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the number

Welcome to the Summer 2021 edition of our Newsletter.



Adrian Barker, Director
& Louise Osselton, Director

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I am delighted to welcome you to this new version of our newsletter. We haven't made too many changes as we get feedback that it is well received, but after three years we felt it needed a slight refresh.

In this edition I have added my thoughts on R&D tax credits: R&D tax credits are a fantastic support for those companies investing time, money and resources into further developing and improving their products, processes, services or software. Unfortunately, the lure of what can be large sums of cash has encouraged unscrupulous companies to take advantage of the relief – either by viewing it purely as a money-spinning exercise or an opportunity to defraud the system. HMRC are now clamping down, with claimants (rather than advisors) being penalised where appropriate.

More cheerfully, we have also taken the decision to refresh our website to make it easier for you to access the latest updates. It includes a short video as an introduction to our firm and our people – some of whom were a little camera shy!

We hope you enjoy this new, refreshed edition.



Adrian Barker Managing Director

Meet our client – Samuel Brant, Head of Finance at Landau



Landau is a user driven supported employment and work-related training organisation, providing personalised programmes for people with learning disabilities. Landau is committed to ensuring that every person with a Learning Disability has the opportunity to work, achieve their aims and fulfil their potential in society.

Landau has successfully delivered the Building Better Opportunities (BBO) Lottery and ESF funded programme for the long term unemployed. Through both our work with young people and with adults we have a deep understanding of what works to support people into sustainable jobs and better lives. Our network of contacts with employers and our insight into the local labour market has been built up through years of local community working and a reputation for trusted partnerships with public, private and voluntary sector partners. We have delivered Study Programme for young people 16-24 for people with EHCP/LAC/Mental Health, SEMH, SEN for over 10 years.

We deliver non regulated activity for young adults supported by Social Care in an Enterprise Employment Model. This is run from our site in Stoke on Trent. This model of delivery has had a proof of concept in other LA's that we work in and has shown the impact of a transition over a 24-month period, 30% of transitioning students were on the wrong pathway, 17% were with the wrong provider and 13% were on the wrong course.

We offer impartial IAG and a Careers provision aligned with Gatsby Benchmarks and Enterprise Collaboration & are immensely proud of our business achievements most recent of which is the prestigious Queens Award for Enterprise.

- We are a centre of excellence for IPS delivery for Mental Health
- We are a disability confident employer
- Silver Covenant
- Queens Awards for Enterprise promoting Opportunity
- 2021 Commendation - Learning Excellence Award

Landau have launched our #we-see-you campaign recently, on Mental Health Awareness week, asking businesses to pledge their support for work place diversity – you can join us here – www.landau.co.uk/we-see-you.

How long have you worked at Landau? I have been at Landau for 4 years, a charity with a local presence but a national reach providing a range of service including supported employment, training & learning and grants.

What does your current role involve? As the Head of Finance, I am responsible for the charity's financial management. I help shape the organisation's strategy and provide financial modelling to support sustainability and expansion. Along the managing the wider finance team and sitting on the senior management group.

Career history? I started as a Accounts, Taxation and Audit Assistant at RSM Tenon in Telford in 2008, eventually joining Dyke Yaxley in 2012 as an Accounts & Audit Senior (as part of a merger). In 2017, I decided to leave practice and move into a third sector role with Landau, starting as a Senior Finance Officer and later being promoted to Head of Finance in 2021.

Typical day in your working life? An early morning start tends to allow me start to clear emails from the wider Landau team & external contacts. The next hour or so is usually filled with meetings and calls from the senior and finance team on a variety of items such as financials on bids, funder audit queries and working planning. After lunch, I tend to keep my diary free of meetings and dedicate this time to cash flow planning, financial modelling and accounts analysis (including reconciliations and journals). The last hour of my day is a consolidation time to do my timesheet, authorise documents (invoices etc.) and look at tomorrow's business.

What are the current challenges that you think business owners are facing? Bar the current devastating impacts of COVID 19, for all business. For us in the third sector, I believe our biggest challenge appears to be the transition from the EU structural funding to the The UK Shared Prosperity Fund. We are hoping this will be seamless and contingencies are put in to ensure vital projects and services remain funded. However, the size and scale of this transition does raise some concerns.

Three reasons why clients should come and work with you? We offer a diverse range of service with a customer centric view and try our utmost act as champions for those that need our help and support.

What do you like most about your job? Given how much time we spend at work, knowing that my time contributes to helping the charity to continue to provide vital services, really gives me a sense of fulfilment.

If you could choose three dream dinner guests, who would they be? Maybe a bit obscure for your readers but right now it would be Michael Bisping (UK MMA Fighter), Jimmy Russell (Master Distiller) and Ethan Marrell (Ozzy Man).

Which three things did you want to buy when you first started working? Mostly likely Beer, Beer and more Beer. That is probably why I cannot remember exactly, oh to be 18.

Best place ever visited. Iceland, great place to visit in the winter. It is cold, dark but the place has so much wonder, and it gave me a sense of wellness and contentment.

What are your hobbies and interests? I am an avid combat sports fan and love spending time out with my family, especially my wife Kathy and daughter Ivy. I've also become somewhat of a fanatical collector and drinker of the sweeter whisk(e)y i.e. bourbon during the pandemic.

R&D Tax Credits

Not a lot of people know that we can help with Research & Development (R&D) tax credits. However, we don't shout about it, as it is an area that worries us a little.

Over the years we have gained new clients, some of whom have used tax schemes. Whilst we always work hard to help clients legitimately minimise their tax liabilities, we have never sold a tax scheme, and never will. Some firms of accountants think differently, and either in partnership with their financial services arm, or via introduction to a third-party firm, do so.

Celebrities such as Jimmy Carr, used the K2 tax scheme. 130 Premier League stars came unstuck with the Kingsbridge scheme. At a less lofty level, Employee Benefit Trusts have been used (with or without gold bullion or platinum sponge). Employees selling the schemes have earned huge bonuses, and professional firms introducing them to clients, have earned commissions. However, the companies creating the schemes might not be around when HMRC investigate the users of the schemes, and when tax, plus penalties, plus interest get charged retrospectively.

So, back to R&D tax credits. I am not for one moment levelling accusations at R&D tax specialists. Nor at fellow professionals who refer them to clients. I have though, heard of instances of companies who have claimed R&D tax credits that I would be uncomfortable about if they were for our clients.

But please don't think we are unnecessarily prudent. Visiting a prospective client and having watched their manufacturing equipment in operation – machines that wouldn't have looked out of place in a James Bond film (I am thinking Moonraker here), I was a little shocked that their advisors had never suggested a claim. Sadly, they are out of time, for that project, but still have time for more recent expenditure. We are now helping our new client to make a claim. We are doing so though, not on a commission basis. It is common for specialists to take a percentage, say 33%, of the tax reclaimed. There is therefore an incentive to maximise the claim. Readers may have different feelings about that. Some will see a benefit in maximising tax recovery: others will worry about the advisor's self-interest to maximise their fee. There are though parallels with the financial services sector in which through regulation, commission-based income was transformed to fee based.

How do we work? We start with a coffee at your place. We talk about your business and we have an honest conversation. And we go from there.

Seminars & Webinars

Look out for our next series of seminars and workshops which we will launch and send details of – over the next few months.



Jenny Beaumont joined CBSL Accountants in January 2020, after a three-year spell as an Accounts Outsourcing Manager in Saffron Waldon, relocating and putting down roots with her family in Shropshire.

Over the last 18 months, Jenny has worked with Adrian on some Corporate Finance work, but mainly has been helping clients on profit improvement projects: not an easy thing to do over the last 15 months with COVID!

Jenny has considerable experience with accounting IT, and especially online solutions. At CBSL Accountants, this has seen her help clients get more from what they are currently using as well helping others to migrate to something more suitable.

Jenny said, *'I am passionate about helping clients work more efficiently and get information rather than just numbers from their accounts packages'*. Seminars will include;

- **Understanding cash and balance sheets rather than just the profit and loss account.** Too often Jenny hears *'I don't look at the balance sheet, as I don't really understand it'*.
- **Linking accounting data with ancillary business information (such as time recording; project management and CRM), to maximise your understanding of how you are doing. This will include designing and monitoring leading and lagging Key Performance Indicators.**
- **Profit improvement: Once you know what the accounts mean, how do you use the information to make sure profits grow?**

The events will be held live as well as web based, to allow people to attend in a way that they feel safest. Dates to follow, but to register interest in advance, please email us.

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Mental Health Awareness

by **Adrian Barker**

Whilst COVID has affected many of us directly or indirectly with people we know, I have felt for a number of years that mental health has not been given the awareness that it deserves.

I was encouraged recently to hear that Shropshire Chamber of Commerce are launching an initiative on mental health and wellbeing. I have spoken about this before, and our firm has supported mental health charities. I have also signed CBSL up for the initiative.

Some will be aware that I have been through a troublesome event, which through COVID has dragged on unnecessarily. Access to my normal fitness regime had to stop as a result of that... although even if it had not, COVID then subsequently closed the gyms.

Mental health and physical health go hand in hand, and I have seen my health worsen. Over the years I have been a regular runner and cyclist (half marathons, 100km rides and time trials), but stress and circumstances saw me heavily reduce my exercise, at a time, perversely when my health and wellbeing needed me to do the reverse.

Sometimes it takes a shock to realise and take action. For me it has been the health of a couple of friends.

One felt he had had a good innings as he was past his 'three score and ten'. I pointed out that that particular phrase was at least 600 years old, but it was still a battle for me to get him to the doctors and hospital. Fortunately, he is now back to his normal self.

The second, a client – and now friend as well – phoned me a few Saturdays ago from a hospital bed after a serious diagnosis just hours before. We both finished the conversation in tears. The thing that impressed me most that despite his news, one of his first actions was to phone me to talk about making sure his family will be okay. We have spoken most days since.

My health: A month ago, I was out of breath walking upstairs – partly in fairness to an allergy to my daughter's two adopted kittens. I started walking... not nice to hear the wheezing and see my heart rate so high. Eventually I tried a 5km run and had to stop after 2km... but I made sure I did the other 3km – very slowly.

A week ago, I completed 5km without stopping – an encouraging thumbs up from a driver who stopped to let me by on the narrow road kept me going. I had a headache that took more than 2 days go, but knowing my friend would have been in more pain I kept going.

Recently I ran my slowest 10km ever... but I feel great... mentally not physically – I was aching in the morning!

At CBSL Accountants, we have lived our values of Availability, and Affability as well as the Ability that is expected of accountants. We have made sure that our team can work safely, and our clients can always get the support they need:

We are therefore delighted to support the Shropshire Chamber with their Mental Health Awareness initiative.

Updates and Reminders

P11d – Form P11d for benefits and expenses provided to employees needs to be submitted by 6th July 2021 and payment of the resulting Class 1A NIC needs to reach HMRC by 22nd July 2021 – if you need any assistance with P11d completion, please contact **Sandra Lowers** on **01743 249 992**.

Personal Tax – The second payment on account for the 2020/21 tax year is payable by 31st July 2021.

Corporation Tax – For accounts periods ending 30th September 2020, corporation tax is payable to HMRC on or before 1st July 2021.

COVID updates

Government policy on the various Covid support schemes is updated regularly & we will update you through our emails as information is released. At the date of writing the key forthcoming points:

Coronavirus Job Retention Scheme (CJRS) – from 1st July the amount you can claim under the furlough scheme reduces to 70% and then to 60% for August and September – the employer must continue to pay the employee at least 80% of their normal wages. The scheme is set to close on 30th September 2021.

Coronavirus Statutory Sick Pay Rebate Scheme (SSP rebate) – The scheme to reimburse employers for SSP re coronavirus remains live and covers a period of sick leave of up to 2 weeks – a claim can be made from the first qualifying day your employee is off work if the period of sickness started on or after:

- 13th March 2020 – if your employee had coronavirus or the symptoms or is self-isolating because someone they live with has symptoms;
- 16th April 2020 – if your employee was shielding because of coronavirus;
- 28th May 2020 – if your employee has been notified by the NHS or public health bodies that they've come into contact with someone with coronavirus;
- 26th August 2020 – if your employee has been notified by the NHS to self-isolate before surgery.
- The scheme does not cover an employee who has returned to the UK and is required to quarantine for 14 days (unless they meet one of the above criteria).

What would you like to see from us?

If you would like to discuss further any of the features in this newsletter, please contact a member of our team. If there is anything you would like to hear about in a future edition, please let us know and we will do our best to include it.

Please email enquiries@cbslgroup.com with any comments or questions.

Look out for our latest **updates for business** on our regular emails and blog posts. If you haven't already signed up for them please let us know and we'll make sure you get them.