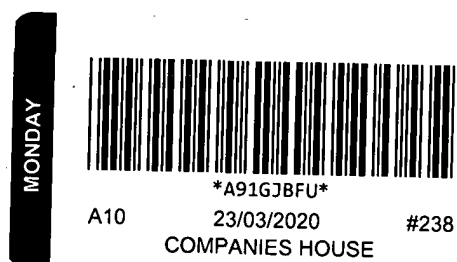


MUSIC AT MALLING LTD

REPORT AND ACCOUNTS FOR THE YEAR ENDED 30 NOVEMBER 2019

Company number : 8048051  
Charity Commission number : 1150337



## **MUSIC AT MALLING LIMITED**

### **Report and accounts for the year ended 30 November 2019**

The Directors and Trustees have pleasure in presenting the report and accounts of Music at Malling for the year ended 30 November 2019.

#### **The Company and its aims**

The Company was registered at Companies House on 26 April 2012 as a company limited by guarantee. On 4 January 2013 the company was entered on the Register of Charities, with the Registered Charity Number 1150337.

Registered office:

Went House

83 Swan Street

West Malling ME19 6LW

Music at Malling was established with the objective of establishing and promoting a festival of outstanding music in West Malling, Kent, and surrounding villages. The festival is centred on professional musicians and encourages in particular the involvement of local schools. Funds are raised through sponsorship and ticket sales. The programme is developed under the auspices of the festival's Artistic Director, Thomas Kemp.

#### **Directors and Trustees**

The directors and trustees who held office throughout the year are:

Alan Gibbins (Chairman)

Jane Anderson

Rebecca Clifford

Nick Crutchfield (Hon Treasurer)

David Kemp

Peter Rutland

David Shuker

The Festival Committee consists of the above and the following:

Deborah Sutch (Company Secretary)

Andrew Cornish

Peter Cosier

Veronica Cosier

Roger Evernden

Mary Gibbins

While the bulk of the work towards the Festival is carried out by the Committee, we are very grateful to a number of volunteers who help with the logistics and with the provision of accommodation for some of the artists.

## MUSIC AT MALLING LIMITED

### Activity in 2019

The eighth Music at Malling Festival ran from 15-28 September with over twenty events featuring outstanding artists in concerts, workshops and participatory events in historic venues in and around West Malling. Approximately 2400 people attending these events, a 10% increase on 2018. Ticket receipts (excluding schools), at £21k, broadly maintained the large increase achieved last year. However, schools concerts and workshops continue to rely heavily on donations and grants and this year, after discussions with Kent Music, parents and some children were not charged to attend events.

### *Schools and young people*

The schools programme continues to be an important part of the Festival. The Festival Committee strongly believes that the main portal into the world of classical music is early exposure - children need the opportunity to hear such music preformed with passion. Its provision in schools should be automatic and we are working closely with Kent Music in this area:

- over 600 children took part in an outreach project based around Paul Patterson's Three Little Pigs- with the composer in attendance. In collaboration with Kent Music, 12 primary schools took part in a project that developed new pieces in whole class groups which were performed alongside professional musicians in four concerts. Once again, Discovery School on Kings Hill generously shared their hall for two of the concerts, the other two being at St Mary's church in West Malling

- 18 young composers took part in a Go Compose (an ongoing project with Sound and Music) day held at the St Benedict's Centre, Malling Abbey with each young composer was mentored by a professional composer and instrumentalists from Chamber Domaine, writing, recording and performing a new piece in a day. There was CPD for teachers to boost composition in secondary schools

- 13 young musicians took part in a side-by-side workshop and concert with Chamber Domaine, led by Tom Piggott-Smith, featuring Vivaldi's Four Seasons together with Piazzola's Four Season of Bueno Aires, giving a fresh take on the baroque favourite

- aspiring jazz performers also had the opportunity to play alongside Callum Au's Big Band

- for the first time the Festival included an event for pre school children, The Wheels on the Debussy, devised and performed by Matthew Sharp, with around 90 parents and children attending the two performances

The dozen schools participating in the Three Little Pigs was in line with the number achieved last year, but down on prior years. The principal issues continue to be funding and timetabling. For some schools the cost of £5 per child is too expensive despite the cost of the workshops and concerts being heavily subsidised. We are committed to continuing to work with Kent Music to look at this area, including getting schools to commit much earlier in the year.

## MUSIC AT MALLING LIMITED

### Activity in 2019 (continued)

Jason Rowland was the lead animateur on the Three Little Pigs and his fees were covered by Kent Music, who also helped to develop the white board materials and teachers' pack.

Uptake for the side-by-side events should, we believe, be greater than it is- those participating are very excited by the experience, and we will be looking again at how we can widen involvement here.

### *Other highlights*

Elsewhere, concerts integrated contemporary music with classical, jazz, world, film and vocal music. Bespoke programming included unique events including:

- a complete cycle of the string quartets by Alexander Goehr, with the composer present to talk about his life in music with Jonathan Cross; and Gabriel Levin, who inspired some of the music, present to read his own poetry. We were particularly pleased with the reception of this event, extending over a whole day. This was encapsulated by Michael White, the well known music critic, writing in Classical Music Magazine that 'I never thought I'd find myself describing an entire day of the string quartets of Alexander Goehr- all five of them- as a complete joy.. but a joy it was...not box office [but] an awful lot of... satisfaction and achievement'

- Schoenberg's Transfigured Night with the Fidelio Trio

- premières of piano quartets by award winning film composers Danny Elfman and Ilan Eshkeri

- a multi-media production of Stravinsky's Soldier's Tale narrated by Charles Dance OBE, making a return to the Festival after the huge success of his 2018 Siegfried Sassoon readings

- the world première of a new work, Stravinscopation, by James Pearson, Artistic Director of Ronnie Scott's

- a recital of Schumann, Brahms and Mahler by Sholto Kynoch and Alessandro Fisher

- a musical portrait of Stravinsky and Chanel by Lizzie Ball and Miloš Milivojević

- baroque classics from Steven Devine, Thomas Kemp, Richard Harwood, Hugh Webb, Sami Junnonen, Craig Ogden, Adrian Bradbury, David Juritz and others

- outstanding jazz from Callum Au, James Pearson and Lizzie Ball, with the final concert of the Festival, celebrating collaborations between Stéphane Grapelli and Yehudi Menuhin, being sold out and hugely well received

Most concerts are introduced by the musicians or one of the Festival Committee. These are very popular and help put the music into its context, giving the audience a key to unlock the meaning of the music. We continue to refine these presentations in response to audience comments.

## MUSIC AT MALLING LIMITED

### **Activity in 2019 (continued)**

#### *Fringe events*

For the first time we included a guided walk around West Malling and an insight into organ restoration and repair from two members of the committee. We were delighted at the popular reception the events received, with the walk in particular being heavily oversubscribed

#### *Charities*

We were also pleased to help raise funds (£996) for local charities, Pilsdon, Spadework and Dandelion Time by asking for donations in lieu of payment for interval refreshments.

#### **Publicity**

The Festival was featured in the local, regional and national press with coverage on BBC Radio 3, ITV Meridian News, Classic FM and numerous papers and magazines.

Building on last year's experience, the Festival had a long run-in time which we hope to extend further in 2020, as this allows wider coverage in the media, feeding through to growth in ticket sales and income. WildKatPR began the PR campaign in May 2018 and tickets went on sale in July. The PR campaign led to a much greater number of previews than in previous years and included three short videos for Classic FM which have had over 80,000 views on the website and social media; and appearances on Radio 3's In Tune including interviews with our Artistic Director, Thomas Kemp, and live music from James Pearson and Lizzie Ball .

Our social media campaign was particularly effective on Twitter, with 335 tweets generating 236,000 impressions and 2,758 profile visits.

The website had 5,292 users with people visiting the site from a wide catchment area which was monitored on Google Analytics.

A large majority of tickets were sold online with the remainder being sold on the door and in particular through Was Down Swan Street, a shop on West Malling High Street.

Having excellent video footage and photos greatly improved the reach of our social media and is something we will continue to develop, particularly for engaging with young people.

## MUSIC AT MALLING LIMITED

### **Feedback**

Feedback forms are distributed at most events and comments received were overwhelmingly positive. We include a very small selection only below:

- pity there's not more of it in schools
- incredible concert in a great venue...one of the best concerts ever!
- the music was fantastic, full of energy, excitement and drama...side-by-side a wonderful experience for the children
- great music and interaction with audience
- range of virtuosity of the musicians
- nice balance of contemporary music
- fantastic. Charles Dance was the icing on a superb cake
- astonishingly good arrangement and interplay...simply glorious

There were nevertheless some critical comments which we welcome to help us improve our offering. Some areas are substantially outside our control such as the parking issue in West Malling (although we will continue our efforts to point out what is available). But others we will seek to address, in particular the requests for information about the pieces to be played. We are encouraged by the pleas for 'expert' commentary and will seek to refine our input.

### **Sponsorship, funding and going concern**

The quality of the programme offered by the Festival is again confirmed by the range of financial support we receive and for which we are most grateful. In particular the Prince of Wales's Charitable Fund has again made an important grant in support of our work; and for the fifth year in succession Arts Council England have given important backing. There has been continued support also from the RVW Trust (for contemporary music); The Godinton Trust's multi-year support continues and we are delighted that the Wavendon Foundation, founded by John Dankworth and Cleo Lane, has this year started a three year sponsorship.

We have received very generous funding from the Foyle Foundation and the Garfield Weston Foundation.

The continuing level of local support is again demonstrated by the generous sponsorship in cash and kind received from a number of sources including the Overstone Fund, through the Kent Community Foundation; the Whitehead Monckton Charitable Foundation; the local branch of Tesco (Bags of Help). We are also most grateful to Tonbridge & Malling Borough

## MUSIC AT MALLING LIMITED

### **Sponsorship, funding and going concern (continued)**

Council for their continuing financial and logistical support; to KCC; to West Malling Parish Council; to Kent Music; to the Malling Memorial Institute for their strong support of the schools' programme; The Farm House(Elite Pubs) for hosting Classical Kicks; and to the Malling Lions and Town Malling Club who have all given valuable support. We are delighted that Liberty Property Trust have have continued their involvement for a fifth year. Other local businesses have given support by way of advertising in the Festival programme and, in the case of West Malling Flowers, also providing beautiful bouquets for presentation to performing artists.

This significant sponsorship has not only ensured the excellence of the programme but has enabled the Festival broadly to break even this year. As in previous years, the Chairman has undertaken to make good any shortfall in funding by way of donations or loans for working capital purposes to ensure that the company can meet its liabilities as they fall due (amounts are shown in the notes to the accounts).

### **Future plans**

Planning for the 2020 festival is under way. The schools programme, working with Kent Music, will again be an important focus; we are already planning with the Sisters of the Abbey for further concerts in the Abbey Chapel, including the Brandenburg Concertos in late Spring; and there will be exceptional jazz and other performances from James Pearson and Lizzie Ball. St Mary's Church is a major venue for us and we are watching carefully as plans for building work unfold which could impact on its availability. As a dynamic festival we continue to consider new ventures and initiatives. Sponsorship is already being sought, including fund raising events. The eventual shape of the programme will be influenced by these various factors as well as our success in raising appropriate funds.

### **Public Benefit**

The Company's stated aims are the advancement of the arts for the public benefit by staging in particular but not exclusively, a festival in West Malling and the surrounding area to promote appreciation of music of the highest standard, and to advance the education of the public in the arts.

The participation of people of all ages in the programme described in outline in this report, supported by our concessionary pricing policy, demonstrates the achievement of these aims; and we will be building further on this in future festivals.

## MUSIC AT MALLING LIMITED

### **Risk management**

The Directors and Trustees confirm that they have carried out a review of the major risks that Music at Malling presently faces, and have considered the necessary procedures to minimise any potential impact should those risks materialise. These include the identification and mitigation of all perceived risk of physical accident to audiences and performers. Financial risks are dealt with earlier in this report.

### **Directors' and Trustees' responsibilities in relation to the financial statements**

Company law requires the Directors and Trustees to prepare financial statements that give a true and fair view of the state of affairs of the Company and Charity at the end of the financial period and of its surplus or deficit for the financial period.

In so doing, the Directors and Trustees are required to:

- Select suitable accounting policies and apply them consistently
- Make sound judgements and estimates that are reasonable and prudent
- Prepare the financial statements on a going concern basis unless it is appropriate to presume that the Company will not continue in business
- Select suitable accounting policies and apply them consistently
- Make sound judgements and estimates that are reasonable and prudent
- Prepare the financial statements on a going concern basis unless it is appropriate to presume that the Company will not continue in business.

The Directors and Trustees are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the Charity and 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 for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### **Independent examiner**

The Trustees are most grateful to Mike Darbyshire for agreeing to be the Independent Examiner of Music at Malling.

By order of the Board

Deborah Sutch, Hon Company Secretary

12 March 2020





## **MUSIC AT MALLING LIMITED**

### **Independent examiner's report to the Trustees of Music at Malling Ltd**

I report on the accounts of the company for the year ended 30 November 2019, which are set out on pages 10 to 14

### **Respective responsibilities of trustees and examiner**

The Trustees (who are also the directors of the company for the purposes of company law) are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act'). The Trustees consider that an audit is not required for this year under part 16 of the 2006 Act) and that an independent examination is needed.

It is my responsibility to:

- Examine the accounts under section 145 of the Charities Act;
- Follow procedures laid down in the general directions given by the Charity Commission under section 145(5)(b) of the Charities Act; and
- to state whether particular matters have come to my attention.

### **Basis of independent examiner's report**

My examination was carried out in accordance with the general directions given by the Charity Commission. An examination includes a review of the accounting records kept by the charity and a comparison of the accounts presented with those records. It also includes consideration of any unusual items or disclosures in the accounts, and seeking explanations from you as trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit and consequently no opinion is given as to whether the accounts present a 'true and fair view' and the report is limited to those matters set out in the statement below.

### **Independent examiner's statement**


In connection with my examination, no matter has come to my attention which gives me reasonable cause to believe that in any material respect :

- accounting records were not kept in accordance with section 386 of the 2006 Act; or
- the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination; or
- the accounts have not been prepared in accordance with the Charities SORP (FRS 102)

MUSIC AT MALLING LTD

**Independent examiner's report to the Trustees of Music at Malling Ltd (continued)**

I have no concern and have come across no other matters to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

A handwritten signature in black ink, appearing to read 'MJ Darbyshire', with a horizontal line underneath.

MJ Darbyshire FCT  
Libbits,  
Seven Mile Lane,  
Mereworth  
12 March 2020

MUSIC AT MALLING LIMITED

STATEMENT OF FINANCIAL ACTIVITIES(INCLUDING INCOME AND EXPENDITURE ACCOUNT)FOR THE YEAR ENDED 30 NOVEMBER 2019

	Restricted funds	Unrestricted funds	Total funds	Total funds (Note 8)
	2019	2019	2019	2018
	£	£	£	£
<b>Incoming resources</b>				
<b>Incoming resources from generating funds</b>				
<i>Voluntary income</i>				
Donations and grants (note 2)	11,250	34,320	45,570	39,620
<b>Activities for generating funds</b>				
Concerts and music workshops	2,045	19,406	21,451	25,869
Advertising in programmes	0	600	600	720
<b>Total Incoming resources</b>	<u>13,295</u>	<u>54,326</u>	<u>67,621</u>	<u>66,209</u>
<b>Resources expended</b>				
<b>Costs of generating funds</b>				
<b>Charitable Activities</b>				
Concerts and music workshops	11,586	29,535	41,562	43,852
Other costs (note 3)	3,671	23,259	27,030	27,112
<b>Governance costs</b>	0	0	0	0
<b>Total resources expended</b>	<u>15,257</u>	<u>52,894</u>	<u>68,151</u>	<u>70,964</u>
<b>Net Income for year</b>	-1,962	1,432	-530	-4,755
<b>Reconciliation of funds</b>				
Total funds brought forward	0	1,028	1,028	5,783
Transfer between funds	<u>1,962</u>	<u>-1,962</u>	0	0
<b>Total funds carried forward</b>	0	<u>498</u>	<u>498</u>	<u>1,028</u>

MUSIC AT MALLING LIMITED

Balance Sheet at 30 November 2019

	2019	2018
£	£	
<b>Current Assets</b>		
Debtors (note 6)	2,070	9,250
Cash at bank and in hand	<u>517</u>	<u>2,178</u>
	2,587	11,428
Creditors: amounts falling due within one year (note 7)	<u>2,089</u>	<u>10,400</u>
<b>Net Current Assets</b>	<u>498</u>	<u>1,028</u>
<b>Unrestricted funds</b>	498	1,028
<b>Restricted funds</b>	0	0
<b>Total funds</b>	<u>498</u>	<u>1,028</u>

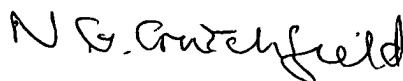
The Trustees consider that the Company is entitled to exemption from the requirement to have an audit under the provisions of Section 477 of the Companies Act 2006 and members have not required the Company to obtain an audit of its accounts for the year ended 30 November 2019 in accordance with Section 476 of the Act. The Trustees acknowledge their responsibilities for ensuring that the company keeps accounting records which comply with Section 386 of the Act and for preparing financial statements which give a true and fair view of the state of affairs of the company at 30 November 2019 and of its result for the period then ended in accordance with Section 396 of the Act and which otherwise comply with the requirements of the Companies Act relating to the accounts as far as applicable to the Company.

These accounts have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

Signed:



AB Gibbins  
Chairman



Nick Crutchfield  
Hon Treasurer

Approved by the Board on 12 March 2020

The notes on the following pages form part of these accounts

## MUSIC AT MALLING LIMITED

Notes to the accounts for the year ending 30 November 2019

### 1. Accounting policies

The principal accounting policies are summarised below. The accounting policies have been applied consistently throughout the preceding year.

#### (a) Basis of accounting

The financial statements have been prepared under the historical cost convention and in accordance with the Companies Act 2006 the Statement of Recommended Practice: Accounting and Reporting by Charities issued in March 2005 and the Charities SORP (FRS 102).

#### (b) Fund accounting

- unrestricted funds are available for use at the discretion of the trustees in furtherance of the general activities of the charity.
- restricted funds are subjected to restrictions on their expenditure imposed by the donor.

A large majority of restricted funds is for the schools and outreach programme and for clarity of presentation, only these funds are included in the restricted funds column of the Statement of Financial Activities. See note 2 for further explanation.

#### (c) Incoming resources

All incoming resources are included in the statement of financial activities when the charity is entitled to, and virtually certain to receive, the income and the amount can be quantified with reasonable accuracy. The following policies are applied to particular categories of income:

- Voluntary income is received by way of grants and donations and is included in full in the Statement of Financial Activities when receivable.
- Donated services and facilities are included at the value to the charity where this can be quantified. The value of services provided by volunteers has not been included in these accounts.
- Incoming resources from concerts, music workshops and programme advertising are accounted for when earned.

#### (d) Resources expended

Expenditure is recognised on an accrual basis as a liability when incurred. Expenditure includes any VAT which cannot be fully recovered, and is reported as part of the expenditure to which it relates.

- Costs of generating funds comprise costs associated with delivering the Festival and associated workshops. These costs include those which can be allocated directly, principally musicians, and those indirect costs necessary to support them.
- Governance costs include those costs associated with meeting the constitutional and statutory requirements of the charity.

## MUSIC AT MALLING LIMITED

Notes to the accounts for the year ended 30 November 2019 (continued)

### 2. Donations and grants

Restricted donations in both years relate primarily to the schools/music education programme which includes the composition workshop.

In 2019 unrestricted donations included £0 (2018 £7,400 ) from the Chairman of the Festival. The Chairman provided cash for working capital as required from time to time during both years.

### 3. Costs of generating funds- charitable activities

These include:	2019	2019	2019	2018
	Restricted	Unrestricted	Total	Total
	£	£	£	£
Hire of venues	1,521	2,230	3,751	3,545
Music hire	0	1,092	1,092	1,243
Piano hire	0	2,154	2,154	3,381
Printing and publicity inc website	1,050	14,169	15,219	13,871
Tollet hire	300	384	684	852
Sound and lighting	600	2,135	2,735	3,040
Other inc insurance	<u>200</u>	<u>1,195</u>	<u>1,395</u>	<u>1,179</u>
	<u>3,671</u>	<u>23,359</u>	<u>27,030</u>	<u>27,111</u>

### 4. Trustee remuneration

No trustee or volunteer received any remuneration during the year (2018 £0). In both years the Artistic Director waived his fee of £5000. The income and expenditure relating to this fee waiver are not reflected in these accounts.

### 5. Taxation

As a charity, Music at Malling is exempt from tax on income falling within section 505 of the Taxes Act 1988. No tax charges have arisen in the Charity.

### 6. Debtors

	2019	2018
	£	£
Gift Aid receivable	0	1,850
Amounts due from sponsors	1,750	6,400
Other	<u>320</u>	<u>1,000</u>
	<u>2,070</u>	<u>9,250</u>

### 7. Creditors

Working capital advance to be repaid to Chairman	2,089	3,500
Musicians for concerts	<u>0</u>	<u>6,900</u>
	<u>2,089</u>	<u>10,400</u>

MUSIC AT MALLING LIMITED

Notes to the accounts for the year ended 30 November 2019

8. Analysis of restricted and unrestricted income and expenditure for 2018

	Restricted funds	Unrestricted funds	Total funds
	2018	2018	2018
	£	£	£
<b>Incoming resources</b>			
<b>Incoming resources from generating funds</b>			
<i>Voluntary income</i>			
Donations and grants (note 2)	8,000	31,620	39,620
<b>Activities for generating funds</b>			
Concerts and music workshops	4,880	20,989	25,869
Advertising in programmes	0	720	720
<b>Total Incoming resources</b>	<u>12,680</u>	<u>53,329</u>	<u>66,209</u>
<b>Resources expended</b>			
<b>Costs of generating funds</b>			
<b>Charitable Activities</b>			
Concerts and music workshops	13,294	30,558	43,852
Other costs (note 3)	4,147	22,865	27,112
<b>Governance costs</b>	0	0	0
<b>Total resources expended</b>	<u>17,441</u>	<u>53,523</u>	<u>70,964</u>
<b>Net income for year</b>	-4,561	-194	-4,755
<b>Reconciliation of funds</b>			
Total funds brought forward	1,171	4,612	5,783
Transfer between funds	<u>3,390</u>	<u>-3,390</u>	0
<b>Total funds carried forward</b>	0	<u>1,028</u>	<u>1,028</u>