BLACKHEATH CONSERVATOIRE OF MUSIC AND THE ARTS LIMITED (A COMPANY LIMITED BY GUARANTEE) FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2022

Charity registration number

1072627

Company registration number

03448894



FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2022

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LEGAL AND ADMINISTRATIVE INFORMATION

Charity number

1072627

Company number

03448894

Governing document

The Company is governed by its memorandum

and articles of association.

Known as

The Conservatoire

Registered and

Principal Office

19-21 Lee Road Blackheath London SE3 9RQ

Auditors

Knox Cropper LLP 65 Leadenhall Street

London EC3A 2AD

Bankers

Barclays

Level 27, 1 Churchill Place

London E14 5HP

Current Trustees

Jane Burton - Joint Chair

Clare Cornwell – Joint Chair

Mhairi Baxter Duncan Campbell Nathan Homan Simon James Tom Lee James Radford Emma Smillie

Executive Director

Patrick Holden

Website

https://www.conservatoire.org.uk

TRUSTEES' ANNUAL REPORT

The Trustees, who are the directors of the Company for the purposes of Company law, have pleasure in presenting their report together with the financial statement for The Blackheath Conservatoire of Music and the Arts Ltd (the "Conservatoire" or the "Company") for the year ended 31 August 2022.

The report has been prepared in accordance with the Charities Act 2011 and it is also the report of the directors for the purposes of the Companies Act 2006.

The financial statements have been prepared in accordance with the accounting policies set out on pages 16 and 17 of the attached financial statements and comply with the Company's Memorandum and Articles of Association.

Structure, Governance and Management

The Company is a charity and a Company limited by guarantee. The charity registration number is 1072627. The Company registration number is 03448894.

The governing documents are its Memorandum and Articles of Association which were last amended on 11 May 1999. The Members are the guarantors of the Company and each has undertaken to contribute such amounts as may be required (but not exceeding £10) to the Company's assets if it should be wound up while they are a member, or within one year after they should cease to be a member, for payment of the Company's debts and liabilities contracted before they ceased to be a member, together with the costs, charges and expenses of the winding up, and for the adjustments of the rights of the contributories among themselves.

Trustees

The Trustees constitute the directors of the Company for the purposes of the Companies Act 2006.

The initial Trustees were appointed at the date of incorporation, with future Trustee appointments being made in subsequent years on the basis of eligibility, personal competence, specialist skills and local knowledge. New Trustees receive an induction into the operations of the Company.

The retirement by rotation and re-election procedures for the Trustees are set out in the Memorandum and Articles of Association.

There must be a minimum of three Trustees but there is no maximum limit.

The following Trustees held office between 1 September 2021 and the date of this report, unless otherwise noted below.

Name	Date Appointed	Date Resigned
Mhairi Baxter	14 July 2022	-
Jane Burton – Joint Chair	-	-
Duncan Campbell	14 July 2022	-
Clare Cornwell – Joint Chair	-	-
Nathan Homan	-	<u>-</u>
Simon James	14 July 2022	- .
Tom Lee	14 July 2022	-
James Radford	14 July 2022	-
Theano Sakkas	-	14 July 2022
Katrina Shenton	.	14 July 2022
Emma Smillie	•	-

TRUSTEES' ANNUAL REPORT

Trustees (continued)

The beneficial interest of the Trustees in contracts and transactions with the Company during the period are disclosed in note 17 of the financial statements.

Statement of Trustees' responsibilities

The Trustees are responsible for preparing the Trustees' report and financial statements in accordance with applicable laws and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial period which give a true and fair view of the state of affairs of the Company and of the incoming resources and application of resources, including the income and expenditure, of the Company for that period. In preparing these financial statements, the Trustees are required to:

- Select suitable accounting policies and then apply them consistently;
- · Observe the methods and principles in the Charities SORP;
- Make judgements and estimates that are reasonable and prudent;
- State whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in operation.

The Trustees are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the Company 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 Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Each of the Trustees confirms that:

- So far as the Trustee is aware, there is no relevant audit information of which the Company's auditors are unaware; and
- The Trustee has taken all the steps that he ought to have taken as a Trustee in order to make himself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

The Trustees are responsible for the maintenance and integrity of the Company and financial information included on the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Objectives of the charity

The long term objectives of the charity are its objects, as set out in the Memorandum of Association, being to promote the study, knowledge, understanding and appreciation of music, fine arts and the applied arts (altogether "the arts") for the benefit of the inhabitants of Blackheath, Greenwich, Lewisham and the surrounding area. The charity also aims to provide sustainable bursary funding to selected students to enable them to complete their studies.

The charity has set a short term objective of returning to a sustainable net surplus through the expansion of its range of courses, the increase in the occupancy on its courses, the development of other funding sources such as rental income and the careful monitoring of costs.

TRUSTEES' ANNUAL REPORT

Measurement of success against aims and objectives

The Trustees have referred to the guidance in the Charity Commission general guidance on public benefit when reviewing the aims and objectives of the Company and in planning its activities and in measuring its success against those aims and objectives. The activities of the charity fulfil the public benefit requirements through the provision of music, drama and art courses that would not be available to students through other local sources or organisations and the provision of financial support to students who would, without this support, be unable to benefit from the tuition provided.

The charity measures its success against its long term objectives by the level and quality and range of the tuition provided to its students, the level of engagement provided to the local community in the form of events or other sponsored activities, the level of bursary funding provided to students.

The charity measures its success against its short term objective by the achievement of sustainable net surplus.

Main achievements in the period

This report focuses on our activities in the year, which includes the rebuilding of the Company's income, following the post Covid-19 reopening, from individual tuition, group courses, events, rental and other sources.

The Company has continued to maintain its focus on the provision of high quality art, drama and music tuition to the local community throughout the year. The charity also continued to engage with the community through a number of community focused activities and events which have been well attended. The level of bursary funding and other support for students who require financial assistance to enable them to receive tuition was extended during the year to enable bursary support to be provided to Ukrainian refugees and their families.

Risk management

The Trustees regularly review the key identified risks facing the charity and develop action plans to minimise the impact of those risks.

The identified key risks and related responses are:

- The loss of effective management of the charity through the loss of Trustees and/or key management. The
 Trustees regularly review the tenure of the Board members and induct new Board members as necessary.
 The Board regularly reviews the performance and capabilities of the management team and ensures that
 contingency plans are in place to ensure the operations of the charity will not be affected by the departure of
 a key member of management.
- The inability of the charity to continue to operate as a going concern. The Board ensures that annual profit and cash flow budgets are prepared and that performance against budget is monitored through the preparation of quarterly management accounts and forecasts.
- Fire or other damage to the buildings or to the IT infrastructure of the charity. The charity employs a dedicated Premises Manager to manage the property estate and to ensure that fire and security systems are maintained and that repairs are performed on a timely basis to minimise risk. Buildings insurance is maintained. The charity has implemented IT policies to minimise the impact of the loss of IT infrastructure, including the use of cloud based hosting of key systems, offsite storage of other key data and the daily back up of data.
- The loss of reputation as a result of a child safeguarding issue. The charity has a formal child safeguarding
 policy in place which includes the appointment of a Trustee safeguarding lead, the requirement for ongoing
 Trustee and staff training, the completion of DBS checks and the performance of regular reviews with all
 staff. course assistants and tutors.

The Trustees will maintain the controls to mitigate the risks arising from the above risk areas.

TRUSTEES' ANNUAL REPORT

Review of the year

The Company has continued to make progress on the implementation of its strategic plan. In particular:

- The group course curriculum was maintained throughout the year and a wide range of courses and holiday courses were delivered.
- A range of events were held in each term to enable more people to access the resources of the Conservatoire, including adult and child art exhibitions, concerts and other public activities. The Conservatoire was an active contributor to local community events.
- Improvements have continued to be made to the buildings with a number of repairs being completed during the year.
- Our bursary programme continued with assisted bursary places being provided during the year to help young talent musicians thrive and grow. The bursary scheme was extended during the year to include Ukrainian refugees and their families.

The Board has also focused during the year on maintaining the trust and co-operation of the local community, sponsors and business partners. Particular care has been taken to engage positively with the local residents near the Conservatoire who are impacted by its operations.

The Board will continue with its positive engagement with all the supporters and business partners of the Conservatoire with regular communication to those stakeholders being issued throughout the year.

Fundraising

Our Developing Young Potential Fund, or bursary fund, received £30,000 of donations in the year all of which were anonymous. This funding enabled the bursary programme to be extended to include Ukrainian refugees and their families.

The Company did not use fundraising services, consultants or external professional fundraisers to undertake its fundraising activities. No data is shared with or sold to any external agencies.

The Company holds events for existing donors and for individuals who have expressed an interest in supporting the work of the Company. The Company complies with the provisions of the data protection legislation.

Marketing

We continued to run a number of targeted marketing campaigns during the year to support the development and expansion of the group course curriculum and the range of other events. We also continued to maintain the new Conservatoire website in order to provide extensive information on our activities and courses.

TRUSTEES' ANNUAL REPORT

Staffing

Staff and tutors have continued to provide a dedicated service to our customers and the public during the year.

Kay Sandford-Beal resigned as Executive Director during the year and the Trustees wish to thank Kay for her hard work and contribution during the period she was with the Company. The Trustees were delighted that Patrick Holden accepted their offer of the Executive Director role, starting in August 2022. A short biography summarising Patrick's experience is contained in the "New" section of the website.

Remuneration policy

The remuneration policy of the charity is to offer a range of benefits to employees, including pension scheme participation, part time and flexible working and discounts that will enable the Company to offer competitive remuneration packages to current and prospective employees.

Trustees

Duncan Campbell, Simon James, Tom Lee and James Radford were appointed as Trustees on the 14 July 2022 in order to provide more resources and expertise to the Board.

For personal reasons Katrina Shenton and Theano Sakkas resigned from the Board on the 14 July 2022. The Trustees thank Katrina and Theano for their work as a Trustee.

Financial review

The results for the year and financial position of the Company are shown in the financial statements.

Total income decreased by £55,720 to £1,345,544 with the increase in the level of course income, rental income and other course related income arising from the post Covid-19 reopening of the building being offset by the reduction in grant income. In the prior year £375,535 of grant funding was received, including £327,000 of funding from the Arts Council England Culture Recovery Fund. No grant income was received in the current year.

Total expenditure increased by £223,906 to £1,451,110. This increase was due to the increase in teaching and other activity following the post Covid-19 reopening.

Support expenditure, which includes salaries, marketing and publicity costs, office costs, outreach expenditure, premises costs, professional fees, finance costs, depreciation and governance costs increased by £78,978 to £736,162 reflecting the implementation of staffing changes and the increase in activity following the post Covid-19 reopening.

The operating profit, being net income/(expenditure) before finance costs and depreciation, of £19,186 decreased by £271,575 from the prior year operating profit of £295,561. The decrease was primarily the result of the one-off grants received in the prior year that funded both in-year expenditure and prior year deficit. The decrease in grant income was partially offset by the increase in course and other income arising from the post Covid-19 reopening.

Finance costs increased by £7,938 to £70,606 due to the impact of increased interest rates, net of the interest saving on the capital repayments on the Triodos loan made during the year.

The net loss after finance costs of £46,620 (2021: profit of £232,893) was after charging the finance costs of £70,606 (2021 - £62,668).

Depreciation costs increased by £113 to £58,946 due to the depreciation on the capital expenditure in the current year and prior year.

The net expenditure for the year, after finance costs and depreciation, was £105,566, a decrease of £279,626 from the preceding year net income of £174,060. The Future Plans section of this report explains the actions taken to improve the financial performance of the Company.

TRUSTEES' ANNUAL REPORT

Financial review (continued)

Fixed and intangible assets decreased by £56,946 to £1,472,964, as the depreciation charge for the year exceeded the capital expenditure on fixed asset additions.

Current assets decreased by £69,023 to £734,842 primarily due to the decrease in cash as a result of the operating deficit in the year and the reduction in other debtors due to the receipt of all prior year grant income.

Current liabilities increased by £31,520 to £623,082, primarily due to the decrease in other creditors arising from the timing of payments to tutors. Deferred income increased by £80,089 to £417,175, due to the higher course sales for the Autumn 2022 term compared to the prior year.

Non-current liabilities decreased by £51,923 to £1,544,172 as a result of the loan repayments made during the year.

Restricted funds decreased by £9,331 to £21,819 due to the excess of restricted expenditure over restricted income.

The general reserve deficit increased by £90,399 to £518,160 due to the net impact of the retained deficit for the year of £96,235 and the transfer of £5,836 from the revaluation reserve to the general reserve. The revaluation reserve decreased by £5,836 to £536,893 as a result of the additional depreciation on the revaluation surplus being transferred to the general reserve.

The total reserves of the Company decreased by £105,566 to £40,552 as a result of the retained deficit for the year.

Funds

The Company has a general fund and a revaluation reserve fund the accounting policy for which are described in note 1 to the Financial Statements. These funds are considered by the Trustees to be unrestricted funds.

The Company has a Developing Young Potential fund. This fund is a restricted fund. The Developing Young Potential fund holds the funds donated to enable the Company to fund bursary students, including Ukrainian refugees and their families.

The Company did not hold any designated funds as at 31 August 2022 (2021 - £nil).

Reserves policy

The Trustees intend to eliminate the deficit on general reserves by implementing a strategy to generate sustainable net profits in the future. Net profits will be generated by increasing income levels through the identification of additional revenue sources, including grants and by growing course revenue, together with continued control over costs. The Trustees intend to increase reserves to a level that will enable the Company to meet the overheads of the organisation for a three month period.

Future plans

In the immediate future the Company is engaged in ensuring that future individual tuition and group course income continues to increase through the provision of additional tuition, group courses and holiday courses. The Company will also look at other income generating opportunities that are consistent with its aims and objectives.

The Going Concern section of this report provides information on the budget for the Fy 22-23 year and the ability of the Company to continue to operate in the future.

The longer term future plans of the Company remain to maintain and develop its range of courses, tuition and events in order to sustain the level of charitable income from this source. The Company will need to balance the demands for tuition space arising from these plans against the other space requirements of the business and the need to maintain the level of rental income.

TRUSTEES' ANNUAL REPORT

Future plans (continued)

The Company plans to carefully increase its level of engagement in the local community by partnering with schools and other local community organisations who have a need for art, music and drama services or who will use such services to address local issues. The Company will need to balance the increased costs arising from the increased demands on its resources with the level of income earned to ensure that these activities are sustainable.

Going concern

As at the 31 August 2022 the Company had cash at bank and in hand of £613,385, current assets of £734,842 and current liabilities of £623,082. Net current assets were £111,760. After adjusting for the deferred income balance of £417,175, which represents future income rather than a current liability, the Company has net current assets of £528.935.

The total borrowings of the Company of £1,397,407 are secured on the Company's freehold property and have a repayment term of 17 years.

The Trustees believe that they are justified in preparing accounts on a going concern basis as the strategy and financial plan for the Company means that the Company has a realistic prospect of generating sustainable profits, generating positive cash flows and repaying its borrowings. In reaching this conclusion the Trustees have taken into account the following points:

- The unaudited budget for the year ending 31 August 2023 shows an operating profit of £178,464 and a surplus after finance costs of £99,173. This budget reflects the positive impact of the actions taken to generate income, including the price increases implemented in the Autumn 2022 term, the extension of term lengths, the increase in class sizes and the leasing of the café.
- The monthly cash flows for the year ending 31 August 2023 indicate that the Company will be able to maintain adequate cash reserves to be able to meet operating liabilities as and when they fall due over that period.
- The Company is currently funded with a 17 year loan facility.
- The Company holds title to freehold property which has been valued at £2.76 million, providing sufficient security for current and future borrowings.

Based on the above position the Trustees are satisfied that the Company has adequate resources to enable the Company to meet its commitments as they fall due and therefore the financial statements have been prepared on a going concern basis.

Auditors

It is the intention of the Board that auditors for the year ending 31 August 2022 will be proposed for appointment at the forthcoming Annual General Meeting.

Approved by the Board and signed on behalf of the Board of Trustees by:

Clare Cornwell 31 January 2023

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BLACKHEATH CONSERVATOIRE OF MUSIC AND THE ARTS LIMITED

Opinion

We have audited the financial statements of Blackheath Conservatoire Of Music And The Arts Limited (the 'charitable Company') for the year ended 31 August 2022 which comprise the Statement of Financial Activities, the Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable Company's affairs as at 31 August 2022 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the charitable Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

In auditing the financial statements, we have concluded that the Trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable Company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the Trustees with respect to going concern are described in the relevant sections of this report.

Other information

The Trustees are responsible for the other information. The other information comprises the information included in the Annual Report, other than the financial statements and our Report of the Independent Auditors thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BLACKHEATH CONSERVATOIRE OF MUSIC AND THE ARTS LIMITED (CONTINUED)

Other information (continued)

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Report of the Trustees for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Report of the Trustees has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Report of the Trustees.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of Trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the Trustees were not entitled to take advantage of the small companies' exemption from the requirement to prepare a Strategic Report or in preparing the Report of the Trustees.

Responsibilities of Trustees

As explained more fully in the Statement of Trustees' Responsibilities, the Trustees (who are also the directors of the charitable Company for the purposes of Company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the charitable Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the charitable Company or to cease operations, or have no realistic alternative but to do so.

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BLACKHEATH CONSERVATOIRE OF MUSIC AND THE ARTS LIMITED (CONTINUED)

Our responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Independent Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

- We obtained an understanding of the legal and regulatory frameworks that are applicable to the charity and determined that the most significant are the Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice) and the Charities SORP "Accounting and Reporting by Charities: Statement of Recommended Practice".
- The Charity is required to comply with charity law and, based on our knowledge of its
 activities, we identified that the legal requirement to accurately account for restricted funds
 was of key significance.
- We understood how the charity is complying with those frameworks via communication with those charged with governance, together with the review of the charity's documented policies and procedures.
- Our approach included agreeing the charity's recognition of income on the basis of the tuition delivered and to the terms of the underlying grant agreements and associated correspondence, the review of journal entries processed in the accounting records and the investigation of significant and unusual transactions identified from our review of the accounting records.
- Our approach was also to check that all restricted income was properly identified and separately accounted for and to ensure that only valid and appropriate expenditure was charged to restricted funds. This included reviewing journal adjustments and unusual transactions.
- Based on this understanding we designed our audit procedures to identify non-compliance
 with such laws and regulations. Our procedures involved review of the reporting to the directors
 with respect to the application of the documented policies and procedures and review of the
 financial statements to ensure compliance with the reporting requirements of the charity.

There are inherent limitations in the audit procedures described above and, the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we would become aware of it. The risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Independent Auditors

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BLACKHEATH CONSERVATOIRE OF MUSIC AND THE ARTS LIMITED (CONTINUED)

Use of our report

This report is made solely to the charitable Company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable Company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable Company and the charitable Company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Math

Matthew Elkins FCA (Senior Statutory Auditor) for and on behalf of Knox Cropper LLP Chartered Accountants and Statutory Auditors Office Suite 1
Haslemere House
Lower Street
Haslemere
Surrey
GU27 2PE

Date: 31 January 2023

STATEMENT OF FINANCIAL ACTIVITIES INCLUDING INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 August 2022

Income from	Notes	Unrestricted Funds £	Restricted Funds £	Total 2022 £	Total 2021 £
Donations and legacies Charitable activities Other trading activities	2 2 2	12,303 1,303,241 -	30,000	42,303 1,303,241 -	36,195 1,364,202 867
Total income		1,315,544	30,000	1,345,544	1,401,264
Expenditure on					
Charitable activities Raising funds		1,411,779	39,331	1,451,110	1,227,204
Total expenditure	3	1,411,779	39,331	1,451,110	1,227,204
Net (expenditure)/income		(96,235)	(9,331)	(105,566)	174,060
Transfers between funds		-	-	-	-
Net movement in (deficit)/funds		(96,235)	(9,331)	(105,566)	174,060
Reconciliation of funds Total funds at 1 September		114,968	31,150	146,118	(27,942)
Total funds at 31 August	13	18,733	21,819	40,552	146,118

All incoming resources and resources expended derive from continuing activities.

The notes on pages 16 to 27 form part of these financial statements.

STATEMENT OF CASHFLOWS AND RECONCILIATION OF NET DEBT FOR THE YEAR ENDED 31 August 2022

STATEMENT OF CASHFLOWS		2022 £	2021 £
Net cashflow from operating activities		31,896	271,536
Net cash used in investing activities Purchase of fixed assets		(2,000)	(2,247)
Net cash (used in)provided by financing activities New borrowing Repayment of loans		(56,273)	(18,752)
Change in cash and cash equivalents in the period		(26,377)	250,537
Cash and cash equivalents at the beginning of the period		639,762	389,225
Cash and cash equivalents at the end of the period		613,385	639,762
Reconciliation of net income to net cashflow from operating activities	1		
Net (expenditure)income for the reporting period		(105,566)	174,060
Decrease/(increase) in debtors Increase/(decrease) in creditors Depreciation		42,646 35,870 58,946	(73,037) 111,680 58,833
Net cashflow from operating activities		31,896	271,536
RECONCILIATION OF NET DEBT	As at 01.09.21 £	Cash flows	As at 31.08.22
Cash and cash equivalents	639,762	(26,377)	613,385
Loans falling due within one year	(57,585)	4,350	(53,235)
Loans falling due after more than one year	(1,396,095)	51,923	(1,344,172)
Net debt	(813,918)	29,896	(784,022)

COMPANY NUMBER: 03448894 BALANCE SHEET AT 31 August 2022

	Notes	20)22	20	21
Fixed assets		£	£	£	£
Intangible asset	6		•		-
Tangible assets	7		1,472,964		1,529,910
			1,472,964		1,529,910
Current assets					
Debtors	8	121,457		164,103	
Cash at bank and in hand		613,385	,	639,762	
		734,842		803,865	
Creditors: amounts falling	0	(600,000)		(E04 EC0)	
due within one year	9	(623,082)		(591,562)	
Net current assets			111,760		212,303
Total assets less current liabilities			1,584,724	•	1,742,213
Creditors: amounts falling					
due after more than one one one	10		(1,544,172)		(1,596,095
Net assets			40,552		146,118
Represented by:					<u></u>
Unrestricted Funds	13				
General Fund			(518,160)		(427,761)
Revaluation Reserve			536,893		542,729
			18,733		114,968
Restricted Funds	13	21,819		31,150	
			21,819	•	31,150
Total surplus			40,552		146,118
•					#

The financial statements have been prepared in accordance with the special provisions in Part 15 of the Companies Act 2006 relating to small companies.

Approved by the Board on 31 January 2023 and signed on behalf of the Board of Trustees by:

ClareDarnell

Clare Cornwell

The notes on pages 16 to 27 form part of these financial statements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

1 Accounting policies

Basis of preparation and accounting convention

The accounts have been prepared under the historical cost convention with items recognised at cost or transaction value unless otherwise stated in the relevant notes to these accounts.

The accounts have been prepared in £ GBP Sterling, which is the functional currency of the Charity. Monetary amounts in these financials statements are rounded to the nearest £.

The accounts have been prepared in accordance with the Statement of Recommended Practice Accounting and Reporting by Charities preparing their accounts in accordance with the Financial Reporting Standards applicable in the UK and Republic of Ireland (FRS 102) Second Edition issued in October 2019 and the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102 March 2018) and the Companies Act 2006.

The Charity constitutes a public benefit entity as defined by FRS 102.

Income

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably. Income is deferred only when the charity has to fulfil conditions before becoming entitled to it.

Legacies are included when the charity is advised by the personal representative of an estate that a legacy is probable and that payment will be made or property transferred and the amount involved can be quantified.

Donations are recognised when received. Grants are recognised when the charity has been informed that the grant has been unconditionally awarded.

Course fees are recognised when the course tuition has been provided to the student. Rental income is recognised evenly over the term of the lease. Other trading income is recognised when the event or activity has been provided to the customer.

Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that settlement will be required and the amount of the obligation can be measured reliably.

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with use of the resources. Resources expended includes VAT which cannot be recovered.

Raising funds consists of fundraising expenditure and allocated support costs. Charitable activities includes Tuition costs and Other Costs and support costs, including governance costs.

Debtors and creditors

Trade and Other Debtors are classified as basic financial instruments and are measured and recorded in the accounts at the initial transaction price.

Debtors and Creditors are subsequently measured at amortised cost using the effective interest rate method. Financial assets classified as receivable within one year and financial liabilities classified as payable within one year are not amortised.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

1 Accounting policies (continued)

Tangible fixed assets

Tangible fixed assets are included at cost with the exception of land and buildings, which are included at valuation. Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Freehold Buildings - 1% on cost Improvements to Property - 5% on cost Computer Equipment - 25% on cost Musical Instruments - 10% on cost Furniture and Equipment - 10% on cost

Depreciation is not provided on assets that are not in economic use by the year end date.

Intangible fixed assets

Intangible fixed assets represent website development costs and are included at cost. Depreciation is provided at the rate of 50% per annum to write off the asset over its estimated useful life.

Taxation

The Company is exempt from corporation tax as it is a registered charity that has claimed tax exempt status.

Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the Trustees. Restricted funds can only be used for particular restricted purposes within the objects of the Company. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes. Further explanation of the nature and purpose of each fund is included in note 13 to the financial statements.

Gifts in kind

The values attributed to gifts in kind are based on a reasonable estimate of their value to the Company, or the amount actually realised. Assets given for use by the Company are recognised as incoming resources when receivable.

Operating leases

Rentals applicable to operating leases are charged to the Income and Expenditure Account over the life of the lease.

Sale and leaseback

Sale and leaseback arrangements where substantially the risks and rewards of ownership of the asset remain with the Company are accounted for as finance arrangements in accordance with the requirements of FRS 102. The assets are retained on the Company's balance sheet and the proceeds of the sale are disclosed as a liability to the purchaser.

Significant management judgements and estimation uncertainties

The significant management judgements and estimation uncertainties are:

- Impairment of fixed assets whether management decisions or external events have caused the book value of the assets to exceed the value in use or sales value of the asset and, if they have, what adjustment should be made to the book value of the asset.
- Depreciation rates what depreciation rate best reflects the period that the fixed asset is expected
 to be used within the business
- Provisions for bad debts what level of provision reflects the amount of debtors that are anticipated at the year-end not to be collectible.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

2

Income				
	Unrestricted 2022 £	Restricted 2022 £	Total 2022 £	Total 2021 £
Donations and legacies:				
Donations	12,303	30,000	42,303	36,195
	12,303	30,000	42,303	36,195
Charitable activities:				
Course income	1,199,834	-	1,199,834	906,637
Grant income	•	-	•	375,535
Rental income	81,315	-	81,315	68,427
Other Income	22,092	-	22,092	13,603
	1,303,241	-	1,303,241	1,364,202
Other trading activities Rental income	 			867
Total income	1,315,544	30,000	1,345,544	1,401,264

Course income is considered by the Charity to be its principal source of funding, which supports the key objectives of the Charity to promote the study, knowledge, understanding and appreciation of art, music and drama.

3	Expenditure		
		2022 £	2021 £
	Costs directly allocated to activity		
	Tuition costs	674,594	552,325
	Other costs	40,354	17,695
	Support costs		
	Staff costs	415,830	354,371
	Office costs	55,775	55,133
	Outreach costs	-	-
	Marketing and publicity costs	21,015	18,290
	Premises costs	91,353	79,949
	Professional fees	12,977	20,740
	Finance costs	70,606	62,668
	Depreciation	58,946	58,833
	Governance	9,660	7,200
	Total expenditure	1,451,110	1,227,204

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

This is stated after charging:	2022	0001
	£	2021 £
Trustees emoluments		7 200
Depreciation of tangible and intangible assets	58,946	7,200 58,833
Staff costs	 	
	2022 £	2021 £
Wages and salaries	394,729	344,206
Social security costs and pension costs	21,101	10,165
	415,830	354,371
The average head count of staff employed during the year was:		
3 3	2022	2021
	No	. No
Charitable activities	24.92	23.25
	Staff costs Wages and salaries Social security costs and pension costs The average head count of staff employed during the year was:	Depreciation of tangible and intangible assets Staff costs 2022 £ Wages and salaries Social security costs and pension costs 21,101 415,830 The average head count of staff employed during the year was: 2022 No

No employee received employment benefits, excluding employer pension costs, of more than £60,000 during the year. (2021 – None).

No Trustee received any remuneration, reimbursed expenses or other benefits in the year (2021 – None).

Employment benefits received by Key Management Personnel amounted to £81,136. (2021 - £64,537).

Tuition services are provided to customers by self-employed tutors. The fees paid to the tutors are included within tuition costs. The monthly average of tutors during the year was 92,25 (2021 – 86,50).

6 Intangible fixed assets

The intangible fixed asset represents the cost of a website for the Company with transactional capabilities. The total cost of the asset is £27,000. A depreciation charge of £nil (2021 - £nil) was recorded on the intangible fixed asset in the year. The net book value of the intangible fixed asset as at the year-end is £nil (2021 - £nil).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

Tangible fixed assets	Freehold Property	Improvements to Property	Furniture and Equipment	Fixtures and Fittings	Musical Instruments	Computer Equipment	Total
Cost/Valuation:	£	£	£	£	£	£	£
At 1 September 2021 Additions Disposals	1,400,000	793,843 - -	58,528 - -	104,351 - -	59,076 2,000 -	106,146 - -	2,521,944 2,000
At 31 August 2022	1,400,000	793,843	58,528	104,351	61,076	106,146	2,523,944
Depreciation:							
At 1 September 2021 Charge for the year Disposals	192,000 14,000	480,619 39,692 -	58,528 - -	104,351 - -	59,076 50 -	97,460 5,204 -	992,034 58,946
At 31 August 2022	206,000	520,311	58,528	104,351	59,126	102,664	1,050,980
Net book value:							
At 31 August 2022	1,194,000	273,532			1,950	3,482	1,472,964
At 31 August 2021	1,208,000	313,224	-	-		8,686	1,529,910

The fixed assets are used for direct charitable purposes. The Triodos loan is secured by a fixed charge on the Conservatoire's Freehold Property (See Note 11). The freehold property, which has a cost of £697,927, was valued by Martin deVarga at £2,760,000 in December 2019.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

8	Debtors	2022 £	2021 £
	Trade debtors Prepayments Other debtors	115,682 5,485 290	130,779 3,424 29,900
		121,457	164,103
9	Creditors: amounts falling due within one year	2022 £	2021 £
	Other loans - Secured Trade creditors Taxation & social security Accruals Other creditors Deferred income	53,235 61,412 7,918 12,957 70,385 417,175	57,585 67,473 6,112 14,657 108,649 337,086
10	Creditors: amounts falling due after more than one year	2022 £	2021 £
	Bank loan 1-2 years Bank loan – Secured – 2-5 years Bank loan – Secured – Over 5 years Sale and leaseback liability	55,819 184,250 1,104,103 200,000	59,633 191,929 1,144,533 200,000
		1,544,172	1,596,095

The sale and leaseback liability relates to a sale and leaseback on a parcel of land adjacent to the Conservatoire's premises. The Conservatoire sold the land for £200,000 and entered into 99 year lease on the land for an annual rental of £1, with an option to repurchase the land at the higher of £200,000 or the market value of the land at the date the purchase option is exercised less 10%. The £200,000 sale proceeds are, under FRS102, disclosed as a creditor falling due after more than one year.

11	Secured loans	2022 £	2021 £
	Bank loan	1,397,407	1,453,680
		1,397,407	1,453,680

The bank loan as at the 31 August 2022 is secured by a fixed charge on certain of the Conservatoire's Freehold Properties. The loan bears interest at 3% above the Bank of England Base Rate with a minimum rate of 3.5% and is repayable in monthly instalments with a final payment in December 2039.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

12	Analysis of net assets between fund	s Unrest Fun £		Restric Fund £		Total 2022 £	Total 2021 £
	Fund balances are represented by: Tangible/intangible fixed assets Current assets Total liabilities	71	2,964 3,023 7,254)	21	,819	,472,964 734,842 ,167,254)	1,529,910 803,865 (2,187,657)
		1	8,733	21	,819	40,552	146,118
13	Movement in funds	B/fwd	Move in F	let ement unds £	Transf Betwee Funds	en	C/fwd
	Unrestricted funds General fund Revaluation reserve	(427,761) 542,729		5,235) -	5,8 (5,8		(518,160) 536,893
	Total unrestricted funds	114,968	(9	6,235)		_	18,733
	Restricted funds Developing Young Potential Fund	31,150	(!	9,331) - -		- - -	21,819
	Total restricted funds	31,150	(9,331)		_	21,819
	Total funds	146,118	(10	5,566)			40,552

The costs charged to the restricted funds represents the income that has been forgone which was funded by the restricted fund.

Developing Young Potential Fund (formerly the Bursary Fund)

Funds to offer disadvantaged or particularly talented bursary students financial support towards the fees charged for their tuition. This fund was expanded in the year to include bursaries granted to Ukrainian refugees and their families. Donations and funds raised from events are used to provide this support.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

14 Taxation

The nature of the income received and the Company's charitable activities means that no corporation tax liability arises on the results for the year. No VAT is recoverable on inputs or payable on outputs as the Company is not required to be registered for VAT.

15 Ultimate control

The Company is under no overall control, it is administered by the Trustees.

16 Operating leases

Operating leases	2022 £	2021 £
Within one year Within 2 to 5 years Over 5 years	- - -	- -
	-	- '

17 Related Party Transactions

No Trustee received any remuneration, reimbursed expenses or other benefits in the year (2021 – None).

18 Going Concern

As at the 31 August 2022 the Company had cash at bank and in hand of £613,385, current assets of £734,842 and current liabilities of £623,082. Net current assets were £111,760. After adjusting for the deferred income balance of £417,175, which represents future income rather than a current liability, the Company has net current assets of £528,935.

The total borrowings of the Company of £1,397,407 are secured on the Company's freehold property and have a repayment term of 17 years.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

18 Going Concern (continued)

The Trustees believe that they are justified in preparing accounts on a going concern basis as the strategy and financial plan for the Company means that the Company has a realistic prospect of generating sustainable profits, generating positive cash flows and repaying its borrowings. In reaching this conclusion the Trustees have taken into account the following points:

- The unaudited budget for the year ending 31 August 2023 indicates an operating profit of £178,464 and a surplus after finance costs of £99,173. This budget reflects the positive impact of the actions taken to generate income, including the price increases implemented in the Autumn 2022 term, the extension of term lengths, the increase in class sizes and the leasing of the café.
- The monthly cash flows for the year ending 31 August 2023 indicate that the Company will be
 able to maintain adequate cash reserves to be able to meet operating liabilities as and when
 they fall due over that period.
- The Company is currently funded by a loan facility with a 17 year remaining term.
- The Company holds title to freehold property which has been valued at £2.76 million, providing sufficient security for current and future borrowings.

Based on the above position the Trustees are satisfied that the Company has adequate resources to enable the Company to meet its commitments as they fall due and therefore the financial statements have been prepared on a going concern basis.

19 Post balance sheet events

There are no post balance sheet events requiring disclosure in these financial statements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

20 Comparative information

Income and Expenditure account - 2021 Income from	Notes	Unrestricted Funds £	Restricted Funds £	Total 2021 £
Donations and legacies Charitable activities Other trading activities	2 2 2	1,364,202 867	36,195 - -	36,195 1,364,202 867
Total income		1,365,069	36,195	1,401,264
Expenditure on				
Charitable activities Raising funds		1,198,012	29,192	1,227,204
Total expenditure	3	1,198,012	29,192	1,227,204
Net Income		167,057	7,003	174,060
Transfers between funds		-	-	-
Net movement in funds		167,057	7,003	174,060
Reconciliation of funds Total (deficit)/funds at 1 September		(52,089)	24,147	(27,942)
Total funds at 31 August	13	114,968	31,150	146,118

All incoming resources and resources expended derive from continuing activities.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

20 Compa	rative information (Continued)			
Incomin	g resources - 2021	,		
		Unrestricted 2021 £	Restricted 2021	Total 2021 £
Donatio	ns and legacies:			
Donation		-	36,195	36,19
		-	36,195	36,19
Charitab	ole activities:			
Course in	•	906,637	-	906,63
Grant inc		375,535	-	375,53
Rental in	come	68,427	-	68,42
Other Inc	come	13,603	-	13,60
		1,364,202	-	1,364,202
Other tra	ading activities			
Rental in		867	-	867
Total inc	ome	1,365,069	36,195	1,401,264
Analysi	s of net assets between funds - 2021	Unrestricted Funds	Restricted Funds	Total
Eupd ha	alances are represented by:	£	£	£
	e/intangible fixed assets assets	1,529,910 772,715 (2,187,657)	31,150	1,529,910 803,865 (2,187,657)
		114,968	31,150	146,118

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 August 2022

20 Comparative information (Continued)

Movement in funds 2021		Net Movement	Transfer Between	
	B/fwd £	in Funds £	Funds £	C/fwd £
Unrestricted funds General fund	(600,654)	167,057	5,836	(427,761)
Revaluation reserve	548,565	-	(5,836)	542,729
Total unrestricted funds	(52,089)	167,057		114,968
	(02,003)		4:	
Restricted funds Developing Young Potential Fund	24,147	7,003	-	31,150
Outreach Fund	-	-	-	-
Total restricted funds	24,147	7,003	-	31,150
				
Total funds	(27,942)	174,060	•	146,118