific skill requirements and tailor programs accordingly, while leveraging technology to offer remote and online training, enhancing accessibility for all participants.

To expand our Skills & Training portfolio to include specialised and industry-relevant courses. Establish partnerships with other stakeholders and industry associations to ensure alignment with market needs.

To Enhance the business Services capacity to provide comprehensive support to SMEs by introducing innovative vacancy management solutions to streamline recruitment processes. While seeking to build on our commercial Training to support our social impact programs.

4. Structure, governance and management

- **Governing Document**

CEIS Ayrshire is a company Limited by Guarantee governed by its Memorandum and Articles of Association. It is a registered charity with the Office of the Scottish Charity Regulator (OSCR).

- **Recruitment and Appointment of Trustees**

All trustees are proposed for approval at board meetings and require approval by the CEIS (parent company) Board. New directors are appointed on the basis of a skills matrix of existing board members to ensure that the company has a board of directors with relevant experience and expertise.

- **Trustee Induction and Training**

CEIS AYRSHIRE

Report of the Trustees for the year ended 31 March 2024

All new trustees receive an induction pack which is updated on a regular basis. The pack includes the policies and procedures of the organisation, guidance on the duties and responsibilities of trustees, the governing documents of the organisation and information about the format of Board meetings, general meetings, and governance arrangements. The trustee induction process includes time with staff and clients in CEIS Ayrshire services and bespoke preparation to ensure trustees are familiar with CEIS Ayrshire services.

- **Organisational Structure**

The board of trustees, which can have up to 11 members, but no less than 5, administers the charity and meets quarterly. The General Manager is appointed by the trustees to manage the day to day operations of the charity. To facilitate effective operations, the chief executive has delegated authority for operational matters including finance and employment within limits agreed by the board.

CEIS Ayrshire – SC327751

The principal activity of the charity CEIS Ayrshire is to support disadvantaged communities through the development and delivery of new and innovative employability services across Ayrshire.

5. Risk Management

CEIS Ayrshire gives consideration of risk to charitable assets from trading, ability to attract investment, tax efficiency and the ability to have a board of directors with specialist skills and expertise. This includes the ability to have a “local” company operating employability service in Ayrshire. The trustees have a risk management strategy which comprises:

- An annual review of risks the charity may face. This review is carried out by all staff at a company planning session and subsequently approved by the Board of Trustees.
- The establishment of systems and procedures designed to mitigate those risks identified in the plan. The CEIS Ayrshire risk register is a comprehensive register, designed to identify the major risks faced by the company and the probability and impact of such risks occurring.
- The implementation of procedures designed to minimise any potential impact on the charity should these risks materialise. This includes identifying actions, timescale, action owners and resource requirements.
- The Risk Register is reviewed and the significant risks (usually 10-12), are tabled at quarterly board meetings to enable trustees to address emerging risks and progress on risk mitigation. This is a continuous process of risk assessment and mitigation which engages staff and trustees in a pro-active manner to ensure the company is not impeded in its work to deliver charitable objectives.
- The organisation has a Disaster Recovery Plan reflecting the wishes of the Trustees to protect the records and operations of the company in the event of a fire, flood or natural disaster. In 2011 CEIS Ayrshire moved email and computer records to a “cloud computing” platform to ensure the company can avail itself of the highest possible security protection for our company and client records.
- Corporate Services – CEIS Ayrshire staff are supported by CEIS Group Corporate Services to enable the group to meet its governance and operational functions. The mix of business units operating mainly in a contract management culture, requires a comprehensive and high quality corporate service support.

CEIS AYRSHIRE

Report of the Trustees for the year ended 31 March 2024

The main functions of the CEIS Ayrshire Board are to improve organisational performance and to ensure a high standard of governance. The Board works to achieve the best outcomes for the company by working in partnership with the management team. This model acknowledges that the officers have considerable expertise and experience and that board and management working in partnership will achieve the best outcomes for the company.

CEIS Ayrshire's management team has a leadership function and is committed to the realisation of the company purpose, guided by our social enterprise values and principles. The management team works to achieve a balance between engaging and consulting with team members across the company and working in partnership with the CEIS Ayrshire directors to whom they are ultimately accountable.

The governance function is also of vital importance and each board member completes an induction programme and is offered relevant training and development so that they can contribute to company governance and performance as soon as possible after joining the board. Board priorities include focusing on long term objectives, perpetuating an effective board, engagement in strategic planning, holding management accountable and reviewing the impact of the company.

CEIS Ayrshire Board members are selected on the basis of their expertise and experience but also due to their connection with the structures and sectors that overlap with CEIS Ayrshire business. This "boundary spanning" dimension helps the company identify and respond to external change. As the CEIS Ayrshire business is diverse, this leads to a wide range of performance objectives and broad sectoral boundaries. Board members composition is drawn from social enterprises, private sector and government agency.

The remit of the Board is as follows;

- Review and monitor finances;
- Ensure annual budgets are geared to long term sustainability;
- Review annual increment/pay/pension;
- Agree strategy;
- Ensure organisation is structured appropriately for market and within resources available;
- Explore best route to developing a learning and improving organisation, maximising individual skills/ experience;
- Governance and compliance issues;
- Bring financial/HR/structural issues of significance to main CEIS Board for consideration or action/approval.

The trustees have delegated day-to-day management responsibility to the General Manager, Stephen Hamill and the senior management team. The senior management team meet each month to review business performance including management accounts, key performance indicators, and innovation. Key issues are shared with staff via the company intranet and with Boards through quarterly board reporting.

CEIS Ayrshire services have three complementing strands; employability services, support to employers and local businesses and skills and training services. This includes a regional employability service, community development, capacity building and personal and vocational training services.

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Report of the Trustees for the year ended 31 March 2024

Trustees' responsibilities in relation to the financial statements

The charity trustees (who are also the directors of CEIS Ayrshire for the purposes of company law) are responsible for preparing a trustees' annual report and financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the corporate and financial information included on the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Auditors


A resolution will be proposed at the Annual General Meeting that Wbg (Audit) Limited (formerly Wylie & Bisset (Audit) Limited) be reappointed as auditors to the charity for the ensuing year.

Statement of Disclosure to the Auditor

In so far as the trustees are aware:

- there is no relevant audit information of which the charity auditor is unaware; and
- the trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

Approved by the trustees and signed on their behalf by:

DocuSigned by:

4A3DF93FF9CD4C2...

Name: James Bristow

Date: 22 November 2024

CEIS AYRSHIRE

INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES AND MEMBERS OF CEIS AYRSHIRE FOR THE YEAR ENDED 31 MARCH 2024

Opinion

We have audited the financial statements of CEIS Ayrshire (the 'charitable company') for the year ended 31 March 2024 which comprise the Charitable Company Statement of Financial Activities, Balance Sheet and Statement of Cash Flows and notes to the financial statements, including a summary of 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 charitable company's affairs as at 31 March 2024 and of the charitable company's incoming resources and application of resources, including their income and expenditure, 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 Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations 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 charitable 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.

Emphasis of matter – Prior year adjustment

We draw attention to note 21 to these revised financial statements which describes the need for revision of restricted and unrestricted funds brought forward at 1 April 2023 and expenditure in the year to 31 March 2024. Our opinion is not modified in this respect.

Conclusions relating to going concern

In auditing the financial statements, we have concluded that the trustees' 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 charitable 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 trustees with respect to going concern are described in the relevant sections of this report.

CEIS AYRSHIRE

INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES AND MEMBERS OF CEIS AYRSHIRE FOR THE YEAR ENDED 31 MARCH 2024

Other information

The other information comprises the information included in the report and financial statements, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. 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.

In connection with our audit of the financial statements, 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 audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. 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 the audit:

- the information given in the trustees' report (incorporating 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.

Matters on which we are required to report by exception

In light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the Directors' Report included in the Report of the Trustees.

We have nothing to report in respect of the following matters where the Companies Act 2006 and the Charities Accounts (Scotland) Regulations 2006 requires us to report to you if, in our opinion:

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

Respective responsibilities of trustees

As explained more fully in the Trustees' Responsibilities Statement set out on page 12 the trustees (who are also the directors of the charitable company for the purposes of company

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INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES AND MEMBERS OF CEIS AYRSHIRE FOR THE YEAR ENDED 31 MARCH 2024

law) are responsible for the preparation of the financial statements which give a true and fair view, and for such internal control as the trustees 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 trustees are responsible for assessing the charity'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 trustees either intend to liquidate the charity or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

We have been appointed as auditor under section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with regulation made under those Acts.

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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outline above, to detect material misstatements in respect of irregularities, including fraud. The specific procedures for this engagement and the extent to which these are capable of detecting irregularities, including fraud is detailed below:

Explanation as to what extent the audit was considered capable of detecting irregularities including fraud

We identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and then design and perform audit procedures response to those risks, including obtaining audit evidence that is sufficient and appropriate to provide a basis for our opinion.

In identifying and assessing the risks or material misstatements in respect of irregularities, including fraud and non-compliance with laws and regulations we considered the following;

- The nature of the charity, the environment in which it operates and the control procedures implemented by management and the trustees; and
- Our enquiries of management and trustees about their identification and assessment of the risks of irregularities.

Based on our understanding of the charity and the sector we identified that the principal risks of non-compliance with laws and regulations related to, but were not limited to;

- Regulations and legislation pertinent to the charity's operations; and

We considered the extent to which non-compliance might have a material impact on the financial statements. We also considered those laws and regulations which have a direct

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INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES AND MEMBERS OF CEIS AYRSHIRE FOR THE YEAR ENDED 31 MARCH 2024

impact on the preparation of the financial statements, such as the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005, and the Charities Accounts (Scotland) Regulations 2006. We evaluated management and trustees' incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of management override of controls), and determined that the principal risks were related to;

- Posting inappropriate journal entries. We are responsible for posting all journal entries, so there is no risk of management override of controls.

Audit response to the risks identified;

Our procedures to respond to the risks identified included the following:

- Gaining an understanding of the legal and regulatory framework applicable to the charity and the sector in which it operates;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements;
- Enquiring of management, trustees and legal advisors concerning actual and potential litigation and claims;
- Reading minutes of meetings of those charged with governance;
- In addressing the risk of fraud as a result of management override of controls, testing the appropriateness of journal entries and other adjustments; evaluating rationale of any significant transactions that are unusual or outside the normal course of business.
- Testing journals within the following areas; depreciation, accruals, prepayments, accrued income, fixed asset disposals, wages & salaries, deferred income and intercompany transactions.

We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members, and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.


A further description of our responsibilities is available on the Financial Reporting Council's website at: <..\WorkingPaper\Description-of-auditors-responsibilities-for-audit.aspx>. This description forms part of our auditor's report.

CEIS AYRSHIRE

INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES AND MEMBERS OF CEIS AYRSHIRE FOR THE YEAR ENDED 31 MARCH 2024

Use of our report

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of part 16 of the Companies Act 2006, and to the charitable company's trustees, as a body, in accordance with regulation 10 of the Charities Accounts (Scotland) Regulations 2006 (as amended). Our audit work has been undertaken so that we might state to the charitable company's members and trustees 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 charitable company, the charitable company's members as a body and the charitable company's trustees as a body, for our audit work, for this report, or for the opinions we have formed.

Signed by:

D8E957F6F4D9465...

Scott Gillon BA(Hons) FCCA CA
Senior Statutory Auditor
For and on behalf of Wbg (Audit) Limited, Statutory Auditor

168 Bath Street
Glasgow
G2 4TP

Wbg (Audit) Limited is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006.

Date: 22nd November 2024

CEIS AYRSHIRE
STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDING 31 MARCH 2024
(Including an Income and Expenditure account)

	Note	Unrestricted Funds 2024	Restricted Funds 2024	Total Funds 2024	As restated Unrestricted Funds 2023	As restated Restricted Funds 2023	Total Funds 2023
		£	£	£	£	£	£
Income and endowments from:							
Charitable activities	4	337,107	1,028,558	1,365,665	78,657	1,503,480	1,582,137
Other income resources	5	-	-	-	27,689	-	27,689
Total Income		337,107	1,028,558	1,365,665	106,346	1,503,480	1,609,826
Expenditure on:							
Charitable activities	8	316,437	1,049,143	1,365,580	50,501	1,503,230	1,553,731
Total Expenditure		316,437	1,049,143	1,365,580	50,501	1,503,230	1,553,731
Net incoming resources before transfers		20,670	(20,585)	85	55,845	250	56,095
Transfers between funds		(28,495)	28,495	-	-	-	-
Net movement in funds		(7,825)	7,910	85	55,845	250	56,095
Funds reconciliation							
Total Funds brought forward as previously stated	15	431,861	61,807	493,668	389,978	47,595	437,573
Prior Year Adjustment		13,962	(13,962)	-	-	-	-
Total Funds brought forward as restated		445,823	47,845	493,668	-	-	-
Total Funds carried forward	15	437,998	55,755	493,753	445,823	47,845	493,668

The Statement of Financial Activities includes all gains and losses recognised in the period.

All income and expenditure derive from continuing activities.

CEIS AYRSHIRE**BALANCE SHEET AS AT 31 MARCH 2024**

	Note	As at 31 March 2024 £	As restated as at 31 March 2023 £
<i>Current assets:</i>			
Debtors	12	131,408	150,102
Cash at bank and in hand	18	434,042	503,456
Total Current Assets		565,450	653,558
<i>Liabilities:</i>			
Creditors falling due within one year	13	(71,697)	(159,890)
Net Current assets		493,753	493,668
Net assets		493,753	493,668
<i>The funds of the charity:</i>			
Unrestricted funds	15	437,998	445,823
Restricted income funds	15	55,755	47,845
Total charity funds		493,753	493,668

Approved by the trustees on 22nd November 2024 and signed on their behalf by:

DocuSigned by:



Name: James Bristow

Company registration number: SC327751

The notes on pages 21 to 32 form part of these financial statements

CEIS AYRSHIRE**STATEMENT OF CASH FLOWS FOR THE YEAR ENDING 31 MARCH 2024**

	Note	Year to 31 March 2024	Year to 31 March 2023
		£	£
<i>Cash flows from operating activities:</i>			
Net cash (used in)/ provided by operating activities	17	(69,414)	98,249
Change in cash and cash equivalents in the year		<u>(69,414)</u>	<u>98,249</u>
Cash and cash equivalent brought forward		<u>503,456</u>	<u>405,207</u>
Cash and cash equivalents carried forward	18	<u><u>434,042</u></u>	<u><u>503,456</u></u>

CEIS AYRSHIRE

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024

1. Accounting Policies

(a) Basis of preparation and assessment of going concern

The accounts (financial statements) have been prepared under the historical cost convention with items recognised at cost or transaction value unless otherwise stated in the relevant note(s) to these accounts.

The financial statements have been prepared in accordance with the Statement of Recommended Practice: Accounting and Reporting by Charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities and Trustee Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006.

The charity constitutes a public benefit entity as defined by FRS 102.

The trustees consider that there are no material uncertainties about the charity's ability to continue as a going concern.

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 £.

(b) Funds structure

Unrestricted income funds comprise those funds which the trustees are free to use for any purpose in furtherance of the charitable objects. Unrestricted funds include designated funds where the trustees, at their discretion, have created funds for specific purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by the donor or trust deed, or through the terms of an appeal.

Further details of each fund are disclosed in note 15.

(c) Income recognition

Income is recognised once the charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the charity; this is normally upon notification of the interest paid or payable by the bank. Dividends are recognised once the dividend has been declared and notification has been received of the dividend due.

Income from government and other grants, whether 'capital' or 'revenue' grants, is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred.

CEIS AYRSHIRE

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024

1. Accounting Policies (continued)

(d) Expenditure recognition

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that settlement will be required and the amount of the obligation can be measured reliably.

All expenditure is accounted for on an accruals basis. All expenses including support costs and governance costs are allocated or apportioned to the applicable expenditure headings. For more information on this attribution refer to note (e) below.

- Expenditure on charitable activities includes Employability and other activities undertaken to further the purposes of the charity and their associated support costs;
- Other expenditure includes trading expenditure generated by the subsidiary companies

(e) Allocation of support and governance costs

Support costs have been allocated between governance costs and other support costs. Governance costs comprise all costs involving the public accountability of the charity and its compliance with regulation and good practice. These costs include costs related to statutory audit and legal fees together with an apportionment of overhead and support costs.

Governance costs and support costs relating to charitable activities have been apportioned based on the number of individual grant awards made in recognition that the administrative costs of awarding, monitoring and assessing research grants, salary support grants and postgraduate scholarships are broadly equivalent. The allocation of support and governance costs is analysed in note 7.

(f) Tangible fixed assets and depreciation

All assets costing more than £5,000 are capitalised and valued at historical cost. Depreciation is charged as follows:

Computer Equipment	Basis 33.3% on cost
--------------------	------------------------

(g) Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

(h) Cash at bank and in hand

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

CEIS AYRSHIRE

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024

1. Accounting Policies (continued)

(i) Creditors and provisions

Creditors and provisions are recognised where the charitable company has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount after allowing for any trade discounts due.

(j) Pensions

Employees of the charity are entitled to join a defined contribution scheme. The charity contribution is restricted to the contributions disclosed in note 9. There were no outstanding contributions at the year end.

(k) Financial instruments

The charity and its subsidiary companies only have financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

(l) Taxation

The company is a charitable company within the meaning of Section 467 of the Corporation Tax Act 2010. Accordingly, the company is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 of Part 11 of the Corporation Tax Act 2010 and section 256 of the Taxation of Chargeable Gains Act 1992 to the extent that such income or gains are applied for charitable purposes only.

(m) Government Grants

Government grants are recognised at the fair value of the asset received or receivable when there is reasonable assurance that the grant conditions will be met, and the grants will be received.

A grant that specifies performance conditions is recognised in income when the performance conditions are met. Where a grant does not specify performance conditions it is recognised in income when the proceeds are received or receivable. A grant received before the recognition criteria are satisfied is recognised as a liability.

(n) Judgements and key sources of estimation and uncertainty

In the application of the company's accounting policies, the Trustees 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, if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Bad debt provision

Trade debtors are reviewed by appropriate experienced senior management on a case-by-case basis with the balance outstanding and the ageing of the debtor taken into consideration.

CEIS AYRSHIRE**NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024****1. Accounting Policies (continued)****Leases**

Determine whether leases entered into by the charity either as a lessor or lessee are operating or finance leases. These decisions depend on an assessment of whether the risks and rewards of ownership have been transferred from the lessor to the lessee on a lease by lease basis.

2. Legal status of the Charity

The Charity is a registered Scottish charity.

The charity is a company limited by guarantee and has no share capital. The liability of each member in the event of winding up is limited to £1.

3. Related party transactions and trustees' expenses and remuneration

All trustees give their time and expertise freely and receive no remuneration for the work they undertake. However, they are entitled to claim expenses to reimburse them for the costs they incur in fulfilling their charitable duties. One trustee, James Bristow, claimed expenses of £164 relating to travel (2023: £111). This was wholly in fulfilment of charity business. There were no donations made by trustees during the year (2023: £nil).

At the year end date, intercompany balances totalling £13,163 (2023: £62,790) were owed by CEIS Ayrshire to CEIS. One employee earns over £60k from review of payroll records.

4. Income from charitable activities

	2024	2023
	£	£
Employability	1,365,665	1,582,137
	<u>1,365,665</u>	<u>1,582,137</u>

5. Other income resources

	2024	2023
	£	£
Other income	-	27,689
	<u>-</u>	<u>27,689</u>

6. Government Grants

	2024	2023
	£	£
ILA/ITA	14,500	82,030
East Ayrshire Council – Pipeline	64,471	217,225
North Ayrshire Council – Keyworker	908,203	826,723
Skills Development Scotland	5,511	26,610
Kickstart	18,611	252,194
	<u>1,011,296</u>	<u>1,404,781</u>

See restricted funds narratives within note 15 outlining the nature of the above funding sources.

CEIS AYRSHIRE**NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024****7. Allocation of governance and support costs**

The breakdown of support costs and how these were allocated between governance and other support costs is shown in the table below:

Cost type	Total allocated £	Governance related £	2024 total £	Basis of apportionment
Telephone/PPST	3,867	-	3,867	Usage
Client costs	313,111	-	313,111	Usage
Staff				
Travel/Training/Recruitment	20,496	-	20,496	Usage
Equipment/Office costs	6,545	-	6,545	Usage
Management fees	138,642	-	138,642	Usage
Consultancy/ Professional fees	6,130	-	6,130	Usage
Sundries				Usage
	38,650	-	38,650	
Total	527,441	-	527,441	

Cost type	Total allocated £	Governance related £	2023 total £	Basis of apportionment
Telephone/PPST	9,286	-	9,286	Usage
Client costs	208,749	-	208,749	Usage
Staff				
Travel/Training/Recruitment	11,755	-	11,755	
Equipment/Office costs	3,329	-	3,329	Usage
Management fees	157,414	-	157,414	Usage
Consultancy/ Professional fees	4,651	-	4,651	Usage
Sundries				Usage
	4,651	-	4,651	
Marketing	3,144	-	3,144	Usage
Total	452,163	-	452,163	

Governance costs:

	2024 £	2023 £
Consultancy	3,942	4,249
Auditors Remuneration	6,115	4,636
	<u>10,057</u>	<u>8,885</u>

Allocation of governance and other support costs:

	2024 £	2023 £
Employability	10,057	8,885
Total allocated	<u>10,057</u>	<u>8,885</u>

CEIS AYRSHIRE**NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024****8. Analysis of expenditure on charitable activities**

	2024	2023
	£	£
Salaries & other staff costs	835,454	897,968
Kickstart awards	-	197,902
Overheads	(7,372)	(3,187)
Governance costs (note 7)	10,057	8,885
Support costs (note 7)	527,441	452,163
	<u>1,365,580</u>	<u>1,553,731</u>

9. Analysis of staff costs and remuneration of key management personnel

	2024	2023
	£	£
Salaries and wages	718,870	775,484
Social security costs	65,452	69,520
Employer contributions to pension schemes	51,032	52,964
Total staff costs and employee benefits	<u>835,354</u>	<u>897,968</u>

	2024	2023
	No.	No.
The average number of persons, by headcount, employed by the charity during the year was:	<u>26</u>	<u>29</u>

	2024	2023
	£	£
Key management personnel remuneration	<u>263,322</u>	<u>255,326</u>

10. Net income for the year**This is stated after charging:**

	2024	2023
	£	£
Auditor's remuneration:		
Audit fees	6,115	5,678
Audit fee for prior year underprovision	-	1,042

CEIS AYRSHIRE**NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024****11. Tangible Fixed Assets**

	Computer Equipment £	Total £
Cost or valuation		
At 1 April 2023 and 31 March 2024	<u>12,258</u>	<u>12,258</u>
Depreciation		
At 1 April 2023 and 31 March 2024	<u>12,258</u>	<u>12,258</u>
Net book value		
At 1 April 2023 and 31 March 2024	<u><u>-</u></u>	<u><u>-</u></u>

12. Debtors

	2024 £	2023 £
Trade debtors	25,675	89,529
Accrued Income	104,126	60,573
Other Debtors	<u>1,607</u>	<u>-</u>
	<u><u>131,408</u></u>	<u><u>150,102</u></u>

13. Creditors: amounts falling due within one year

	2024 £	2023 £
Trade creditors	27,170	10,505
Amounts owed to related undertakings	13,163	62,790
Taxation and social security	14,514	18,313
Other creditors and accruals	16,850	19,929
Deferred income (Note 14)	<u>-</u>	<u>48,353</u>
	<u><u>71,697</u></u>	<u><u>159,890</u></u>

14. Deferred income

	2024 £	2023 £
Balance as at 1 April 2023	48,353	58,589
Recognised in year	(48,353)	(58,589)
Amount deferred in year	<u>-</u>	<u>48,353</u>
Balance as at 31 March 2024	<u><u>-</u></u>	<u><u>48,353</u></u>

Deferred income relates to funding received in advance.

CEIS AYRSHIRE

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024

15. Analysis of charitable funds

Analysis of Fund movements to March 2024	Restated Balance b/fwd £	Income £	Expenditure £	Transfers £	Fund c/fwd £
Unrestricted funds					
General funds	445,823	337,107	316,437	(28,495)	437,998
Total unrestricted funds	445,823	337,107	316,437	(28,495)	437,998
Restricted funds					
NAC	-	908,203	907,016	-	1,187
SDS	14,846	5,511	9,023	-	11,334
ITA	2,503	50,373	81,371	28,495	-
ECA Pipeline	30,496	64,471	51,733	-	43,234
Total restricted funds	47,845	1,028,558	1,049,143	28,495	55,755
TOTAL FUNDS	493,668	1,365,665	1,365,580	-	493,753

Analysis of Fund movements to March 2023	Balance b/fwd £	Income £	Expenditure £	Transfers £	Restated Fund c/fwd £
Unrestricted funds					
General funds	389,978	106,346	50,501	-	445,823
Total unrestricted funds	389,978	106,346	50,501	-	445,823
Restricted funds					
NAC	333	835,034	835,367	-	-
SDS	25,548	26,610	37,312	-	14,846
ITA	-	112,686	110,183	-	2,503
SCF	3,828	-	3,828	-	-
Business Services (Kickstart)	17,886	252,194	270,080	-	-
North Carrick	-	59,731	59,731	-	-
ECA Pipeline	-	217,225	186,729	-	30,496
Total restricted funds	47,595	1,503,480	1,503,230	-	47,845
TOTAL FUNDS	437,573	1,609,826	1,553,731	-	493,668

- a) The unrestricted funds are available to be spent for any of the purposes of the charitable company.

CEIS AYRSHIRE

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024

15. Analysis of charitable funds (continued)

b) Restricted funds comprise:

NAC – This is a contract with North Ayrshire Council. CEIS Ayrshire was the preferred supplier for two contracts - Case Management and Job Brokerage.

Skills Development Scotland (SDS) – This contract looks to support unemployed clients at Stage 2, 3 & 4 of the strategic skill pipeline with certified training, work experience and employment.

ILA/ITA – This is a service which provides short training courses to clients eligible for funding through SDS Individual Learning/Training Accounts funding. This is paid directly from Scottish Government.

EAC Pipeline – This is an engagement and barrier removal service for those further away from the labour market, with training included. This service links into the rest of the East Ayrshire Council Pipeline contracts.

SCF – Income from Supporting Communities Fund was received for the provision of MIFI and tablets to help clients access the internet for training and job searching.

Business Services (Kickstart) – Funding received to help create jobs for young people at risk of long-term unemployment.

North Carrick – Funding received for a range of research and development activities for investment ready projects.

Transfers – To account for project overspend.

CEIS AYRSHIRE**NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024****16. Net assets over funds**

Net Assets to March 2024	Unrestricted Funds £	Restricted Funds £	Total 2024 £
Debtors	131,408	-	131,408
Bank & Cash	378,287	55,755	434,042
Creditors	(71,697)	-	(71,697)
	<u>437,998</u>	<u>55,755</u>	<u>493,753</u>
Net Assets to March 2023	Restated Unrestricted Funds £	Restated Restricted Funds £	Total 2023 £
Debtors	150,102	-	150,102
Bank & Cash	455,611	47,845	503,456
Creditors	(159,890)	-	(159,890)
	<u>445,823</u>	<u>47,845</u>	<u>493,668</u>

17. Reconciliation of net income/(expenditure) to net cash flow from operating activities

	2024 £	2023 £
Net income for the year (as per the Statement of Financial Activities)	85	56,095
Adjustments for:		
Decrease in debtors	18,694	11,653
(Decrease)/Increase in creditors	(88,193)	30,501
Net cash (used in)/provided by operating activities	<u>(69,414)</u>	<u>98,249</u>

18. Analysis of cash and cash equivalents

	2024 £	2023 £
Cash in hand	434,042	503,456
Total cash and cash equivalents	<u>434,042</u>	<u>503,456</u>

CEIS AYRSHIRE**NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024****19. Operating lease commitments**

At the year end date, the charity had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows;

	2024	2023
	£	£
Under 1 year	672	684
Between 2 and 5 years	2,520	-
	<u>3,192</u>	<u>684</u>

20. Controlling Party

CEIS Ayrshire are a limited company and are controlled by the parent company CEIS Limited.

21. Prior Year Adjustment

During the year it became apparent that restricted expenditure had previously been incorrectly classified as unrestricted. Accordingly, restricted and unrestricted funds brought forward at 1 April 2023 have been reclassified and expenditure in the year to 31 March 2024 have been reclassified. There is no overall impact on the previously reported net surplus.

	2023
	£
Unrestricted Funds brought forward as previously reported	431,861
Unrestricted Funds reclassified as restricted	13,962
Unrestricted funds brought forward as restated	445,823

	2023
	£
Unrestricted Surplus as previously reported	41,883
Expenditure reclassified as restricted	13,962
Unrestricted surplus as restated	55,845

	2023
	£
Restricted Surplus as previously reported	14,212
Expenditure reclassified as restricted	(13,962)
Restricted surplus as restated	250

CEIS AYRSHIRE

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024

21. Prior Year Adjustment (continued)

	2023
	£
Restricted funds forward as previously reported	61,807
Restricted Fund reclassified as restricted	(13,962)
Restricted Funds brought forward as restated	47,845