



Putting music at the heart of Bristol life

BMT ENTERPRISES LTD
ANNUAL REPORT & FINANCIAL STATEMENTS
FOR THE YEAR ENDED
31 MARCH 2020

Company Number: 07575415



CONTENTS

DIRECTORS AND ADVISORS	2
DIRECTORS' REPORT	3
STATEMENT OF DIRECTORS' RESPONSIBILITIES	4
INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BMT ENTERPRISES LTD	5
PROFIT & LOSS	8
BALANCE SHEET	9
STATEMENT OF CASH FLOWS	10
NOTES TO THE FINANCIAL STATEMENTS	11

DIRECTORS AND ADVISORS

Directors

The Directors who held office at the year-end are given below:

Non-executive

<i>Tony Cherry (Chair)</i>	<i>Appointed 8 Oct 2018</i>
<i>Simon Chapman</i>	<i>Reappointed 16 Feb 2015</i>
<i>Sonia Mills</i>	<i>Appointed 8 Oct 2018</i>
<i>Craig Gentle</i>	<i>Appointed 8 Oct 2018</i>
<i>Louise Mitchell</i>	<i>Reappointed 8 Oct 2019</i>
<i>Clare Jack</i>	<i>Appointed 9 Oct 2017</i>

Executive

Louise Mitchell (Chief Executive)
Clare Jack (Chief Operating Officer)

Registered Office

Bristol Beacon
Trenchard Street
Bristol
BS1 5AR

Auditor

RSM UK Audit LLP
Chartered Accountants
Hartwell House
55-61 Victoria Street
Bristol
BS1 6AD

Bankers

NatWest
PO Box 3232
Bristol City Office
32 Corn Street
Bristol
BS1 1HQ

DIRECTORS' REPORT

The directors present their report and the audited Financial Statements of the Company for the year ended 31 March 2020.

Principal Activity

BMT Enterprises Ltd has been established as a wholly owned trading subsidiary of Bristol Music Trust and began its operations on 1 May 2011. The company (no. 07575415) is registered in England & Wales and manages the commercial (non-primary purpose trading) activities associated with Bristol Music Trust, a registered charity in England & Wales (no. 1140898), and a non-profit making company limited by guarantee registered in England & Wales (no. 07531978) which manages the operations of Bristol Beacon Hall and promotes music and music education across Bristol and the South West of England.

BMT Enterprises Ltd manages its commercial activities (including catering, hire of conferencing facilities and meeting-rooms at Bristol Beacon, and the provision of box office services to other arts organisations) for the benefit of the charity and all profits will be gift-aided to Bristol Music Trust on an annual basis. A cost sharing agreement is in place to ensure that BMT Enterprises Ltd pays Bristol Music Trust for its use of Bristol Beacon and other services.

Future Plans

The financial year 2020/21 will be significantly affected by the COVID-19 pandemic. The commercial business of BMTEL built on hiring space in the foyer building, will be unable to operate, although some critical hires can continue such as blood donors and indoor market retail-type fairs. The full amount of income loss has been mitigated by furloughing staff and claiming the Job Retention Scheme grant.

We expect to re-start small COVID-19 safe commercial events in the foyer building as permitted in Spring 2021. This is expected to allow BMTEL to breakeven in the year.

We have adopted the HMG planning assumptions that we will be able to start rebuilding our business in Spring 2021. In 2021/22 the budget reflects a conservative approach to rebuilding commercial income at only 70% of 2019/20 levels.

Statement as to Disclosure of Information to the Auditor

The directors who were in office on the date of approval of these Financial Statements have confirmed, as far as they are aware, that there is no relevant audit information of which the auditor is unaware. Each of the directors have confirmed that they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that it has been communicated to the auditor.

Auditor

The auditor, RSM UK Audit LLP, Chartered Accountants, has indicated its willingness to continue in office.

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies' exemption.

This report was approved by the directors on 29 March 2021, and was signed on their behalf by:



.....
S. Chapman
29 March 2021

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law).

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period.

In preparing those financial statements, the directors are required to:

- A. select suitable accounting policies and then apply them consistently;
- B. make judgements and accounting estimates that are reasonable and prudent;
- C. prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and 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.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BMT ENTERPRISES LTD

Opinion

We have audited the financial statements of BMT Enterprises Ltd (the 'company') for the year ended 31 March 2020 which comprise the profit and loss account, the balance sheet, the statement of cash flows 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, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2020 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- 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 Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the 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

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information. 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.

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 there is a material misstatement in the financial statements or a material misstatement of the other information. 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.

Opinions 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 directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report 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 company and its environment obtained in the course of the audit, we have not identified material misstatements in the Directors' report.

We have nothing to report in respect of the following matters in relation to which 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 directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies exemption from the requirement to prepare a strategic report or in preparing the directors' report.

Responsibilities of directors

As explained more fully in the directors' responsibilities statement set out on page 4, the directors 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 directors 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 directors are responsible for assessing the 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 directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's 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 an auditor's report 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.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: <http://www.frc.org.uk/auditorsresponsibilities>

This description forms part of our auditor's report.

Use of our report

This report is made solely to the 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 company's members those matters we are required to state to them in an auditor's 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 company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

RSM UK Audit LLP

.....
Anna Spencer-Gray

For and on behalf of RSM UK AUDIT LLP, Statutory Auditor

Chartered Accountants

Hartwell House

55-61 Victoria Street

Bristol

BS1 6AD

30.3. 2021

PROFIT & LOSS

	Notes	2020 £	2019 £
Turnover	1	342,680	595,367
Cost of Sales		(173,563)	(267,044)
Gross Profit		169,117	328,323
Administrative expenses		(41,632)	(249,300)
Operating Profit	2	127,485	79,023
Interest payable and similar charges			
Profit on ordinary activities before taxation		127,485	79,023
Tax on profit on ordinary activities	3	-	-
Profit for the financial year		127,485	79,023

The Company has no recognised gains and losses other than the results above and therefore no separate statement of total recognised gains and losses has been presented.

The results for the year above are derived from continuing activities.

BALANCE SHEET

	Notes	2020 £	2019 £
Fixed assets			
Tangible assets	5	9,337	13,121
Current assets			
Stock	6	10,229	11,063
Debtors	7	22,255	38,242
Cash at bank and in hand		222,158	42,202
Total current assets		254,642	91,507
Creditors: amounts falling due within one year	8	(263,978)	(25,604)
Net current assets/(liabilities)		(9,336)	65,903
Total assets less current liabilities		1	79,024
Creditors: amounts falling due after more than one year		-	-
Net Assets		1	79,024
Capital and reserves			
Called-up share capital	9	1	1
Profit and loss account	10	-	79,023
Equity shareholders funds		1	79,024

The financial statements on pages 8 to 15 were approved by the directors and authorised for issue on 29 March 2021, and signed on their behalf by:



.....
S. Chapman

Company Number: 07575415

STATEMENT OF CASH FLOWS

	Notes	2020 £	2019 £
Cash generated by operating activities	12	<u>190,647</u>	<u>(267,772)</u>
Cash flows from investing activities			
Interest Income		-	-
Purchase of tangible fixed assets		-	(1,512)
Total cash flows from investing activities		<u>-</u>	<u>(1,512)</u>
Cash flows used in financing activities		<u>-</u>	<u>-</u>
(Decrease)/Increase in cash for the year		<u>179,956</u>	<u>(269,284)</u>
Total cash brought forward		<u>42,202</u>	<u>311,486</u>
Total cash carried forward		<u>222,158</u>	<u>42,202</u>

NOTES TO THE FINANCIAL STATEMENTS

1 PRINCIPAL ACCOUNTING POLICIES

Accounting Convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102"), the requirements of the Companies Act 2006 as applicable to companies subject to the small companies regime, and under the historical cost convention. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

Stocks

Stocks are stated at the lower of cost and net realisable value. Net realisable value is the price at which stocks can be sold in the normal course of business after allowing for the costs of realisation.

Tangible Fixed Assets

All tangible assets purchased that have an expected useful economic life that exceeds one year and a value of more than £1,000 are capitalised and classified as fixed assets. Any equipment or assets purchased for less than £1,000 per item will be accounted for as expenditure in the year of purchase. Tangible fixed assets are stated at historical cost less depreciation. Depreciation is provided on all tangible fixed assets at rates calculated to write each asset down to its estimated residual value over its expected useful life, as follows:

Furniture, fixtures and fittings	3-5 years straight line
IT equipment	3 years straight line
Plant & Machinery	3-10 years straight line
Catering equipment	3 years straight line

Going Concern

The Trustees have presented the accounts on a going concern basis. In reaching this conclusion, they have reviewed the BMT group income and expenditure and cashflow forecast for the financial year 2020/21 together with the budget and cashflow for 2021/22. BMTEL is a wholly owned subsidiary of BMT and the staff engaged in BMTEL activity are employees of BMT. The Trustees of BMT have provided a letter of support in favour of BMTEL Ltd.

As a result of the COVID-19 pandemic, for the current financial year 2020/21, there is expected to be minimal income earned by BMTEL with a small surplus after an appropriate allocation of costs from BMT.

For the following financial year 2021/22, the budget and cashflow are based the assumptions of gradual recovery of business throughout the year. Commercial income is based on current enquiries and repeat client business at only 70% of 2019/20 levels. The budget has been subject to sensitivity analysis by the Senior Management Team and has been drawn on a conservative basis with contingency built in.

The Directors consider there are no material uncertainties that would cast significant doubt around BMT Enterprises Limited's ability to operate as a going concern or a period of at least 12 months from the date of approval of the financial statements. The accounts have therefore been compiled on a going concern basis.

Turnover

Turnover represents the sales value of goods purchased for retail in the United Kingdom and is stated net of value added tax. Revenue is recognised at the point of sale.

2 OPERATING PROFIT

	2020	2019
	£	£
Operating profit is after charging:		
Auditors' remuneration:		
As auditors	2,800	4,000
For other services	3,050	3,050
stock expense	35,475	134,945

3 TAX ON PROFIT ON ORDINARY ACTIVITIES

	2020	2019
	£	£
Current tax:		
UK corporation tax at 19%	-	-

The tax charge for the year is the same as the standard rate of corporation tax in the UK (19%) as explained below:

	2020	2019
	£	£
Profit on ordinary activities before taxation	127,485	79,023
Profit on ordinary activities before tax multiplied by the standard rate in the UK of 19%	24,222	15,805
Qualifying Charitable donations	(24,222)	(15,805)
Current tax charge for the year	-	-

4 STAFF NUMBERS

The average number of persons employed during the period was as follows:

2020	2019
No.	No.
3	2

5 TANGIBLE FIXED ASSETS

	Plant & Machinery	IT Equipment	Fixtures & Fittings	Total
	£	£	£	£
Cost:				
01-Apr-19	10,623	12,728	92,809	116,160
Additions	-	-	-	-
Disposals	-	-	-	-
31-Mar-20	10,623	12,728	92,809	116,160
Depreciation:				
01-Apr-19	(7,548)	(8,259)	(87,232)	(103,039)
Charge for the year	(567)	(881)	(2,336)	(3,784)
Disposals	-	-	-	-
31-Mar-20	(8,115)	(9,140)	(89,568)	(106,823)
Net book value:				
31-Mar-20	2,508	3,588	3,241	9,337
31-Mar-19	3,075	4,469	5,577	13,121

6 STOCKS

	2020	2019
	£	£
Goods for resale	10,229	11,063

7 DEBTORS

	2020	2019
	£	£
Amounts falling due within one year:		
Trade debtors	18,257	37,195
Other debtors	(7,367)	-
Prepayments	674	-
Accrued income	-	1,047
Amounts owed by group	10,691	-
	22,255	38,242

8 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2020	2019
	£	£
Trade creditors	4,577	3,360
Other taxation and social security costs	3,527	376
Pension contributions payable	-	600
Deferred income	26,795	19,727
Amounts owed to group	227,447	-
Accruals	1,633	1,541
	<u>263,979</u>	<u>25,604</u>

9 CALLED-UP SHARE CAPITAL

	2020	2019
	£	£
Authorised		
1 ordinary share of £1 each	<u>1</u>	<u>1</u>
Alotted, called-up and fully paid		
1 ordinary share of £1 each	<u>1</u>	<u>1</u>

10 PROFIT AND LOSS ACCOUNT

	2020	2019
	£	£
At the beginning of the year	79,023	-
Profit for the financial year	127,485	79,023
Distribution under gift aid	(206,508)	-
At the end of the year	<u>-</u>	<u>79,023</u>

11 RECONCILIATION OF MOVEMENTS IN SHAREHOLDER'S FUNDS

	2020	2019
	£	£
Opening shareholder's funds	79,024	1
Profit for the financial year	127,485	79,023
Distribution under gift aid	(206,508)	-
Closing shareholder's funds	<u>1</u>	<u>79,024</u>

12 RECONCILIATION OF NET CASHFLOW FROM OPERATING ACTIVITIES

	Company	Company
	2020	2019
	£	£
Profit after taxation	127,485	79,023
Distribution under gift aid	(206,508)	-
Add depreciation charge	3,784	6,470
Decrease/(increase) in stock	834	23,798
(increase)/decrease in debtors	15,987	(10,291)
(Decrease)/increase in creditors	238,374	(366,772)
Net cash used in operating activities	179,956	(267,772)

13 FINANCIAL COMMITMENTS

At 31 March 2020 BMT Enterprises Ltd had no annual commitments under non-cancellable operating leases (2019: £nil).

14 RELATED PARTY TRANSACTIONS

In accordance with FRS 102 Section 1A Appendix C35 the Company has taken advantage of the exemption not to disclose transactions with the ultimate parent company Bristol Music Trust.

15 ULTIMATE PARENT ORGANISATION

The Company's parent organisation and ultimate controlling party is Bristol Music Trust, a registered charity.