



ANNUAL REPORT 2011-12



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OVERVIEW

Positive Money was founded in May 2010 and launched publicly in early September 2010. We work to raise awareness of the connections between our current monetary and banking system and some of the biggest social, economic and environmental challenges that we face today. In particular we focus on the role of banks in creating the nation's money supply through the accounting process they use when they make loans – an aspect of banking that is poorly understood. Our work over the last year has been predominantly focussed on raising awareness and helping people to understand this issue, and raising questions about the need to fundamentally reform our banking system.

This annual report covers our second full year of activity, from June 2011 to May 2012.



EDUCATING THE PUBLIC

A major focus of our work involves improving public understanding of our current monetary system and the need for fundamental reform. We do this work through our website, online videos and events.

SPEAKING ENGAGEMENTS

We were invited to speak at a wide range of events around the UK (and once in Chicago). Ben Dyson spoke at:

- The Institute of Social Banking Summer School in Canterbury
- A Long Finance Event, on the panel with Professor Charles Goodhart, at Bank of America Merrill Lynch
- The Islamic Finance Council's training seminar for Islamic Finance scholars
- The American Monetary Institute's annual conference in Chicago
- The James Gibb Stuart Trust's annual conference near Birmingham
- Tent City University at the Occupy camp at St Paul's
- A fringe meeting at the Unison annual conference in Manchester
- Ashridge Business School (Lecture for MBA students)
- Upsalla University, Sweden (by Skype & video)
- Bristol University (attended by around 60 people), and Bristol Redland Quakers (attended by around 100)
- The Islamic Finance Council's Ethical Finance Roundtable in Edinburgh
- TEDx Brum (Birmingham)
- Newcastle University International Development Conference
- Friends of the Earth's Just Banking conference in Edinburgh
- At Positive Money meetups in London, Bradford, Glasgow, Edinburgh and Portsmouth

Ben Dyson also spoke at events in the Westminster Parliament and the Welsh Assembly, detailed later in this report.

In addition, Andrew Jackson attended a number of relevant events to network, meet economists and campaigners working in relevant fields and ensure that discussions around banking include some awareness of the issues of money creation and money supply.

WEBSITE & YOUTUBE

Our website is our primary channel to educate the public and raise awareness of these issues. It allows us to reach many more people than would be possible by doing events alone. Ben Dyson has a professional background in online marketing and website design, and Mira Tekelova has taken extensive training in the area of social media.

Our website contains around 80 pages of content, and over 380 blog posts and articles. Partly because of this wealth of information, we have had to put more attention recently into making the website easier to navigate, and this project is still ongoing.

Total number of unique visitors between June 2011 and May 2012 stood at 137,500, up 200% on the previous year¹. Many of these visitors to the website made a total of 110,800 return visits, again, up by more than 200% on the previous year. In total there were around 492,000 page views in total across the year.

This was a year when we really started to make use of Facebook, thanks to efforts by Mira Tekelova, who joined us in May 2011 and became a full-time member of staff in September. As a result Facebook brought an additional 25,000 visits to the website, and was responsible for approximately 1,000 new supporters registering to receive newsletter updates on the Positive Money website. Our Facebook community also grew from just under 1,500 to more than 5,000.

Our Twitter followers also grew from a few hundred to over 2,000.

YouTube was a useful source of traffic and exposure for us. Our videos on YouTube have now been watched a total of 230,000 times, with 897 subscribers. With shorter, punchier videos, we will be able to improve this significantly over the next year. We used YouTube to release all the videos from our Annual Conference (see below) ensuring that the talks were watched by thousands more, in addition to the 200 that attended the conference.

Over the course of the year, the number of people who signed up to receive regular (fortnightly) email updates from Positive Money grew from 4,900 to 8,253. We believe this supporter base will grow much more quickly over the next year as we focus more time and energy on the website and online video.

¹ As Positive Money only launched its website in September 2010, we have annualized the average figures from our first year (May 2010-May 2011) in order to get a fair comparison.



MEETUPS

In June 2011, we held our first ‘Meetup’ in London. We simply invited our supporters to join us in a pub near Angel, and were joined by nearly 60 supporters and interested people who wanted to learn more and discuss the issues. On the same evening, supporters held a meetup in Glasgow with almost 30 in attendance. Other supporters then started to initiate meetups around the country, often beginning with a talk or video screening, followed by a social in a nearby pub.

A total of 59 meetups have been held over the last 12 months, including 7 in Sheffield, 6 in Belfast, 5 in Canterbury, London, Newcastle and Cardiff, and other events held in Ayr, Bath, Birmingham, Bradford, Brighton, Bristol, Carmarthen, Callington, Coventry, Kendal, Derry, Christchurch, Edinburgh, Glasgow, Llanidloes, New Forest, Nottingham, Plymouth, Powys, Richmond and Swansea.

SPEAKERS' TRAINING

Recognizing that we needed a network of speakers around the country who could host events and represent us at conferences, we issued a call for any supporters who would be interested in training up as a 'Positive Money Speaker'. After whittling down 140 initial interests, we will have provided a full-days training to over 60 speakers by June 2012 in London (twice), Leeds and Edinburgh. These speakers are also expected to have completed a reading/watching list that involves at least 40 hours of reading material to ensure that they have the technical knowledge about the current monetary system and Positive Money's proposals. We expect around 35% of those who attend the training to go on to become regular speakers, who will represent Positive Money around the country and allow us to reach far more people.

ANNUAL CONFERENCE

In October 2011 we held our one-day annual conference in central London. The event was attended by just under 200 people, with the speakers list including:

- Steve Baker MP (Conservative, Wycombe)
- Michael Meacher MP (Labour, Oldham West)
- Josh Ryan-Collins (New Economics Foundation, author of *Where Does Money Come From?*)
- Ben Dyson, Positive Money
- Paul Moore, former Head of Group Regulatory Risk at HBOS (known as the "HBOS Whistleblower")
- Beth Stratford, Friends of the Earth Scotland
- Toby Lloyd, Head of Policy at Shelter
- Bruce Davis, a founder of peer-to-peer lender Zopa and renewable energy investment scheme Abundance Generation
- Simon Dixon, founder of Bank to the Future

Feedback on the conference was extremely positive, with one attendee saying it was "the most inspiring conference I've ever been to".





DOCUMENTARY: 97% OWNED

May 1st 2012 saw the release of a new documentary, "97% Owned", produced by independent film makers Queue Politely. The full documentary is a 2 hour 10 minute analysis of the monetary system, international finance, debt, banking and the potential for reform, and features Ben Dyson of Positive Money, Josh Ryan-Collins of the New Economics Foundation (and the author of *Where Does Money Come From?*), Ann Pettifor and Nick Dearden of the Jubilee Debt Campaign, amongst others.

The directors agreed to produce a shorter 60 minute edit for Positive Money, which focuses only on the UK aspect of the monetary system and is short enough to be accessible to a wider audience. At the time of writing, the documentary has been viewed on YouTube over 80,000 times in just 21 days. Feedback on the documentary has been very positive and we have already received a number of speaking or writing invitations as a result.

MEDIA

Whilst getting attention in the media has not been a major focus of the previous year's work, we have had some key publicity. In November 2012 we were invited to write a piece for the Guardian's Comment is Free section. This article caused some controversy (as is common when we explain how the banking system actually operates) and engagement, receiving 511 comments, 2279 shares on Facebook, and 156 Tweets, making it the second-most talked-about article on Comment is Free on that day. There is the potential to do further articles for the Guardian.

We have also written a regular column in the quarterly newspaper Positive News, and featured on the front page in the December issue. This has generated a number of enquiries and connections from people who have seen us in the paper.

We are also regularly invited to contribute to other publications, reports and blogs. In addition, independent journalists have written about us in papers such as the Ecologist.
www.positivemoney.org.uk

Occupy Cif

Money has been privatised by stealth

The greatest privatisation in history has gone unnoticed. It's time to take from the banks the power to produce money



Ben Dyson
guardian.co.uk, Tuesday 15 November 2011 10.47 GMT

Comments (511)

Share 2279

Tweet 156

Link 7

Email

Article history



Rich pickings: but only a fraction of the world's money is physical. Photograph: Paul Rapson/Alamy

It's common knowledge that printing your own £10 notes at home is frowned upon by Her Majesty's police. Yet there's a small collection of companies that are authorised to create – and spend – more new money than the counterfeitors have ever been able to print. In industry jargon, these companies are called "monetary and financial institutions", but you probably know them by their street name: "banks".

The money that they create, effectively out of nothing, isn't the paper money that bears the logo of the government-owned Bank of England. It's the electronic money that flashes up on the screen when you check your balance at an ATM. Right now, this electronic money makes up over 97% of all the money in the economy. Only 3% of money is still in that old-fashioned form of real cash that can be touched.

Hard to believe, isn't it? Martin Wolf, one of the experts who sat on the independent commission on banking, put it bluntly, saying in the Financial Times that "the essence of the contemporary monetary system

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6 May 2011

RESEARCH

WHERE DOES MONEY COME FROM? (BOOK)

For the first four months of 2011, Positive Money's researcher Andrew Jackson collaborated with Josh Ryan-Collins and Tony Greenham of the New Economics Foundation, and Professor Richard Werner of the University of Southampton, to produce the book *Where Does Money Come From?* This book was based on primary research from approximately 500 documents and papers from the Bank of England and other banking authorities. With a foreword from Professor Charles Goodhart, the book gives the most accurate and up-to-date exposition of the UK banking system, making up for the standard textbooks that still teach a model of banking that was obsolete by the 1980s.

The book has been an asset to the Positive Money team, ensuring that there is accurate information for campaigners and academics wishing to work further on monetary issues. It has sold approximately 3,000 copies to date and is being used as the primary course text for an undergraduate course in Money and Banking at City University. Professor David Miles, a member of the Bank of England's Monetary Policy Committee, described the book as *"Refreshing and clear. The way monetary economics and banking is taught in many – maybe most – universities is very misleading and this book helps people explain how the mechanics of the system work."*

THE DEMOCRATIC DEFICIT IN BANKING

The Joseph Rowntree Reform Trust (through the JRSST Charitable Trust) supported a piece of research into the shift of power from Parliament to the financial sector. The paper revealed how much of the public perception of banking as the tax-generating 'golden goose' of the economy is mistaken, how politicians are misinformed, and how the banking sector actually has far more 'spending power' to shape the UK economy than the whole machinery of democratic government. The paper will be released at the beginning of 2012.



Activist Profile: DONALD DIETRICH

Donald frequently contacts local media, writes to local newspaper and journalists, smaller political parties etc and even corresponds with the finance minister of Northern Ireland about the problems with our current banking and monetary system, and the potential alternatives.

He started organizing regular meetups in Belfast in August. Group members established cooperation with Occupy Belfast as well and couple of meetups were organized together with Occupy.

He gave a presentation at the Mediation Northern Ireland "Moral Imagination Workshop". The members of Belfast group produced and passed out there laminated booklets of Positive Money's proposals in plain English along with T-shirts with PM's logo and website.

Recently, he gave a presentation on the problems of our current system to the members of Green Party Northern Ireland. They were very interested in the campaign and willing to help spread this information. Thanks to this we may be able to get meetings with other Green Party members across the UK.

THE IMPACT OF THE CURRENT BANKING SYSTEM ON INFLATION AND CREDIT

The James Gibb Stuart Trust funded a six-month research project which would analyse the impact that switching from bank-created, debt-based money to state-issued ‘debt-free’ money would have on the economy. The work addresses the common objections to the proposal, such as that it would be inflationary, or would slash credit to business. In a 30,000 word report Andrew Jackson showed how in reality it is the current banking system that is causing both inflation (concentrated in housing) and which is limiting credit to business. It also proposes ways to ensure that a reformed system would be non-inflationary and would provide adequate credit to productive businesses (and less credit to speculative activities). This report is due to be released in June/July 2012.

A GUIDE TO REFORMING THE BANKING SYSTEM

Our current material explaining our proposed reforms has not been updated to reflect our most recent thinking on how to reform the banking system, so we have now started to update this work to incorporate our latest work and developments and provide more details on the specifics of the reform. We hope to release this updated proposal in mid-2012, and distribute it to the academic and banking reform community with the invitation for them to take it further and do further work on fine-tuning the proposal and assessing its impact on the economy.



Activist Profile: RICHARD SHELLEY

Richard arranged and presented during last year at series of events that helped spread Positive Money message in Newcastle area: a presentation in Newcastle University in October, workshop in November, and a talk at Occupy night. In January he organized and presented at the event “Understanding our money system, it’s implications and how we can improve it” and many more. He arranged Ben Dyson’s talk at the International Development Conference in Newcastle in February. In March the Newcastle group also ran the event “Debt is not a Choice” and had a presence at the May Day event too.



Activist Profile: SUE HOLDEN

Sue has been a dedicated monetary reformer for many years. During the last year she gave several talks in North Yorkshire. She also introduced the issue of money creation and Positive Money ideas to local Quakers and presented at the Quakers Conference.

Later, with support from local Quakers, she organized a Town Meeting in Richmond, to which she gave a layperson’s introduction to Positive Money ideas - “Debt and Positive Money - Three fatal flaws & three simple fixes to a broken financial system.” She has also been building relationships with local Credit Unions and LETS networks.

POLITICS & PARLIAMENT



WESTMINSTER PARLIAMENT

In November we were invited by Steve Baker MP to host and speak at an event at the All Party Parliamentary Group (APPG) on Money, Economics and Banking. The event was chaired by Steve Baker MP, and included presentations by Ben Dyson, Josh Ryan-Collins (New Economics Foundation) and Michael Meacher MP. Also in attendance Mark Garnier MP, a member of the Treasury Select Committee, and a public audience of around 40 people.

THE INDEPENDENT COMMISSION ON BANKING

In November 2010 Positive Money, nef (the new economics foundation), and Professor Richard Werner of the University of Southampton made a joint submission to the Independent Commission on Banking. We met with 3 civil servants working on the Commission in March 2011, and had a three hour discussion with them covering the issues with the creation of money by banks and the advantages of full-reserve banking.

In April 2011 the ICB released their interim report. Worryingly, this included an 8-sentence summary of our proposals, in which the Commission had made no less than 5 factual errors or seriously misleading statements. We are fairly confident that it was this misleading and factually incorrect statement that was passed on to the five Commissioners.

We responded with a second submission to the ICB, in which we clearly explained where the Commission had made mistakes. This did not receive a response from the civil servants running the Commission, and disappointingly, the same civil servants have not addressed or corrected their inaccurate statements.

In the Commission's final 363 page report, there is only one mention – in banking jargon – of the fact that banks can create money, where this process is referred to as 'credit creation' (p166). There is no mention of this fact in the rest of the report, despite the fact that the most significant role of banks in their current form is the creation of money.

A full analysis of the final report is available [here](#)



LOBBYING OUR LEGISLATORS

We have recognised that in order for some political leadership on banking and monetary reform to be possible, we need the public and the 'experts' to be in favour of significant reforms. As a result, whilst we still engage with politicians when invited, we are focusing largely on educating the public and provoking a wider debate about the need for reform of the monetary system. However, we continue to encourage our supporters to lobby their legislators at a variety of levels, and we recognise that a fully funded and directed lobbying programme, including manuals and tools, could be an exciting project to initiate, when we have the capacity.

THE WELSH ASSEMBLY

As a result of efforts by supporters in Wales (see sidebar), we were invited to make a presentation to a small group of Assembly Members at the National Assembly for Wales. Julie Morgan AM (Labour) and Darren Millar AM (Conservative) hosted the cross-party event, which was attended by the staff of a number of Assembly Members. With Ben Dyson, and Josh Ryan-Collins of the New Economics Foundation, we spoke about the flaws in the national currency and the possibility of Wales using a complementary currency to improve the Welsh economy. Darren Millar AM proposed the establishment of an all-party group on money and this work is ongoing.



Activist Profile: HARRY WHITE

Harry is dedicated monetary reformer and was very active during last year. He arranged the first Wales Meetup in Cardiff which also gave rise to local groups in Cardiff, Swansea and subsequently Carmarthen. He found and inspired younger members to coordinate future activities: Justin Lilley and Mabel Bruce - enthusiastic coordinators of the Cardiff and Swansea Groups.

The representatives of the Cardiff and Swansea Positive Money supporters then in January held a meeting with Julia Morgan, Assembly Member, Wales Assembly and inspired her to invite Ben Dyson and Josh Ryan Collins (of New Economics Foundation) to give a joint presentation to Assembly Members or their assistants which took place on March 27th 2012.

Harry also spoke up for Monetary reform at the Cardiff Meeting of the Banking Commission which was chaired by Martin Wolf and formulated a draft Public Petition for Monetary Reform and worked with the Journals Office, Houses of Parliament to ensure that it met Parliamentary rules and used appropriate Parliamentary language.



Activist Profile: JUSTIN LILLEY

Justin is the organizer of Cardiff group supporting Positive Money. Apart from organizing meetups, he organizes workshops, cooperates with other groups interested in social justice and campaigning, attends protests handing out flyers trying to engage with the public, starts up conversations on the streets. He has also elaborated a petition for monetary reform that he uses to engage with people having something tangible in order to get the conversation moving on.

THE ORGANISATION

OUR TEAM

We have a core team of three full-time staff and a number of volunteers who work either in our office or remotely.



Ben Dyson

Ben founded the organisation in 2010, works on the campaign full time and is also one of our four directors.



Andrew Jackson

Andrew joined us as a volunteer in March 2011 to help with the research for the book *Where Does Money Come From?* He became a full time member of staff in June 2012, and heads up our ongoing research and the development of our reform proposals.



Mira Tekelova

Mira started volunteering with us in May 2012 and became a full-time member of staff in September 2012. Mira heads up our social media, supports our local events and supports local campaigners, as well as taking on much of the administrative work.

We also benefit from a number of volunteers:



Graham Hodgson

Graham was involved in the civil service until retiring and spending the last 15 years independently researching the monetary system and potential reforms. He spends two days a week in our office undertaking further research and developing models of the current monetary system and investigating the impact of any potential reforms. He has been a volunteer at Positive Money since May 2011.



Duncan McCann

Duncan comes from a background of working with the European Parliament on issues of environmental waste on behalf of a large technology company. He has been volunteering 2 days per week since last 2011, focusing on the environmental impact of the current monetary system and also taking a lead in coordinating our 2012 conference (to be held in October/November) and supporting our newly-trained speakers (see Speakers Training, p.7).

Other Volunteers

Over the previous year we have also benefitted from seven volunteers who have worked either full-time for a shorter period, or on a regular basis over a number of months.

We would like to thank Mario Visel, Mariia Domina, Marti Csirinyi, John McKenna, Daniyal Labib, Aneel Tahir, Oliver Wasser, Deveka Bhundoo, Sara Bin Mahfooz and Anthony Molloy for their time and energy with the research and education side of our work. Richard Kite has provided expertise and assistance with regards to financial and accounting matters. We have also benefitted hugely from John Lynch's facilitation and advice in making strategic decisions affecting the organisation. Numerous other volunteers work remotely on smaller projects, such as proof-reading documents, writing blog articles, producing suggested publicity ideas, subtitling our videos and translating them into over 15 different languages.

EXPERT ADVISORS



We also benefit from a number of expert advisors who for professional reasons must remain anonymous. These include staff at the Bank of England, and International Monetary Fund (IMF), traders, risk managers and former senior staff at some of the largest UK banks, a fund manager at a major pensions provider, and a former asset manager at one of the largest German banks, amongst others. They have shared knowledge and even provided training of relevant aspects of banking and finance. We also benefit from advice and training from a number of individuals within major television networks.

DIRECTORS

We have four directors, who meet by Skype or in person at least every 3 months. There have been no changes in directors over the previous year.

Ben Dyson (see above) is an executive director, a full-time member of staff, and manages the organisation on a day-to-day basis. There are also 3 non-executive directors:



Dr Robert Welham

Bob has a doctorate in Artificial Intelligence and lectured at the University of Strathclyde in Glasgow, before taking a position as a researcher at Hewlett-Packard Laboratories in Bristol. He has studied the monetary system since 2005, starting with the perplexing question "Who are we all in debt to?".



Robin Brownsell

Robin has 34 years sales and marketing experience that includes working with financial services companies. He was retained as a consultant in 2007 by PayPal (Europe) to help them launch their text to buy solution for the UK market. He now runs Cut Loose Consultants Ltd, a consultancy which advises new entrants to the financial services market. He has an excellent broad knowledge of current developments in finance and regulation.



Jon Long

Jon has enjoyed a highly successful career developing global data warehouse solutions and new business models for some of the world's largest banks NCR, Oracle and EDS. He was also responsible for business process outsourcing deals in excess of £2billion for organisations like the NHS and IBM.



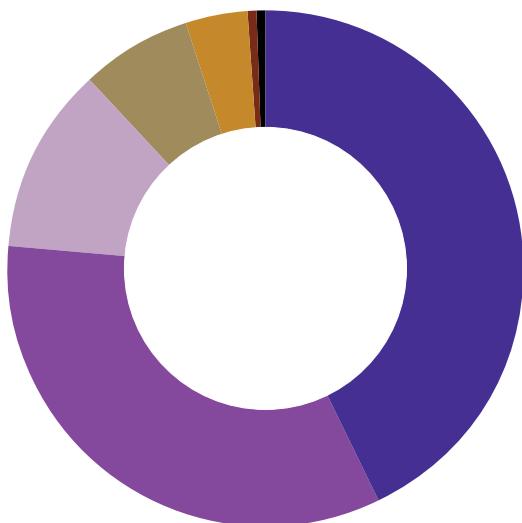
THE OFFICE

We are based in an unserviced 220 square foot office on Goswell Road, near Angel and Barbican in London. With clever use of space the office fits up to 7 people at once and benefits from a separate free-to-use meeting room. The current location is ideal for ease of access to events in the City, and for proximity to other charities and campaigns, which are often based in London's East End.

EQUIPMENT AND FACILITIES

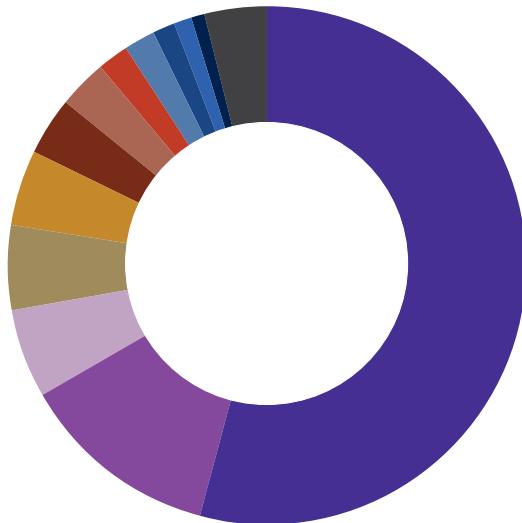
In our first year we invested in a DSLR camera that could film full quality video, and related filming equipment (lights, tripods, microphones). We also purchased a high quality microphone for recording voiceovers for our videos. This year, thanks to a grant from the James Gibb Stuart Trust, we invested in an iMac computer which is equipped for film editing, animation and website design. We were also given a one-year old computer, as a donation in kind. We now have the full set of equipment and software to produce videos, podcasts and animations in-house, which will save a significant amount compared to hiring equipment as and when it is needed.

FUNDING & FINANCIALS



INCOME

Area of Income	Total £	%
Donations	£29,462	43%
Grants	£23,100	34%
Book Sales	£8,107	12%
Events & Conferences	£4,839	7%
Other Product Sales	£2,629	4%
Speaking Fees	£378	1%
Other Income	£262	0%



EXPENSES

Area of Expense	Total £	%
Employees' gross pay	£34,923	57%
Rent, rates and insurance	£7,903	13%
Staff & Volunteer Travel	£3,636	6%
Cost of Product Sales	£3,398	6%
Cost of Conferences & Events	£2,925	5%
Employer's National Insurance	£2,388	4%
Fundraising expenses	£1,890	3%
Office supplies and equipment	£1,302	2%
Books for research, and training	£1,202	2%
Telephone and internet	£908	1%
Freelancers	£700	1%
Internet and Online Services	£601	1%
All Other Expenses	£2,365	4%

OUR FUNDERS

Individual Donors

Over 40% of our funding comes from individuals making monthly donations ranging from £3 to £100 a month, with the average monthly donation being about £8.65. As of May 2012 a total of 261 donors were donating £2267 per month by direct debits. This is up from 110 donors giving a total of £1081 at the end of May 2011.

In addition around 30 individuals donate a further £230 each month by standing order. There are a number of individuals who prefer to give donations on an ad-hoc basis in response to appeals.

R H Southern Trust

The R H Southern Trust funds projects that address society's conflict with nature and the present dysfunctional economy. It also funds technologies that relieve disabilities. It is a family trust and two of the trustees are Quakers. The Trust has long-term involvement with the few projects it chooses and a particular interest in India.

The R H Southern Trust funded Positive Money's establishment costs in 2010, and provided further funding for core costs in late 2011. In addition, through the New Economics Foundation they supported the core research work and publication of *Where Does Money Come From?*, a book that has an incredible asset to Positive Money's work.

James Gibb Stuart Trust

The James Gibb Stuart Trust is a registered charity, based in Glasgow and established in April 2008. Its mission is to advance the education of the public in such economic theory and practice, as shall reduce indebtedness. Its vision is the reduction of overall levels of debt in society, at a personal, national, and international level, to the benefit of all, financially and socially. It drives its mission forward through creating, operating and supporting educational projects which are in accord with its charitable objects.

The James Gibb Stuart Trust has supported Positive Money by funding a 6 month research project to map out the transition between the existing financial system and a reformed monetary system (which is to be released in mid-2012).

Furthermore, the Trust was largely instrumental in coordinating the input which resulted in the publication of the 3rd draft of the Bank of England (Creation of Currency) Bill in May 2011.

The Trust raised funds to allow Positive Money to purchase a computer that would be dedicated to video editing, graphic design and animation. The Trust also facilitated the attendance of three Positive Money staff at the Trust's 2011 Conference in October. It assisted the attendance of Ben Dyson at the American Monetary Institute Conference in Chicago in 2009, 2010 and 2011.

It produced the comprehensive report of Positive Money's 2011 Conference, which was published on our site.

It facilitated, and covered the expenses, of the attendance of Ben Dyson at the Islamic Finance Council's Ethical Finance Roundtable in Edinburgh, and covered all expenses associated with his presence at meetups in Glasgow and Edinburgh during this time. It covered the full costs of our Speaker Training event in Edinburgh at a prestigious venue, in April.

The Trust also provides a helpful financial conduit for those donators who prefer to give, or who will only give, to a registered charity. The Trust ensures all funds it receives which have been pledged to Positive Money will be disbursed to us, in line with its Objects Clause and its legal duty of care.

Network for Social Change

The Network for Social Change is a group of individuals providing anonymous funding for progressive social change, particularly in the areas of justice, peace and the environment. Together the Network gives around £1M per year to a variety of projects and organisations.

In April 2012 the Network for Social Change provided funding equivalent to around three months of Positive Money's core costs.

Joseph Rowntree Reform Trust (via the JRSST Charitable Trust)

The JRSST Charitable Trust has supported a project (to be published in May 2012) that focuses on the democratic deficit in banking. The JRSST Charitable Trust (Charity Registration No. 247498) is endowed by the Joseph Rowntree Reform Trust Limited and only gives grants in areas closely related to the work of the main Trust. The Joseph Rowntree Reform Trust Limited is a non-charitable trust of which all the directors are trustees of The JRSST Charitable Trust.

Profit on Books, DVDs and Events

About 12% of our revenue comes from the profit on sales of *Where Does Money Come From?* The October 2011 conference generated a small profit, and further profits were generated from our sales of the DVD All About the Money (no longer on sale).

KEEPING COSTS LOW

We keep costs as low as possible by taking below-average salaries (no member of staff earns more than £18k), relying on volunteers as much as possible, and minimizing any unnecessary spending. Our events are all run on a cost-covering basis, so that they don't drain campaign finances (and often make a positive contribution). As our primary means of distributing information is via the internet, we rarely spend anything on printing flyers or booklets. We have reviewed the cost of our office in central London and found them to be significantly below-average for the area. We concluded that any savings from moving to a less central location would be minor and would be negated by the expense of the move, the increased staff time spent travelling to meetings and events, and the effect that a less central location might have on our ability to attract volunteers.

ACCOUNTS FOR THE YEAR 1ST JUNE 2011 TO 31ST MAY 2012

PROFIT AND LOSS ACCOUNT (PROVISIONAL)

Incoming resources

	£	Prior Year Funds (see Note)
Grants	23,100.00	17,000
Donations	29,462.04	7,770
Speaking fees	378.99	
Sales - books	8,107.13	
Sales - other inc. DVDs	2,629.65	
Gross Interest on current account	4.31	1
Events	4,839.97	1,430
Sundry income	258.00	0
Total incoming resources	68,780.09	26,201

Resources expended

	£	
Fundraising expenses	1,890.17	778
Book purchases (for resale)	2,427.50	0
Publicity/Promotion	0.00	1,851
Order fulfilment	349.80	0
Employees' gross pay	34,923.80	14,008
Employer's National Insurance	2,388.80	1,106
Freelancers	700.00	0
Website Development	0.00	2,115
Internet and Online Services	601.68	3,675
Books (research) and training	1,202.41	626
Office supplies and equipment	1,302.60	1,078
Rent, rates and insurance	7,903.68	2,044
Telephone and internet	908.47	124
Printing and stationery	127.80	0
Postage and packaging	620.89	0
Travel	3,636.20	1,515
Subsistence	13.66	0
Attendance at events	30.00	90
Presentation expenses (talks, seminars etc etc)	0.00	38
Event venues	2,925.86	1,438
Depreciation	600.00	300
Bank charges	64.00	0
Other expenses	1,441.64	368
Company administration	0.00	1
Accounting fees	53.40	0
Legal compliance costs	35.00	57
Total resources expended	64,147.36	31,212
Net incoming/outgoing resources	4,632.73	-5,011

Reconciliation of Funds

Total funds brought forward	-5,011.18	0
Total funds carried forward	-378.45	-5,011

Note: Prior Year figures are taken from the Statutory Accounts for the year 13th May 2010 to 31st May 2011, as filed with Companies House. These differ from draft accounts published on the Positive Money website which cover the year 13th May 2010 to 12 May 2011.

ACCOUNTS FOR THE YEAR 1ST JUNE 2011 TO 31ST MAY 2012

BALANCE SHEET (PROVISIONAL)

	Total Funds	Prior Year Funds (see Note)
Fixed assets		
Hardware - media equipment etc	£2,142.02	£1,360
Total fixed assets	£2,142.02	£1,360
Current assets		
Debtors and prepayments		
Santander - current account	£186.25	£4,220
Cooperative - current account	£5,607.78	
Cooperative - savings account	£1,238.83	
Petty cash	£150.57	
Paypal	£368.54	£269
Cash at bank and in hand	£7,551.97	£4,490
Total current assets	£8,901.97	£5,190
Liabilities		
HMRC	-£1,622.44	-£861
Creditors: Amounts falling due within one year		
Net current assets or liabilities	-£1,622.44	-£861
Total assets less current liabilities	£7,279.53	£4,329
Loans	-£9,800.00	
Creditors: Amounts falling due after more than one year		
Net assets or liabilities	-£9,800.00	-£10,700
Total company funds	-£378.45	-£5,011
The funds of the company		
Retained earnings	-£378.45	-£5,011

Note: Prior Year figures are taken from the Statutory Accounts for the year 13th May 2010 to 31st May 2011, as filed with Companies House. These differ from draft accounts published on the Positive Money website which cover the year 13th May 2010 to 12 May 2011.

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Positive Money is a not-for-profit company limited by guarantee, registered in England and Wales.

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