



BRIGHTER THINKING FOR NOT-FOR-PROFIT

Menzies is a top 20 firm of accountants, finance and business advisors. We operate out of a network of offices across Surrey, Hampshire and London, providing our clients with easy access and local knowledge. Many of our clients are expanding overseas and benefit from the outward perspective we can provide via our active membership of HLB International.

Our key strength is focus. We focus on our clients – understanding your business via our in-depth sector expertise, which enables us to provide you with insights that add real value.

Our Relationship Partners focus on getting to know you. We use a consultancy-led approach and a variety of diagnostic tools we've developed to challenge your objectives and guide your business growth.

Clients also benefit from our diversity, we offer the full range of services you'd expect from your accountants, plus some you might not – like strategic consultancy, outsourced HR and FD support and business valuations.

And it's not just about your business. Our subsidiary company, Menzies Wealth Management, provides independent financial advice to both private and corporate clients, to reduce your tax exposure and meet your financial goals.

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BRIGHTER THINKING

FUNDING, REPUTATION & OPERATIONAL EFFICIENCIES

The not-for-profit sector faces many challenges. The financial climate is an on-going concern, as income from local and national government continues to decline. Yet the provision of services by the sector continues to grow, partly due to demand, and partly due to government policy. The success of not-for-profit organisations ultimately relies on their reputation and good governance, but transparency and effective regulation of the sector all have a role to play.

KEY CHALLENGES FOR THE NOT-FOR-PROFIT SECTOR

FUNDING

Austerity continues apace within public sector budgets, whether at local or national level. The not-for-profit sector has to develop new, innovative ways to raise funds. Although income grew by £4.6bn in 2015, this was all due to voluntary donations and trading activities. We advise on funding issues, interpreting Charity Commission guidance, opportunities for diversifying sources of income, setting up trading subsidiaries, investing charitable funds, control of expenditure and the use of charity reserves.

STRATEGIC REVIEW

With the increased pressure on funding, it is essential that charities are clear on their strategic objectives. The Charity Commission continues to focus on public benefit, and charities must be clear in their objectives and provide clear demonstrable and objective outcomes to all their stakeholders.

We independently review how well an organisation is performing against its objectives and plans, assisting to verify the content of their Strategic Report. We can also help clients explore mergers with similar organisations, advising on both the strategic and operational issues, including due diligence.

OPERATIONAL EFFICIENCIES

Annual spending by UK charities rose to £66.2 billion in 2015 and, with the pressure on income; charities must demonstrate value-for-money with a real grasp of the "Three Es": economy, effectiveness and efficiency. Increasingly, investment in technology is required to introduce efficiencies and enhance marketing effectiveness, particularly in terms of supplier and donor databases, and the use of technology in the field.

PEOPLE ISSUES

A total of nearly one million people work in the UK charity sector, a small increase on previous years. Retaining good quality staff has long been a key concern for many organisations but is now supplemented by a worrying skills gap in entrepreneurial/commercial flair and strategic planning among personnel.

Trustees and managers have extra obligations placed on them by the legislative and regulatory regime imposed by the Charity Commission. We advise and also help to train new trustees, help on employment issues, including those affecting volunteers and executives, and can assist with pension auto enrolment.

RISK & REPUTATION

There have been a number of high profile charities in the spotlight for financial mismanagement (at worst) or ineptitude (at best). Charities operate under increasingly stringent financial and trading regulations and any breach can have a long-term damaging effect on public reputation. Regulation and legislation play their part in providing comfort and we can assist by giving assurance to boards of trustees that these are complied with, as well as identifying activities where there is risk to any stakeholder.

“Menzies provides us with a highly professional and responsive service, with good team continuity. We have benefited greatly from their depth of knowledge and practical approach to problem-solving.”

ROGER WILD, DIRECTOR OF FINANCE
SURREY WILDLIFE TRUST

HELPING YOU MEET YOUR CHALLENGES

The not-for-profit sector encompasses a wide range of entities carrying out diverse activities. Our not-for-profit sector experts understand the issues facing both trustees and executive management, supporting them with a range of services.

KEY CHALLENGES

BUSINESS PLANNING

INCREASED COMPETITION

CUSTOMER EXPECTATIONS

TECHNOLOGY INVESTMENT

STAFF RESOURCES

NATIONAL MINIMUM WAGE

OPERATIONAL EFFICIENCY

FIXED COSTS

FUNDING FOR GROWTH

FINANCIAL STABILITY

TAX LIABILITIES

RISK MANAGEMENT

OUR SERVICES

STRATEGIC PARTNERSHIPS | BUSINESS STRATEGY
INTERNATIONAL TRADING

STRATEGIC PARTNERSHIPS | R&D TAX INCENTIVES

TRUSTEE ROLE & RESPONSIBILITIES
OUTSOURCING | HR SOLUTIONS

OUTSOURCING | AUDIT & ASSURANCE | COMPANY SECRETARIAL
ACCOUNTING STANDARDS & SORP | SOCIAL REPORTING

SUPPLY CHAIN MANAGEMENT

CORPORATE FINANCE | RAISING FINANCE | BUSINESS VALUATIONS
MERGERS & TAKEOVERS

BUSINESS TURNAROUND | FRAUD & FORENSIC

TAX ADVICE | TAX-EFFICIENT TRADING | GIFT AID DONATION RELIEF
VAT PARTIAL EXEMPTION ADVISORY | WEALTH MANAGEMENT

CORPORATE GOVERNANCE | REGULATION/LEGISLATION TRAINING
RISK ASSESSMENTS | STEWARDSHIP OF ASSETS
CHARITY COMMISSION GUIDANCE & COMPLIANCE