CHARITY COMMISSION
FOR ENGLAND AND WALES

Trustees' Annual Report for the period

From 1 January 2025 to 31 December 2025

Charity name: HearSay Charitable Trust

Charity registration number: 1200556

Objectives and Activities

	SORP reference	
Summary of the purposes of the charity as set out in its governing document	Para 1.17	(a) To provide professional counselling services for families, children and individuals affected by a range of impairing conditions such as psychological, mental health, behavioural or emotional problems, and/or physical, sensory or other disabilities as well as those affected by the health or disabilities of others, in Maidstone and the surrounding areas; (b) To provide such counselling particularly for those unable to afford private counselling or whose needs cannot be met by other agencies in a timely manner; (c) To further the training of counsellors and others who assist in helping persons with or affected by mental, physical, sensory or other disabilities; (d) To promote research into the challenges facing individuals with or affected by disabilities; **(e)** To collaborate with other organisations working in complementary or similar fields in the provision of professional counselling services for individuals with or affected by disabilities.
Summary of the main activities in relation to those purposes for the public benefit, in particular, the activities, projects or services identified in the accounts.	Para 1.17 and 1.19	Subsidised one-to-one, family and couple counselling, in particular for those with a range of impairing conditions as set out in HearSay's objectives. Ssupport groups, facilitated by a counsellor, for parents of children with a range of behavioural and emotional difficulties, mainly school-based but also working with another charity locally that supports young carers.
Statement confirming whether the trustees have	Para 1.18	The Trustees are all fully aware of the Charity Commission guidance on public

had regard to the guidance issued by the Charity Commission on public benefit		benefit.

Additional information (optional)
You may choose to include further statements where relevant about:

	SORP reference	
Policy on grant making	Para 1.38	**Not applicable**
Policy on social investment including program related investment	Para 1.38	**Not applicable**
Contribution made by volunteers	Para 1.38	HearSay Charitable Trust relies heavily on volunteers. Both the Treasurer and the Clerk to the Trustees are volunteers.
Other		

Achievements and Performance

	SORP reference	
Summary of the main achievements of the charity, identifying the difference the charity's work has made to the circumstances of its beneficiaries and any wider benefits to society as a whole.	Para 1.20	The Trust's individual and family counselling sessions have continued to generate positive evaluations, demonstrating considerable benefit gained from the counselling provided to clients. Of considerable value, particularly to children, is equine therapy provided by a local specialist in this field. The school-based parent support groups also continue to be well received, with a meeting of local Family Liaison Officers generating further interest in this specialist work by the Trust. Parents are able to discuss concerns within the group and learn from each other as well as from the facilitating counsellor. The schools also benefit, for example from improved relationships with the parents and less disruptive behaviour from pupils.

Additional information (optional)
You may choose to include further statements where relevant about:

Achievements against objectives set	Para 1.41	HearSay Charitable Trust set the following objectives in its Business Plan covering the period 2022 to 2025: • To increase the number of clients by 10% and increase the number of counselling hours in the first year of the plan. • To support families and carers of students in four schools in the local area. • To improve the organisation of the Trust, and thereby the impacts of the Trust's work, by recruiting an administrator and additional volunteers.. • To put in place relevant policies and procedures to improve efficiency in the Trust's operations, and review them regularly, while ensuring the impacts are measured through client recommendations and evaluations. • To further improve the financial position of the Trust by increasing income through fund-raising from a range of sources by increasing visibility; applying for funding from local, regional and national organisations; developing a strong donor base of both individual and corporate donors; and undertaking a range of fundraising events, including street collections. By the end of 2025, the Trust had further increased the number of clients and counselling hours. The grant from the Colyer Fergusson Charitable Trust obtained in late 2023 continued to facilitate the delivery of parent support groups to additional schools, work which has continued into 2025. A new part-time administrator was contracted to provide support for the Trust in September 2025. Further applications were made to grant making bodies in late 2025.Clients for counselling paying the ordinary subsidised rate has continued to increase the Trust's income to some degree. HearSay once again had a stall at a local Summer Festival which not only raised money but also facilitated considerable publicity.

Performance of fundraising activities against objectives set	Para 1.41	As indicated above, HearSay has continued to use the grant obtained from the Colyer Fergusson Charitable Trust to support the running of further parent support groups. The grant, together with funds raised through the local Summer Festival, and increased income from counselling has ensured that the Trust is able to cover all its costs.
Investment performance against objectives	Para 1.41	Not applicable
Other		

Financial Review

Review of the charity's financial position at the end of the period	Para 1.21	The Charity's annual accounts have been produced in accordance with FRS102 as were the previous years. Therefore, no adjusting entries were required for the comparative year. Our main sources of income were Counselling Fees £20k in 2025 [£16k in 2024]. There was no material income from donations and legacies. The two major sources of expenditure were Counsellors' Fees £23k in 2025 [£17k in 2024]. Rentals remained at £3k in 2025 [£3k in 2024].
Statement explaining the policy for holding reserves stating why they are held	Para 1.22	The trust's policy is to hold reserves equivalent to 6 months' shortfall between incoming and outgoing resources. As at 31st December 2025, the trust had £14,452 retained accumulated earnings, which was two times more than the earmarked reserves. The trustees believe that this is in an acceptable range, but will continue to monitor the position.
Amount of reserves held	Para 1.22	Earmarked at £6,500
Reasons for holding reserves	Para 1.22	It is estimated that without receiving any grants, the Charity will needs £4,000 to top up receipts from counselling to cover running expenses such as rentals, insurance, training etc. Holding a six month buffer supports the going concern principle, whereby guarantees are assured that the trust can run for at least 12 months beyond December 2026.
Details of fund materially in deficit	Para 1.24	Not applicable
Explanation of any uncertainties about the charity continuing as a going concern	Para 1.23	There are no known or anticipated events (or non events) that threaten the going concern of HearSay Charitable Trust as at the end of 2025. There are enough funds to support the charity for the next 12 months, even in the absence of material donations.

Additional information (optional)
You may choose to include further statements where relevant about:

The charity's principal sources of funds (including any fundraising)	Para 1.47	The principal sources of funding are client contributions towards counselling fees, grants from grant-making organisations and an annual fete.

		No grant funding was obtained in 2025 although applications have been submitted with the aim of obtaining further external funding in 2026
Investment policy and objectives including any social investment policy adopted	Para 1.46	Not applicable
A description of the principal risks facing the charity	Para 1.46	None envisaged
Other		The Charitable Trust is expected to continue operating successfully for the foreseeable future (at least next 12 months), without seeking loan facilities or drastically cutting operations due to financial distress

Structure, Governance and Management

Description of charity's trusts:		
Type of governing document (trust deed, royal charter)	Para 1.25	CIO constitution
How is the charity constituted? (e.g unincorporated association, CIO)	Para 1.25	CIO
Trustee selection methods including details of any constitutional provisions e.g. election to post or name of any person or body entitled to appoint one or more trustees	Para 1.25	By recommendation of current trustees

Additional information (optional)
You may choose to include further statements where relevant about:

Policies and procedures adopted for the induction and training of trustees	Para 1.51	All Trustees are advised to read the guidance on the role of Trustees provided by the Charity Commission, and all have done so. In addition, Trustees are provided with copies of all relevant Trust policies and procedures. They are also involved in the development of any new policies and procedures and take part in the regular review of all existing policies.
The charity's organisational structure and any wider network with which the charity works	Para 1.51	The Charity has a Board of Trustees and a Treasurer and Clerk to the Trustees who report to the Board and support HearSay's work. The Chair of Trustees belongs to an informal group of chairs of local counselling charities in Kent where knowledge and experience of a range of issues are discussed at quarterly meetings.
Relationship with any related parties	Para 1.51	Not applicable
Other		

Reference and Administrative details

Charity name	HearSay Charitable Trust
Other name the charity uses	HearSay Trust

Registered charity number	1200556
Charity's principal address	39-48 Marsham Street Maidstone, Kent, ME14 1HH UK

Names of the charity trustees who manage the charity

	Trustee name	Office (if any)	Dates acted if not for whole year	Name of person (or body) entitled to appoint trustee (if any)
1	Professor Martin Knapp CBE	Chair of Trustees		
2	Dr Nellie Adjaye MBE	Trustee		
3	Mrs Ann Freeman	Trustee		
4	Mr John Taylor	Trustee		
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Corporate trustees – names of the directors at the date the report was approved

Director name		
Not applicable		

Name of trustees holding title to property belonging to the charity

Trustee name	Dates acted if not for whole year	
Not applicable		

Funds held as custodian trustees on behalf of others

Description of the assets held in this capacity	Not applicable
Name and objects of the charity on whose behalf the assets are held and how this falls within the custodian charity's objects	Not applicable
Details of arrangements for safe custody and segregation of such assets from the charity's own assets	Not applicable

Additional information (optional)

Names and addresses of advisers (Optional information)

Type of adviser	Name	Address

Name of chief executive or names of senior staff members (Optional information)

Exemptions from disclosure

Reason for non-disclosure of key personnel details

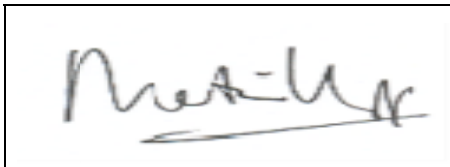
None

Other optional information

Declarations

The trustees declare that they have approved the trustees' report above.

Signedon behalf of the charity's trustees

Signature(s)		
Full name(s)	Martin Richard John Knapp	
Position (eg Secretary, Chair, etc)	Chair of Trustees	
Date	31st August 2026	

HearSay Charitable Trust

Charity No (if any) 1200556

Statement of Receipts and Payments for the year ended 31st December 2025
Period 01 jan 2025 - 31 DEC 2025

Section A **Statement of financial activities**

Recommended categories by activity	Guidance Notes	Unrestricted funds	Restricted income funds	Endowment funds	Total funds	Prior year funds
		£ F01	£ F02	£ F03	£ F04	£ F05
Incoming resources (Notes 1 - 5)						
Voluntary income, donations & legacies	S01		0	0	0	0
Activities for generating income	S02	0	0	0	0	499
Investments	S03	145	0	0	145	189
Incoming resources, charitable activities	S04	19,668	0		19,668	16,464
Other incoming resources	S05		0	0	0	0
Total incoming resources	**S06**	**19,813**	**0**	**0**	**19,813**	**17,152**
Resources expended (Notes 7 - 11)						
Costs of generating voluntary income	S07	0	0	0	0	0
Fundraising, tranding costs	S08	0	0	0	0	0
Investment management costs	S09	0	0	0	0	0
Charitable expenditure	S10	27,626	0	0	27,626	21,135
Governance costs	S11	0	0	0	0	0
Total resources expended	**S12**	**27,626**	**0**	**0**	**27,626**	**21,135**
Net income/(expenditure) before investment	S13	(7,813)	0	0	(7,813)	(3,983)
Net gains/(losses) on investments	S14	0	0	0	0	0
Net income/(expenditure)	**S15**	**(7,813)**	**0**	**0**	**(7,813)**	**(3,983)**
Extraordinary items	S16	0	0	0	0	0
Transfers between funds	S17	0	0	0	0	0
Other recognised gains/(losses):						
Gains and losses on revaluation of fixed assets	S18	0	0	0	0	0
Other gains/(losses)	S19	0	0	0	0	0
Net movement in funds	**S20**	**(7,813)**	**0**	**0**	**(7,813)**	**(3,983)**
Reconciliation of funds:						
Total funds brought forward	S21	22,265	0	0	22,265	26,248
Total funds carried forward	**S22**	**14,452**	**0**	**0**	**14,452**	**22,265**

HearSay Charitable Trust **Charity No (if any)** **1200556**

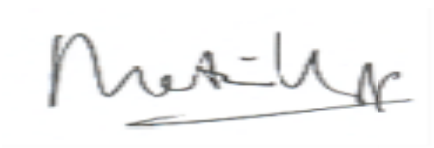
Balance Sheet as at 31st December 2025

Section B **Balance Sheet**

	Guidance Notes	Unrestricted funds £ F01	Restricted income funds £ F02	Endowment funds £ F03	Total this year £ F04	Total last year £ F05
Fixed Assets	B01	0	0	0	0	0
Intangible assets	B02	0	0	0	0	0
Tangible assets	B03	0	0	0	0	0
Investments	B04	0	0	0	0	0
Total fixed assets	**B05**	**0**	**0**	**0**	**0**	**0**
Current assets						
Stocks	B06	0	0	0	0	0
Debtors	B07	0	0	0	0	0
Investments	B08	0	0	0	0	0
Cash at bank and in hand	B09	14,452	0	0	14,452	22,266
Total current assets	**B10**	**14,452**	**0**	**0**	**14,452**	**22,266**
Creditors: amounts falling due within 1 year	B11	0	0	0	0	0
Net current assets/(liabilities)	B12	14,452	0	0	14,452	22,266
Total assets less current liabilities	**B13**	**14,452**	**0**	**0**	**14,452**	**22,266**
Creditors: amounts falling due after 1 year	B14	0	0	0	0	0
Provisions for liabilities	B15	0	0	0	0	0
Total net assets or liabilities	**B16**	**14,452**	**0**	**0**	**14,452**	**22,266**
Funds of the Charity						
Endowment funds	B17	0	0	0	0	0
Restricted income funds	B18	0	0		0	0
Unrestricted funds	B19	14,452	0	0	14,452	22,266
Revaluation reserve	B20				0	
Total funds	**B21**	**14,452**	**0**	**0**	**14,452**	**22,266**

Signed by one or two trustees on behalf of all the trustees

Signature	Name	Date
	Martin Knapp	



Notes to the accounts – for the year ended 31st December 2025

1. Basis of accounting

These accounts have been prepared on Accrual Basis in accordance with Statement of Recommended Practice (the Charities SORP 2005) under the

Financial Reporting Standards 103 applicable in the United Kingdom and Republic of Ireland.

2. **Nature and purpose of funds**
   All the funds reported are unrestricted; they have been used at the discretion of the trustees in furtherance of the objectives of the Charity. A single unrestricted fund is maintained for the day to day running via a current account at Natwest.

3. **Related party transactions**
   None identified

4. **Income**
   The main income stream comes from counselling fees. These are staked ranging from £40(parents and child)per session to £15 (single subsidised) per session.

Incoming resources

	Guidance Notes	Unrestricted funds	Restricted income funds	Endowment funds	Total funds	Prior year funds
		£	£	£	£	£
		F01	F02	F03	F04	F05
Incoming resources (Notes 1 - 5)						
Counselling Fees		19,668	0	0	**19,668**	16,064
Gadern Party takings		0			**0**	499
Grants, KCC Snodland CE		0			**0**	400
Interest		145			**145**	189
Total incoming resources	**S06**	**19,813**	**0**	**0**	**19,813**	**17,152**

5. **Cost of charitable activities**
   Counsellors' fees are a combination of the counsellor's time plus the subsidy top up from the trust to cater for customers who may not afford the full charge and therefore miss out on a valuable service for those who fall out of the general NHS service.

Outgoings resources

	Guidance Notes	Unrestricted funds £ F01	Restricted income funds £ F02	Endowment funds £ F03	Total funds £ F04	Prior year funds £ F05
Resources expended (Notes 7 - 11)						
Counsellors' Fees		23,750	0	0	**23,750**	17,275
Premises & facilities costs		3,106	0	0	**3,106**	3,014
Garden Party, Other Admin		0	0	0	**0**	0
Insurance, Safeguarding, DBS		770	0	0	**770**	846
Governance costs		0	0	0	**0**	0
Total resources expended	**S12**	**27,626**	**0**	**0**	**27,626**	**21,135**