

THE UK ASSOCIATION FOR MUSIC EDUCATION - MUSIC MARK

England & Wales · Charity number 1118542

Details

Other names	THE FEDERATION OF MUSIC SERVICES
Status	Registered
Legal form	Charitable company
Company number	06134823
Registered	2007-03-26
Register	View on the Charity Commission register

Contact

Address	Music Mark PO Box 800 Winchester SE1 2EL
Phone	02036339863
Email	bridget.whyte@musicmark.org.uk
Website	www.musicmark.org.uk

Activities

Objects: TO ADVANCE THE EDUCATION OF THE PUBLIC IN THE ART OF MUSIC THROUGH THE PROVISION OF MUSIC SERVICES IN THE UK.

Activities: The Objects of the Charity are to advance the education of the public in the art of music.

Classification

- **How:** Provides Services, Provides Advocacy/advice/information, Sponsors Or Undertakes Research, Acts As An Umbrella Or Resource Body
- **What:** Education/training, Arts/culture/heritage/science
- **Who:** Children/young People, The General Public/mankind

Geography

- **Area of benefit:** NOT DEFINED IN PRACTICE NATIONAL
- Guernsey
- Isle Of Man
- Jersey
- Scotland
- Throughout England And Wales

Finances

Period end	Income	Expenditure	Assets	Employees
2025-03-31	£815,943	£784,540	£318,082	13
2024-03-31	£793,202	£693,640	£286,678	12
2023-03-31	£410,426	£546,689	-	-
2022-03-31	£325,575	£496,173	-	-
2021-03-31	£641,092	£298,213	£493,977	4

Trustees

Name	Role	Appointed
Charlotte Payne		2024-11-07
Ciaran O'Donnell		2023-10-20
Jan Ford		2020-11-12
John Calister		2025-11-06
Peter Smalley		2017-03-02
Philip Flood		2025-11-06
Professor Jennifer Henley		2024-11-07
SARAH LEE		2023-10-20
Steven Greenall		2025-01-28

THE UK ASSOCIATION FOR MUSIC EDUCATION - MUSIC MARK

England & Wales - Charity number 1118542

Accounts

The UK Association for Music Education – Music Mark

UNAUDITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

for the year ended

31 March 2025

Company Registration No 6134823

Charity Registration No 1118542

The UK Association for Music Education – Music Mark

REFERENCE AND ADMINISTRATIVE INFORMATION

Company Name	The UK Association for Music Education – Music Mark
Registered Company Number	6134823
Registered Charity Number	1118542
Registered Office	Southgate Chambers 37-39 Southgate Street Winchester SO23 9EH
Board of Trustees	Ciaran George O'Donnell - Elected October 2023 Clair McColl - Elected October 2022 Charlotte Erica Payne - Elected November 2024 Emma Calvert - Resigned November 2024 Gemma Price - Elected October 2022 Jennifer Susan Henley - Elected November 2024 Janice Ford - Co-opted November 2021 Jennifer Gilbert - Resigned November 2024 Steven Robert Greenall - Co-Opted December 2024 (Treasurer from July 2025) Peter Bolton (Treasurer until July 2025) Peter Nicholas Smalley (Chair) Sarah Louise Lee - Elected October 2023 Yogesh Dattani - co-opted November 2021
Champions	Kadiatu Kanneh-Mason Kris Halpin Nathaniel Dye Faz Shah
Company Secretary and Chief Executive	Bridget Whyte
Independent Examiner	Liv Burrell ACA CTA Knox Cropper LLP 65-68 Leadenhall Street London EC3A 2AD
Bankers	CAF Bank Limited 25 Kings Hill Avenue, Kings Hill, West Malling, Kent ME19 4JQ
Solicitors	Bates Wells 10 Queen Street Place London EC4R 1BE

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

TRUSTEES' ANNUAL REPORT

The Trustees (who are also directors for the purposes of company law) present their report and the financial statements of the UK Association for Music Education – Music Mark (the “Charity” or “Music Mark”) for the year ended 31 March 2025. The Trustees have adopted the provisions of the Statement of Recommended Practice (SORP) “Accounting and Reporting by Charities”, to be compliant with Financial Reporting Standard (FRS) 102.

Reference and administrative information set out on page 2 forms part of this report. The financial statements have been prepared in accordance with the accounting policies set out on pages 18-19 and comply with the applicable law, the Memorandum of Articles of Association and the requirements of the Charities SORP (FRS 102).

OBJECTIVES AND ACTIVITIES

Charitable Objects

As stated in its Memorandum of Articles and Association, Music Mark’s charitable objects are to advance the education of the public in the art of music.

Music Mark is a membership organisation for music education professionals with both individual and organisation membership options. Organisations include local authority and independent Music Services, for other music education organisations, their teaching and support teams, their partners and schools. We advocate on behalf of those members meaning that we ‘speak and act in support of music as a subject, and we promote best practice’. We strive to ensure that all stakeholders understand the value and life-changing potential of music for all children and young people.

Music Mark is also a subject association. Subject associations speak for their subject communities; they are able to undertake research into their members’ concerns and to reflect these back to policy makers. A subject association is never only one lone voice but instead is the collective voice of their subject community; working to ensure the highest quality of teaching.

Principal Activities

Music Mark’s vision is:

Accessible and excellent musical learning and engagement inspiring and enriching the lives of all children and young people.

It meets its charitable objects in pursuit of its vision through its mission:

Supporting, connecting and influencing in pursuit of a high quality, equitable, diverse, inclusive music education for all children and young people.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

Music Mark's four strategic priorities for 2023-2026, together with a set of internal objectives to underpin these priorities was published in March 2023

Support	We will provide an engaging, rigorous and diverse programme of training and professional development. Training will include topics such as leadership, fundraising, good governance and marketing. Professional Development opportunities will include peer-to-peer mentoring, professional coaching and conferences for practitioners and leaders. We will challenge established ways of working to employ new and innovative ways of delivering training, ensuring our support is structured in a way that is truly useful for multiple organisation types in the sector.
Partnerships	At a national level we will strengthen our existing partnerships as well as build and implement new partnerships within and beyond the music and education sectors. We will also advocate for the importance of partnerships at a local and regional level through a UK-wide campaign which promotes and champions the value of partnership working, supporting our members to develop fruitful and productive partnership through our toolkits and resources. We will use partnerships with others to ensure children and young people across the UK, including from areas of particularly low cultural engagement, have access to a quality music education.
Advocacy	We will continue to advocate at a local, regional and national level for the importance of music education and will develop and deliver relevant, needs driven, campaigns ourselves and with partners. We will, in partnership, continue to collate resources and provide support and role modelling to the wider sector around governance, workforce, participation and programming. We will maintain our role in helping to shape policy by bringing insights from the sector to the right people in government and arms-length bodies across the UK, and highlight activity from across the UK on the international stage.
Insights and Impact	We will commission and champion high quality research and its outcomes, making a digestible and navigable library of evidence available to the sector, in particular filling gaps in current sector knowledge. We aim to support the sector to increase their data literacy, carry out their own research and make data-driven decisions. We will also evaluate our impact as a membership organisation on the organisations and individuals we support as well as the impact of our work on the children and young people who access music education in the UK.
The UK Association for Music Education - Music Mark	In order to deliver our strategic priorities there are also things we plan to do internally to increase the rigour and sustainability of the organisation and to put us in the optimal position to realise our goals. This includes our plans to: <ul style="list-style-type: none"> • review and augment our Advisory Committee to be more representative of the sector and create additional consultative groups. • continue to regularly and meaningfully consult our members. • create a National Youth Council for Music Education to influence our priorities. • build capacity within the organisation to support the delivery of this plan and diversify the staff team. • work to become more financially resilient as a result of diversifying our income streams through fundraising.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

Public Benefit

The Trustees have referred to the guidance offered by the Charity Commission in reviewing aims and objectives and in planning activities. In particular, the Trustees consider how planned activities will contribute to the aims and objectives and they ensure that these activities are carried out for the public benefit by delivering services that are valued by members and enable those with responsibility in the sector to develop and adopt best practice.

ACHIEVEMENTS AND PERFORMANCE

2024/25 has been a year of stability and growth for Music Mark following the appointment of a larger staff team in 2023/24. With more staff the charity has been able to develop additional streams of work, expand its reach and increase its advocacy.

Change remains significant in music education and the election of a new government in July 2024 has resulted in a number of significant reviews taking place which will have a longer-term impact particularly in England. Advocacy work in England has included speaking regularly to Department for Education officials as well as an invited speaker at an Education Select Committee hearing (May 2024). The research commissioned from the independent think tank Demos was published in February 2025, confirming regular calls by the sector over the past few years for increased and sustained investment. Music Mark led on a set of recommendations to Welsh Government on Instrumental and Vocal Teacher Terms and Conditions and the CEO continued to support the Music Education Partnership Group in Scotland. Some commissioned research in early 2025 has been completed and will inform development of engagement in Northern Ireland in 2025/26.

The Music Mark Annual Conference in 2024 took place in Nottingham. The theme was sustainability in music education. As with the 2023 conference, it was very well attended with 267 delegates, 59 speakers, 58 exhibitors and additional young people as performers. The feedback received from both delegates and exhibitors/sponsors was positive.

Partnerships are a key priority for Music Mark. In the autumn of 2024 it was confirmed that Young Sounds UK would deliver the (English) Music Opportunities Pilot with a number of partners including Music Mark. The charity's role is to host and develop a National Working Group on Progression as well as providing a platform to support and connect the programme into the Music Mark membership. Ongoing partnerships with the ABRSM, PMLL, Brass Bands England and the two other Subject Associations – the ISM and the MTA – have supported the charity's vision for stronger connections at a national level to support the music education ecology regionally and locally. Music Mark also continues to work closely with its key funder – Arts Council England – to co-support the Music Hub network across England through training, 1-2-1 support, advice and resources.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

Trustees Report

In 2024/25 the expanded staff team (appointed in 2023), which has seen no changes in personnel during the year, has enabled the charity to expand and develop its work which has been valued by an increased Membership base. The Programmes and Engagement Director - Rosie Lowe - went on maternity leave in January 2024 and through an open recruitment process a consultant who has been working with Music Mark - Gary Griffiths - was appointed to cover for her. This resulted in a smooth transition within the senior leadership team.

A number of consultants continue to work with Music Mark as speakers and advisors throughout the year.

A review of the Charity's policies and governance arrangements is ongoing, but has already ensured closer compliance with Charity Law and a more focused approach to board meetings and governance.

For the first time, Music Mark undertook a recruitment process to appoint Co-opted Trustees to the Board. There were four applications and one appointment (Steven Greenhall). One of the candidates decided to take a role on the Advisory Committee (Jo Glanville)

Going concern

The financial statements have been prepared under the going concern basis. The trustees have reviewed the financial outlook for the next 12 months. The charity has healthy reserves and stable membership income and thus the trustees consider that the charity is a going concern

FINANCIAL REVIEW

Music Mark recorded a surplus of income over expenditure for the year totalling £31,403 compared to a surplus of £99,562 for 2023/24.

Unrestricted income increased this year by £25,800 to £801,867 compared to last year.

Expenditure of £15,218 against restricted funds represents £14,813 used for the North West Conference and remaining ACE grant money used to towards Music Education Hub partnership projects.

Expenditure from unrestricted funding increased by £96,830 to £769,322. This rise was primarily driven by increased spending on membership support, training and education events, as well as related consultancy services used to support and run events and training. Additionally, the expansion of activities resulted in increased costs, admin, travel and new team members, impacting payroll expenses.

Unrestricted reserves increased from £285,536 to £318,082. There are no restricted funds carried forward.

Cash balances decreased by £2,524 to £322,826

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

Reserves Policy

Through careful management of income and expenditure, Music Mark has built up reserves over the past years for general contingency requirements.

The Trustees have reviewed the level of free reserves (those not tied up in fixed assets, designated for a specific purpose or restricted) and consider that a level of free reserves equivalent to three months' management and administration costs to be sufficient to ensure that the Charity could continue to meet the needs of beneficiaries and stakeholders in the event of unexpected, substantial adverse financial circumstances.

Unrestricted reserves standing at £318,082 represent 4.54 months of 2025/26 budgeted management and administration expenditure, excluding costs of delivering conferences, training and other events. This level is therefore in line with the policy.

Investment Policy

The aim of the Investment Policy is to protect the capital value of funds held and, ideally, allow them to be inflation proofed over the long-term. Given the value of funds held and the need to meet short and medium-term requirements, in an environment of low risk-free investment returns, funds are held in an interest-bearing bank deposit account. All income from investments is used for furthering the charitable objectives.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Constitution of the Charity and the nature of the Governing Document

The Charity is a company limited by guarantee (registered number 6134823) and is governed by its Memorandum and Articles of Association (Adopted 18 May 2007, revised 7 February 2013 and 4 November 2021).

The Charity is registered with the Charity Commission (registered number 1118542) and does not have share capital, cannot pay dividends and must utilize all its funds to further its stated charitable objectives.

Recruitment and Appointment of Trustees

The appointment of the Board of Trustees is governed by the Charity's constitution. Elected trustees are drawn by nomination from the Membership, with a voting process for eligible Members where there are more candidates than available posts. Elected trustees generally serve for a term of three years ending on the third AGM following election. The Board also has the option to co-opt a further six trustees by skill set to complement the elected board. Co-opted trustees serve for terms of one year which can be renewed at the discretion of the board.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

Those who served during the year were:

Charlotte Erica Payne		Elected Member (November 2024)
Ciaran George O'Donnell		Elected Member
Clair McColl		Elected Member
Emma Calvert		Elected Member (resigned November 2024)
Gemma Price		Elected Member
Janice Ford		Co-opted Member
Jennifer Susan Henley		Elected Member (November 2024)
Jennifer Gilbert		Elected Member (resigned November 2024)
Peter Bolton	(Treasurer)	Co-opted Member
Peter Nicholas Smalley	(Chair)	Co-opted Member
Sarah Louise Lee		Elected Member (Elected October 2023)
Steven Robert Greenall		Co-opted Member (appointed December 2024)
Yogesh Dattani	(ED&I Lead)	Co-opted member

Induction and Training of New Trustees

All new Trustees attend an induction Trustee Board Meeting where their roles are fully explained. They receive regular information about the work of the charity, where appropriate, signposted to relevant trustee training and, in the view of the Trustees, have enough knowledge of their specific field to understand the nature of the Charity and fully comply with the Charity's current views of its progression. Trustees may claim for reasonable expenses (as determined by an agreed policy) incurred in undertaking the Charity's business, but they receive no remuneration or other financial benefit.

Organisational Structure and Management

According to the Charity's constitution, the Board of Trustees must hold at least three meetings per year to take decisions about the strategic direction and running of the Charity, as guided by the Chief Executive.

Strategic and operational delivery is undertaken by the Chief Executive and a team of directors, managers and officers. Additional, specialist support is brought in by way of a number of freelance contractors and suppliers (including HR, IT and finance).

Equality of Opportunity

Music Mark is committed to a policy of equal opportunities for all employees and to ensuring within the framework of the law that its workplaces are free from unlawful or unfair discrimination. The principles of equality are embedded within the Music Mark ethos and are consistently adhered to in all activity including recruitment (Board and staff), planning and delivering events and services, marketing and communications and within programme development.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

Risk management

The Trustees and the Chief Executive pay due care and attention to risk management and it is a standing agenda item at all Board meetings. The Chief Executive, on behalf of the Trustees, maintains an ongoing Risk Register covering all areas of financial, regulatory, business, and operational risk.

The Chief Executive is tasked to alert Trustees to new or increased risks identified in any category so that mitigating actions can be agreed and implemented as appropriate. Risk assessment of all new activities is fully undertaken by way of Trustee discussions and, where necessary, expert advice is sought and followed.

The principal risks faced by the Charity, and the actions to mitigate these risks, are considered to be:

<i>Risk</i>	<i>Mitigation</i>
Degree of dependence on Music Service and lead organisation of Music Hub membership income.	Continued review and development of Membership benefits alongside messaging that membership is available to all those working in the music education sector across the UK. The diversifying of income streams to include grants, partnerships and sponsorship.
Membership dissatisfaction with support services provided.	Understanding by the staff team as to what constitutes success for a membership organisation. Clarity of commitment to purpose, analysis of feedback and to action. Regular regional and peer-group consultation and networking events for Members to ensure understanding of the value of membership. An annual membership survey.
Loss of key staff.	Regular review of remuneration packages, roles and responsibilities and staff support and development opportunities.
Elected trustee body lacking in all relevant skills.	An annual skills audit is carried out and reviewed by the Trustees with co-option of Trustees with desired knowledge areas or skill-sets to supplement those of elected Trustees undertaken.

Related Parties

None of the current Trustees have any beneficial interest in any contract with the Charity. Eleven of the Trustees who served during the year were employed during the year by Music Services or Music Education Organisations that paid annual Membership fees. One of the Trustees is an individual Member of Music Mark and one is the CEO of an Industry Partner.

In carrying out its objectives the Charity works in partnership with other organisations. None of these organisations is a related party within the terms of the SORP.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

Funds held on behalf of others

In the ordinary course of business, Music Mark holds and administers funds, from time to time, on behalf of groups of Music Education Organisation Members. Funds are held within Music Mark's bank accounts but are accounted for separately (see Note 17). Disbursement of these funds is made on written agreement from the fund holder(s).

PLANS FOR THE FUTURE

Music Mark continues to focus on the three core values identified as part of the 2023 to 2026 business plan:

- ◆ **Bold:** we are the voice of music education, ambitious for ourselves and the sector, striving for excellence in all that we do and enable.
- ◆ **Open:** we are open to new ideas, ways of working, and to diversity of experiences; we create spaces where all are welcome and platform marginalised voices; we are always learning and improving.
- ◆ **Useful:** everything we do is relevant and useful for the individuals and organisations we support; we recognise we're not always the expert and believe that partnership working is key.

Our activities also continue to be focused around the four areas of work identified as priorities for 2023-26 and woven into our Investment Principles Support Organisation application to Arts Council England:

- ◆ Support – providing an engaging, rigorous and diverse programme of training and professional development for our Membership and the wider Music Education Sector.
- ◆ Partnerships – strengthening our existing partnerships and building new ones at a national level and advocating the value of partnership working at a local and regional level.
- ◆ Advocacy – advocating at a local, regional and national level for the importance of music education including delivering relevant, needs-driven campaigns and collating and sharing guidance, resources and information which supports a high quality, equitable, diverse and inclusive sector.
- ◆ Insights and Impact – commissioning and championing research and its outcomes, promoting the importance of data literacy, and evaluating our impact as a membership association and Investment Principles Support Organisation.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

Objectives for 2025/26

During the next year it will remain a key objective for Music Mark to support its membership to navigate change. In England this will specifically be linked to new government policies and programmes including the outcome of the Curriculum and Assessment Review, Devolution and Local Government Reorganisation and the establishment of a new National Centre for Arts and Music Education. Music Mark will continue to champion the importance of music education as ongoing increased financial pressures on families and schools across the UK is resulting in increased inequitable access to opportunities. In addition, the charity will continue to focus on Equity, Diversity and Inclusion, Sustainability/the climate crisis, and develop / launch a new campaign linked to music teacher recruitment and retention.

The Board of Trustees and Chief Executive have agreed upon the following specific activities for the forthcoming year in line with the organisation's charitable objectives:

- ◆ Continue to provide regular opportunities for the membership to feed into Music Mark's work in providing support and connections as well as ensuring the voices of members are influencing policy and practice.
- ◆ To run online and in-person events and training for all those working in music education as leaders, teachers and support staff, including the Annual Conference (November 2025).
- ◆ To specifically provide support to the leaders of music education organisations as they navigate local, regional and national changes through 1-2-1 conversations, peer mentoring, training, and regional and national meetings.
- ◆ Increase its support of schools through networking and training opportunities as one of three Music Subject Associations, and develop its work with Higher and Further Education institutions.
- ◆ Remain committed to ensuring that Music Mark is equitable, diverse and inclusive in the areas of governance, workforce, audiences and programming and promotes these values to its membership and the wider sector.
- ◆ Continue to work with Positive Planet to find ways in which Music Mark can reduce its carbon footprint and support its membership and the wider sector to do so through training and resources.
- ◆ To research, develop and deliver a campaign which promotes the teaching of music (curriculum and instrumental/vocal learning) to help with ensuring the recruitment and retention of this vital workforce.
- ◆ Develop partnerships which ensure that young people's voices are heard at a national level in music education policy and practice.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2025

STATEMENT OF TRUSTEES' RESPONSIBILITIES

The Trustees (who are also directors of The UK Association for Music Education – Music Mark for the purposes of company law) are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company, including the income and expenditure of the charitable 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 SORP;
- ◆ Make judgments 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.
- ◆ Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

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

This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small entities.

The UK Association for Music Education – Music Mark
TRUSTEES' REPORT
For the year ended 31 March 2025

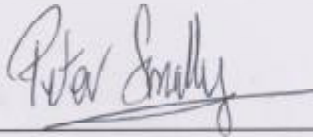
INDEPENDENT EXAMINATION

For the year ended 31 March 2025 the Charity qualifies for an independent examination of its financial statements.

Approval

Approved by the Trustees on **9 Oct** 2025 and signed on their behalf by:

Peter Smalley
Chair of Trustees



REPORT OF THE INDEPENDENT EXAMINER TO THE MEMBERS OF THE UK ASSOCIATION FOR MUSIC EDUCATION – MUSIC MARK

Independent examiner's report to the trustees of Music Mark

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2025.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5) (b) of the 2011 Act.

Independent Examiner's Statement

The charitable company's gross income exceeded £250,000 and I am qualified to undertake the examination by being a qualified member of ICAEW. I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

- 1 accounting records were not kept in respect of the Company as required by section 386 of the 2006 Act; or
- 2 the accounts do not accord with those records; or
- 3 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
- 4 the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities.

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



Liv Burrell ACA CTA

For and on behalf of Knox Cropper LLP

Chartered Accountants
65-68 Leadenhall Street
London
EC3A 2AD

Date: 06/11/2025

The UK Association for Music Education – Music Mark

STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)

For the year ended 31 March 2025

		Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	<i>Note</i>	Funds	Funds	Funds	Funds	Funds	Funds
		£	£	2025	£	£	2024
				£			£
Income from:							
Donations and legacies	2	400,614	-	400,614	418,987	-495	418,492
Charitable activities	3	314,566	14,076	328,642	286,480	17,630	304,110
Other trading activities	4	77,357	-	77,357	62,070	-	62,070
Investments	5	9,330	-	9,330	8,530	-	8,530
Total income		801,867	14,076	815,943	776,067	17,135	793,202
Expenditure on:							
Raising funds	6	24,584	-	24,584	18,607	-	18,607
Charitable activities	7	721,963	15,218	737,181	633,869	16,348	650,217
Other	8	22,775	-	22,775	20,016	4,800	24,816
Total expenditure		769,322	15,218	784,540	672,492	21,148	693,640
Net income/(expenditure)		32,545	-1,142	31,403	103,575	-4,013	99,562
Transfer		-	-	-	-1,532	1,532	-
Net movement in funds		32,545	-1,142	31,403	102,043	-2,481	99,562
Reconciliation of funds:							
Total funds brought forward		285,536	1,142	286,678	183,493	3,623	187,116
Total funds carried forward		318,082	-	318,082	285,536	1,142	286,678

All activities derive from continuing operations.

A Statement of Recognised Gains and Losses is not required as all gains and losses are included in the Statement of Financial Activities.

The notes on pages 18 to 27 form part of these financial statements

The UK Association for Music Education – Music Mark

BALANCE SHEET as at 31 March 2025

	Note	£	Total funds 31-Mar-25 £	Total funds 31-Mar-24 £
Fixed Assets				
Tangible Assets	15	2,649	-	-
			2,649	-
Current assets:				
Debtors	16	155,182	109,127	
Cash at bank and in hand	17	322,826	325,350	
Total current assets		478,008	434,477	
Liabilities:				
Creditors: amounts falling due within one year	18	-162,575	-147,799	
Net current assets			315,433	286,678
Total net assets			318,082	286,678
The funds of the charity:	20			
Unrestricted funds			318,082	285,536
Restricted income funds			-	1,142
Total charity funds			318,082	286,678

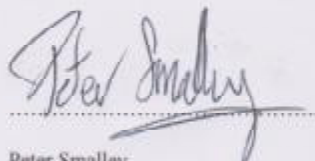
For the year ended 31 March 2025 the charity was entitled to exemption from audit under Section 477 of the Companies Act 2006 relating to small companies.

The members have not required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

The directors acknowledge their responsibility for complying with the requirements of the Act with respect accounting records and for the preparation of the accounts.

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements were approved by the Trustees and authorised for issue on **9 Oct 2025** and were signed on their behalf by:



Peter Smalley
Chair



Peter Bolton
Trustee and Honorary Treasurer

Registered Company Number 6134823

The UK Association for Music Education – Music Mark

STATEMENT OF CASH FLOWS For the Year ended 31 March 2025

	<i>Note</i>	Total funds 31-Mar-25	Total funds 31-Mar-24
		£	£
Cash flows from operating activities			
Net Cash provided by (used in) Operating activities	<i>(See below)</i>	- 11,854	- 1,142
Cash flows from investing activities			
Investment income		9,330	8,530
Change in Cash and Cash Equivalents in the Reporting Period		<u>- 2,524</u>	<u>7,388</u>
Cash and Cash Equivalents at the Beginning of the Reporting Period		325,350	317,962
Cash and Cash Equivalents at the End of the Reporting Period		<u><u>322,826</u></u>	<u><u>325,350</u></u>
Reconciliation of net movement in funds to net cash flow from operating activities			
Net movement in funds for the reporting period		31,723	99,562
Adjustments for:			
Investment income		- 9,330	- 8,530
(Increase)/decrease in debtors		- 46,055	- 67,946
Increase/(decrease) in creditors		14,776	- 24,228
Purchase of Fixed Assets		- 2,969	-
Net cash provided by (used in) operating activities		<u><u>-11,854</u></u>	<u><u>-1,142</u></u>
Analysis of cash and cash equivalents			
Cash at bank		<u>322,826</u>	<u>325,350</u>
Total cash and cash equivalent		<u><u>322,826</u></u>	<u><u>325,350</u></u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

1 ACCOUNTING POLICIES

1.1 ACCOUNTING CONVENTIONS

The financial statements have been prepared under the historical cost convention and in accordance with the Companies Act 2006 and, as a public benefit entity, also with the requirements of the Statement of Recommended Practice Accounting and Reporting by Charities under Financial Reporting Standard (FRS) 102.

The financial statements are prepared in sterling, which is the functional currency of the Charity.

Monetary amounts in these financial statements are rounded to the nearest pound.

1.2 GOING CONCERN

The financial statements have been prepared on a going concern basis.

Having carried out regular review of services and provision, and funding, the indication is that the charity will remain solvent. Trustees remain satisfied that the charity has sufficient cash flow to meet its liabilities as they fall due for at least one year from the date of approval of the financial statements.

1.3 ACCOUNTING ESTIMATES

In the view of the Trustees in applying the accounting policies adopted, no judgements were required that have a significant effect on the amounts recognised in the financial statements, nor do any estimates or assumptions made carry a significant risk of material adjustment in the next financial year.

1.4 TANGIBLE FIXED ASSETS AND DEPRECIATION

Assets with a cost in excess of £500 that are intended to be of on-going use to Music Mark in carrying out its activities are capitalised as fixed assets.

Depreciation is provided at rates calculated to write off the cost of fixed assets, less their residual value, over their expected useful lives on the following basis:

Office Equipment - 3 years on a straight-line basis

1.5 INCOME

All incoming resources are included on the Statement of Financial Activities when the Charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

Some Music Service and corporate members' membership fees relate to the twelve months following joining Music Mark. These fees are credited to income pro rata in accordance with the financial year.

Income received in advance of the period or the event to which it relates is shown as deferred income at the balance sheet date.

1.6 EXPENDITURE

All expenditure is accounted for on an accruals basis as the liability is incurred and has been classified under headings that aggregate all costs related to each activity.

1.7 VALUE ADDED TAX

The Charity is registered for Value Added Tax and charges and remits and recovers tax as appropriate on its income and expenditure.

1.8 TAXATION

The Charity is exempt from tax on income and gains falling within sections 472-489 of the Corporation Tax Act 2010 or section 252 of the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objects.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

1.9 FUND ACCOUNTING

Unrestricted funds can be used in accordance with the charitable objectives at the Trustees' discretion.

Restricted funds can only be used for prescribed purposes, within the objects of the Charity, when specified by the donor or when funds are raised for particular identified purposes. Further explanation of the nature of each fund is included in the notes to the financial statements.

1.10 STAFF AND SUPPORT COSTS

Staff costs are attributed to activities based on estimates of time spent by each member of staff on each activity. The costs of support activities, being General management and Governance as detailed in Notes 9a and 9b, are allocated to the expenditure headings that appear on the Statement of Financial Activities in proportion to the directly attributed staff costs, subject to any specific allowances specified in the terms of the use of restricted funds.

1.11 FINANCIAL INSTRUMENTS

The Charity has elected to apply the provisions of Section 11 'Basic Financial instruments' of FRS102 to all of its financial instruments. Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Basic financial assets, which include trade and other receivables and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest.

Basic financial liabilities, including trade and other payables that are classified as debt, are initially recognised at the transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities then, in which case, trade payables are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest rate method.

1.12 CASH AND CASH EQUIVALENTS

Cash and cash equivalents include cash at banks and in hand and short-term deposits with a maturity date of three months or less.

2 INCOME - DONATIONS AND LEGACIES

	Unrestricted Funds	Restricted Funds	Total Funds 2025	Unrestricted Funds	Restricted Funds	Total Funds 2024
	£	£	£	£	£	£
Arts Council England (ACE)	400,614	-	400,614	400,612	495	400,117
Sponsorship	-	-	-	14,375	-	14,375
Donations	-	-	-	4,000	-	4,000
Total donations and legacies	400,614	-	400,614	418,987	495	418,492

The negative restricted income of Nil (2024 - £495) is due to a reduction to the grant income as the project was an underspend.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

3 INCOME - CHARITABLE ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2025	£	£	2024
Membership services:						
Membership subscriptions	164,041	-	164,041	157,367	-	157,367
Annual conference fees	103,788	14,076	117,864	92,628	-	92,628
Other conference fees	5,793	-	5,793	4,980	17,630	22,610
Education services:						
Training course fees	20,253	-	20,253	12,135	-	12,135
Services	20,691	-	20,691	19,370	-	19,370
Total charitable activities	314,566	14,076	328,642	286,480	17,630	304,110

4 INCOME - OTHER TRADING ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2025	£	£	2024
Advertising	34,500	-	34,500	39,950	-	39,950
Sponsorship	37,857	-	37,857	17,120	-	17,120
Services	5,000	-	5,000	5,000	-	5,000
Total other trading activities	77,357	-	77,357	62,070	-	62,070

Sponsorship includes income received for promotional services provided for the Associated Board of the Royal Schools of Music (ABRSM).

5 INCOME – INVESTMENTS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2025	£	£	2024
Bank interest	9,330	-	9,330	8,530	-	8,530
Total investment income	9,330	-	9,330	8,530	-	8,530

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

6 EXPENDITURE - RAISING FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2025	£	£	2024
			£			£
Staff costs (direct)	11,070	-	11,070	7,788	-	7,788
Support and indirect staff costs	13,514	-	13,514	10,819	-	10,819
Total Raising funds	24,584	-	24,584	18,607	-	18,607

Costs of raising funds represents staff time, associated support costs for identifying and applying for grant income and developing other income streams.

7 EXPENDITURE - CHARITABLE ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2025	£	£	2024
			£			£
Membership support:						
Freelance and consultants	17,883	405	18,288	32,297	450	32,747
Technical support and other	2,167	-	2,167	1,835	-	1,835
Bad debts & miscellaneous	550	-	550	-	-	-
Staff costs (direct)	211,834	-	211,834	179,201	-	179,201
Support and indirect staff costs	113,648	-	113,648	93,436	-	93,436
Annual and other conferences:						
Hotel and venue hire	79,301	8,470	87,771	75,667	11,437	87,104
Technical support and other	32,730	4,523	37,253	31,086	4,461	35,547
Freelance and consultants	2,488	1,820	4,308	339	-	339
Printing	-	-	-	-	-	-
Staff costs (direct)	32,454	-	32,454	29,797	-	29,797
Support and indirect staff costs	25,958	-	25,958	21,681	-	21,681
Training and education:						
Freelance and consultants	45,937	-	45,937	33,898	-	33,898
Bad debts & miscellaneous	1,316	-	1,316	-	-	-
Technical support and other	2,701	-	2,701	9,574	-	9,574
Staff costs (direct)	83,378	-	83,378	67,936	-	67,936
Support and indirect staff costs	69,618	-	69,618	57,122	-	57,122
Total Charitable activities	721,963	15,218	737,181	633,869	16,348	650,217

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

8 OTHER EXPENDITURE

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2025			2024
	£	£	£	£	£	£
Other trading activities:						
Technical support and other	70	-	70	1,768	4,800	6,568
Staff costs (direct)	15,301	-	15,301	12,371	-	12,371
Support and indirect staff costs	7,404	-	7,404	5,877	-	5,877
Total	22,775	-	22,775	20,016	4,800	24,816

9a SUPPORT COSTS – General management

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2025			2024
	£	£	£	£	£	£
General management:						
IT & general office costs	19,422	-	19,422	24,236	-	24,236
Insurance	1,353	-	1,353	1,209	-	1,209
Consultancy & support fees	3,869	-	3,869	6,040	-	6,040
Travel and subsistence	14,808	-	14,808	16,712	-	16,712
Printing and advertising	1,544	-	1,544	2,579	-	2,579
Accountancy services	47,608	-	47,608	45,753	-	45,753
Staff costs	-	-	-	43,140	-	43,140
Staff training	6,464	-	6,464	4,011	-	4,011
Total General management	95,068	-	95,068	143,680	-	143,680

9b SUPPORT COSTS – Governance

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2025			2024
	£	£	£	£	£	£
Governance:						
Staff costs	-	-	-	26,201	-	26,201
Accounts preparation	3,392	-	3,392	3,084	-	3,084
Independent examination	2,800	-	2,800	2,000	-	2,000
Travel and meeting costs	7,674	-	7,674	4,493	-	4,493
Strategic development	40,777	-	40,777	9,477	-	9,477
Total Governance costs	54,643	-	54,643	45,255	-	45,255
Total support costs	149,711	-	149,711	188,935	-	188,935

Governance costs include staff costs for supporting the Trustee meetings for the strategic planning for the charity, the preparation of statutory accounts and independent examination fees.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

10 ALLOCATION OF SUPPORT COSTS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2025	£	£	2024
	£	£	£	£	£	£
Raising funds	13,514	-	13,514	10,819	-	10,819
Charitable activities:						
Membership support	113,648	-	113,648	93,436	-	93,436
Annual and other conferences	25,958	-	25,958	21,681	-	21,681
Education services	69,618	-	69,618	57,122	-	57,122
Other expenditure	7,404	-	7,404	5,877	-	5,877
Total allocated support costs	230,143	-	230,143	188,935	-	188,935

Support costs are allocated to other activities in proportion to direct staff costs incurred by those activities.

11 EMPLOYEES

	Year ended 31-Mar	Year ended 31-Mar
	2025	2024
	No.	No.
The average number of employees during the year was:		
Chief Executive	1	1
Office and administrative support	12	11
	<u>13</u>	<u>12</u>
The average number of full-time equivalent employees during the year	<u>10</u>	<u>9</u>

12a STAFF COSTS

	Year ended 31-Mar	Year ended 31-Mar
	2025	2024
	£	£
Staff costs for the above employees:		
Wages and salaries	393,484	331,881
National insurance	34,521	27,238
Pension contributions	8,778	7,316
	<u>436,783</u>	<u>366,435</u>

Pension contributions relate to payments made for members of staff in the NEST auto-enrolment scheme.

The number of higher paid employees was as follows:

	Year ended 31-Mar	Year ended 31-Mar
	2025	2024
	No.	No.
Total emoluments (salary)		
£80,000 to £89,999	1	1

The Trustees consider that the Chief Executive represents the key management personnel for the Charity. The total remuneration (salary, Employer's National insurance costs and pension contributions) for the Chief Executive for the year was £80,929 (2024 - £77,877).

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

12b ALLOCATION OF STAFF COSTS BY ACTIVITY

	Unrestricted Funds	Restricted Funds	Total Funds 2025	Unrestricted Funds	Restricted Funds	Total Funds 2024
	£	£	£	£	£	£
Activities:						
Raising funds	11,070	-	11,070	7,788	-	7,788
Membership support	211,834	-	211,834	179,201	-	179,201
Annual and other conferences	32,454	2,316	34,770	29,797	-	29,797
Education services	83,378	-	83,378	67,936	-	67,936
Other trading activities	15,301	-	15,301	12,371	-	12,371
Support costs:						
General management	51,276	-	51,276	43,140	-	43,140
Governance	29,156	-	29,156	26,202	-	26,202
Total staff costs	434,467	2,316	436,783	366,435	-	366,435

Staff costs have been allocated to activities, including to support costs, based on the estimated time spent.

13 NET INCOME

	Year ended 31-Mar 2025	Year ended 31-Mar 2024
	£	£
Net income is stated after charging:		
Independent examiner's fee: - current year	2,800	2,000
Independent examiner's fee: - prior year	-	-
	<u><u>2,800</u></u>	<u><u>2,000</u></u>

14 TRUSTEES' REMUNERATION AND EXPENSES

During the year a total of £1,337 was paid to five Trustees in reimbursement expenses. (2024 - £457).

15 Tangible Assets

	Year ended 31-Mar 2025	Year ended 31-Mar 2024
	£	£
Office Equipment		
Balance at the beginning of the year	-	-
Addition during the year	2,969	-
Disposed of during the year	-	-
Depreciation charge for the year	- 320	-
	<u><u>2,649</u></u>	<u><u>-</u></u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

16 DEBTORS

	Year ended 31-Mar	Year ended 31-Mar
	2025	2024
	£	£
Trade debtors	64,540	56,287
Other debtors:		
Prepayments	90,907	52,825
Accrued income	- 265	15
	<u>155,182</u>	<u>109,127</u>

17 CASH AT BANK AND AT HAND

	Year ended 31-Mar	Year ended 31-Mar
	2025	2024
	£	£
Bank – current accounts	500	800
Bank – deposit accounts	320,194	324,550
Equal expenses cards	2,132	-
	<u>322,826</u>	<u>325,350</u>

18 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

		Year ended 31-Mar	Year ended 31-Mar
	Note	2025	2024
		£	£
Other taxes and social security costs		- 827	14,132
Other creditors (see below)		21,551	21,520
Accruals & deferred income	19	86,996	84,522
Trade creditors		54,855	27,625
		<u>162,575</u>	<u>147,799</u>

Other Creditors breakdown

Monies held for regional groups of music service members

MusicHE		987	-
West Midlands		5,197	12,189
Eastern		4,538	4,538
North East		5,789	1,793
		<u>16,511</u>	<u>18,520</u>
PMLL liabilities for licence invoices raised		5,040	3,000
		<u>21,551</u>	<u>21,520</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

19 ACCRUALS AND DEFERRED INCOME

	Year ended 31-Mar 2025	Year ended 31-Mar 2024
	£	£
Trade accruals	7,931	7,564
Total Accruals and creditors	<u>7,931</u>	<u>7,564</u>
Deferred income:		
Annual subscriptions	53,440	48,995
Training fees	25	3,588
Sponsorship and other funding	16,225	15,000
Services	9,375	9,375
Total Deferred income	<u>79,065</u>	<u>76,958</u>
Totals	<u><u>86,996</u></u>	<u><u>84,522</u></u>

Deferred Income

	Year ended 31-Mar 2025
	£
Deferred income at 1 April 2024	76,958
Income deferred in the year	79,065
Amounts released from previous years	<u>-76,958</u>
Deferred income at 31 March 2025	<u><u>79,065</u></u>

20 ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted Funds	Restricted Funds	Total Funds 2025	Unrestricted Funds	Restricted Funds	Total Funds 2024
	£	£	£	£	£	£
Tangible Assets	2,649	-	2,649	-	-	-
Current assets	478,008	-	478,008	433,335	1,142	434,477
Current liabilities	-162,575	-	-162,575	-147,799	-	-147,799
Total funds	<u>318,082</u>	<u>-</u>	<u>318,082</u>	<u>285,536</u>	<u>1,142</u>	<u>286,678</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2025

21 MOVEMENT IN FUNDS

	At 1st April 2024	Income	Expenditure	Transfer between funds	At 31st March 2025
	£	£	£	£	£
Unrestricted funds:					
General fund	285,536	801,867	-769,322	-	318,082
Restricted income funds:					
Arts Council England	405	-	405	-	-
North West Conference	737	14,076	14,813	-	-
				-	-
Total Restricted Funds	1,142	14,076	-15,218	-	-
Total Funds	286,678	815,943	-784,540	-	318,082

21 MOVEMENTS IN FUNDS (continued)

	At 1st April 2023	Income	Expenditure	Transfer between funds	At 31st March 2024
	£	£	£	£	£
Unrestricted funds:					
General fund	183,493	776,067	-672,492	1,532	285,536
Restricted income funds:					
Arts Council England LDP	1,350	495	-450	-	405
North West Conference	2,273	17,630	-20,698	1,532	737
Total Restricted Funds	3,623	17,135	-21,148	1,532	1,142
Total Funds	187,116	793,202	-693,640	-	286,678

Restricted funds for the Arts Council England shown in table above totalling £405 was an underspend due to not receiving purchase invoice for a contracted cost, this was cleared in 2024-25. The North West Conference balance of £737 was used in the 2024 Conference.

22 RELATED PARTY TRANSACTIONS

Thirteen trustees who served during the year; Ciaran O'Donnell, Clair McColl, Charlotte Payne, Emma Calvert, Gemma Price, Jennifer Henley, Jan Ford, Jennifer Gilbert, Steven Greenall, Peter Bolton, Peter Smalley, Sarah Lee and Yogesh Dattani were employed during the year by Music Education Organisations that paid membership fees, and for conference and training attendance. These fees were at standard, advertised 'arms-length' rates.

THE UK ASSOCIATION FOR MUSIC EDUCATION - MUSIC MARK

England & Wales - Charity number 1118542

Accounts

The UK Association for Music Education – Music Mark

UNAUDITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

for the year ended

31 March 2024

Company Registration No 6134823

Charity Registration No 1118542

The UK Association for Music Education – Music Mark

REFERENCE AND ADMINISTRATIVE INFORMATION

Company Name	The UK Association for Music Education – Music Mark
Registered Company Number	6134823
Registered Charity Number	1118542
Registered Office	Southgate Chambers 37-39 Southgate Street Winchester SO23 9EH
Board of Trustees	Ciaran George O'Donnell - Elected October 2023 Clair McColl - Elected October 2022 Emma Archer - Resigned July 2023 Emma Calvert - Elected November 2021 Gemma Price - Elected October 2022 James Dickinson (Chair)- Resigned December 2023 Jan Ford - Elected November 2021 Jennifer Gilbert - Elected November 2021 Martin Fautley - Resigned April 2023 Peter Bolton (Treasurer) Peter Smalley (Chair) Sarah Louise Lee - Elected October 2023 Thom Meredith - Resigned August 2023 Yogesh Dattani - Elected November 2017 and co-opted November 2021
Champions	Kadiatu Kanneh-Mason Faz Shah
Company Secretary and Chief Executive	Bridget Whyte
Independent Examiner	Simon Goodridge FCA Knox Cropper LLP 65-68 Leadenhall Street London EC3A 2AD
Bankers	CAF Bank Limited 25 Kings Hill Avenue, Kings Hill, West Malling, Kent ME19 4JQ
Solicitors	Bates Wells 10 Queen Street Place London EC4R 1BE

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

TRUSTEES' ANNUAL REPORT

The Trustees (who are also directors for the purposes of company law) present their report and the financial statements of the UK Association for Music Education – Music Mark (the “Charity” or “Music Mark”) for the year ended 31 March 2024. The Trustees have adopted the provisions of the Statement of Recommended Practice (SORP) “Accounting and Reporting by Charities”, to be compliant with Financial Reporting Standard (FRS) 102.

Reference and administrative information set out on page 2 forms part of this report. The financial statements have been prepared in accordance with the accounting policies set out on pages 18-19 and comply with the applicable law, the Memorandum and Articles of Association and the requirements of the Charities SORP (FRS 102).

OBJECTIVES AND ACTIVITIES

Charitable Objects

As stated in its Memorandum of Articles and Association, Music Mark’s charitable objects are to advance the education of the public in the art of music.

Music Mark is a membership organisation for local authority and independent Music Services, for other music education organisations, their teaching and support teams, their partners and their schools. We advocate on behalf of those members meaning that we ‘speak and act in support of music as a subject, and we promote best practice’. We strive to ensure that all stakeholders understand the value and life-changing potential of music for all children and young people.

Music Mark is also a subject association. Subject associations speak for their subject communities; they are able to undertake research into their members’ concerns and to reflect these back to policy makers. A subject association is never only one lone voice but instead is the collective voice of their subject community; working to ensure the highest quality of teaching.

Principal Activities

Music Mark’s vision is:

Accessible and excellent musical learning and engagement in and out of school, for all children and young people, which inspires and enriches their lives.

It meets its charitable objects in pursuit of its vision through its mission:

Supporting, connecting and influencing in pursuit of a high quality, equitable, diverse, inclusive music education for all children and young people.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

A updated set of four strategic priorities together with an underpinning set of statements linked to internal development for 2023 to 2026 were published in March 2023

Support	We will provide an engaging, rigorous and diverse programme of training and professional development. Training will include topics such as leadership, fundraising, good governance and marketing. Professional Development opportunities will include peer-to-peer mentoring, professional coaching and conferences for practitioners and leaders. We will challenge established ways of working to employ new and innovative ways of delivering training, ensuring our support is structured in a way that is truly useful for multiple organisation types in the sector.
Partnerships	At a national level we will strengthen our existing partnerships as well as build and implement new partnerships within and beyond the music and education sectors. We will also advocate for the importance of partnerships at a local and regional level through a UK-wide campaign which promotes and champions the value of partnership working, supporting our members to develop fruitful and productive partnership through our toolkits and resources. We will use partnerships with others to ensure children and young people across the UK, including from areas of particularly low cultural engagement, have access to a quality music education.
Advocacy	We will continue to advocate at a local, regional and national level for the importance of music education and will develop and deliver relevant, needs driven, campaigns ourselves and with partners. We will, in partnership, continue to collate resources and provide support and role modelling to the wider sector around governance, workforce, participation and programming. We will maintain our role in helping to shape policy by bringing insights from the sector to the right people in government and arms-length bodies across the UK, and highlight activity from across the UK on the international stage.
Insights and Impact	We will commission and champion high quality research and its outcomes, making a digestible and navigable library of evidence available to the sector, in particular filling gaps in current sector knowledge. We aim to support the sector to increase their data literacy, carry out their own research and make data-driven decisions. We will also evaluate our impact as a membership organisation on the organisations and individuals we support as well as the impact of our work on the children and young people who access music education in the UK.
The UK Association for Music Education - Music Mark	In order to deliver our strategic priorities there are also things we plan to do internally to increase the rigor and sustainability of the organisation and to put us in the optimal position to realise our goals. This includes our plans to: <ul style="list-style-type: none"> • review and augment our Advisory Committee to be more representative of the sector and create additional consultative groups. • continue to regularly and meaningfully consult our members. • create a National Youth Council for Music Education to influence our priorities. • build capacity within the organisation to support the delivery of this plan and diversify the staff team. • work to become more financially resilient as a result of diversifying our income streams through fundraising.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

Public Benefit

The Trustees have referred to the guidance offered by the Charity Commission in reviewing aims and objectives and in planning activities. In particular, the Trustees consider how planned activities will contribute to the aims and objectives and they ensure that these activities are carried out for the public benefit by delivering services that are valued by members and enable those with responsibility in the sector to develop and adopt best practice.

ACHIEVEMENTS AND PERFORMANCE

2023/24 has been a period of significant growth for Music Mark as it has taken up its role as an Arts Council England Investment Principles Support Organisation. The staff team has expanded from 6 staff to 12 (9.44 FTE). This increase has had a hugely positive impact on delivery, allowing the organisation to run more training and events, increase its social media presence, and provide more member support, connection and influence. Operationally, Music Mark has reviewed and enhanced its internal HR and H&S processes and systems, increased organisational resilience and improved its digital infrastructure.

Music Education remains a changing landscape and Music Mark has been at the heart of conversations across the four UK nations. This has included a growing relationship and more formal partnership with the new National Music Service for Wales, continuing to act as an 'external assessor' for the Music Education Partnership Group Board of Trustees in Scotland, and the CEO sitting on the new National Plan for Music Education Monitoring Board. Music Mark's advocacy work continued, meeting regularly with the Department for Education in England to advocate on behalf of our members and the sector at large on a number of issues. Where the sector-wide challenges have been significant, Music Mark has worked in partnership with the Musicians' Union and Independent Society of Musicians to more-effectively advocate and campaign, most notably around Teachers Pension Scheme and wider financial pressures for Music Services.

The 2023 Music Mark Annual Conference took place in Southampton with the theme of Dynamism. The conference was very well attended, with over 270 delegates interacting with 80 speakers and performers, including 25 young people, and 58 exhibitors from our Industry Partners. The overall feedback from the conference was positive and the financial outturn was better than in 2022.

As part of Music Mark's increased activity, the charity has developed new partnerships with some key organisations including a partnership with Brass Bands England linked to Child Performance Licencing and Music for Youth and Sound Connections to develop national Youth Voice opportunities in Music Education. The organisation continues to have strong partnerships with the ABRSM, the Printed Music Licence Limited (PMLL) and has relaunched #CanDoMusic the partnership with the two other Music Subject Associations which was created during the pandemic.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

Trustees Report

In 2023/24 a new staff structure was implemented and appointments were made, primarily over the first half of the year. In total, Music Mark recruited 8 new members of staff for 6 new roles. This included replacing two staff members who left the organisation – Naomi Smith and Lucy Lorimer – both from the Marketing and Comms team. The field of applicants was strong for every role recruited to, the CEO and Trustees are very happy with the newly-formed team. As part of the restructure, Kikelomo Agunbiade was appointed as a consultant – to conduct some research into Music Mark's schools work which clarified the purpose and function of the Schools Lead position. This was advertised in the second half of the year and completed the new staff structure with the appointment of Abi Marrison in October 2023.

Gary Griffiths continued to work with Music Mark as a consultant and the charity engaged a number of other consultants as speakers and advisors throughout the year.

With the appointment of a Memberships and Operations Director, Chris Buglass, work on a review of the Charity's policies and governance arrangements commenced in April 2023. This work is ongoing, but has already ensured closer compliance with Charity Law and a more focused approach to board meetings and governance.

Going concern

The financial statements have been prepared under the going concern basis. The trustees have reviewed the financial outlook for the next 12 months. The charity has healthy reserves and stable membership income and thus the trustees consider that the charity is a going concern

FINANCIAL REVIEW

Music Mark recorded a surplus of income over expenditure for the year totalling £99,562 compared to a deficit of £136,263 for 2022/23.

Unrestricted income increased this year by £454,722 to £776,067 compared to last year.

Expenditure of £21,148 against restricted funds represents £20,698 used for the North West Conference and remaining ACE grant money used to towards Music Education Hub partnership projects.

Expenditure from unrestricted funding increased by £333,476 to £672,492. This rise was primarily driven by increased spending on membership support, training and education events, as well as related consultancy services used to support and run events and training. Additionally, the expansion of activities resulted in increased costs for accounts, admin, travel and new team members, impacting payroll expenses.

Unrestricted reserves increased from £183,493 to £285,536. The restricted funds carried forward of £1,142 comprises unspent ACE programme fund, and £737 designated for the North West members' conference.

Cash balances increased by £7,388 to £325,350.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

Reserves Policy

Through careful management of income and expenditure, Music Mark has built up reserves over the past years for general contingency requirements.

The Trustees have reviewed the level of free reserves (those not tied up in fixed assets, designated for a specific purpose or restricted) and consider that a level of free reserves equivalent to three months' management and administration costs to be sufficient to ensure that the Charity could continue to meet the needs of beneficiaries and stakeholders in the event of unexpected, substantial adverse financial circumstances.

Unrestricted reserves standing at £285,536 represent 3.8 months of 2024/25 budgeted management and administration expenditure, excluding costs of delivering conferences, training and other events. This level is therefore in line with the policy.

Investment Policy

The aim of the Investment Policy is to protect the capital value of funds held and, ideally, allow them to be inflation proofed over the long-term. Given the value of funds held and the need to meet short and medium-term requirements, in an environment of low risk-free investment returns, funds are held in an interest-bearing bank deposit account. All income from investments is used for furthering the charitable objectives.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Constitution of the Charity and the nature of the Governing Document

The Charity is a company limited by guarantee (registered number 6134823) and is governed by its Memorandum and Articles of Association (Adopted 18 May 2007, revised 7 February 2013 and 4 November 2021).

The Charity is registered with the Charity Commission (registered number 1118542) and does not have share capital, cannot pay dividends and must utilize all its funds to further its stated charitable objectives.

Recruitment and Appointment of Trustees

The appointment of the Board of Trustees is governed by the Charity's constitution. Elected trustees are drawn by nomination from the Membership, with a voting process for eligible Members where there are more candidates than available posts. Elected trustees generally serve for a term of three years ending on the third AGM following election. The Board also has the option to co-opt a further six trustees by skill set to complement the elected board. Co-opted trustees serve for terms of one year which can be renewed at the discretion of the board.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

Those who served during the year were:

Ciaran George O'Donnell		Elected Member (October 2023)
Clair McColl		Elected Member
Emma Archer		Co-opted Member (Resigned July 2023)
Emma Calvert		Elected Member
Gemma Price		Elected Member
James Dickinson	(Chair)	Co-opted member (Resigned October 2023)
Jan Ford		Co-opted Member
Jennifer Gilbert		Elected Member
Martin Fautley		Co-opted Member (Resigned April 2023)
Peter Bolton	(Treasurer)	Co-opted Member
Peter Smalley	(Chair)	Elected Member (assumed Chair role October 2023)
Sarah Louise Lee		Elected Member (Elected October 2023)
Thom Meredith		Elected Member (Resigned August 2023)
Yogesh Dattani	(ED&I Lead)	Co-opted member

Induction and Training of New Trustees

All new Trustees attend an induction Trustee Board Meeting where their roles are fully explained. They receive regular information about the work of the charity, where appropriate, signposted to relevant trustee training and, in the view of the Trustees, have enough knowledge of their specific field to understand the nature of the Charity and fully comply with the Charity's current views of its progression. Trustees may claim for reasonable expenses (as determined by an agreed policy) incurred in undertaking the Charity's business, but they receive no remuneration or other financial benefit.

Organisational Structure and Management

According to the Charity's constitution, the Board of Trustees must hold at least three meetings per year to take decisions about the strategic direction and running of the Charity, as guided by the Chief Executive.

Strategic and operational delivery is undertaken by the Chief Executive. Additional, specialist support is brought in by way of a number of freelance contractors and suppliers (including conference management, IT and finance).

Equality of Opportunity

Music Mark is committed to a policy of equal opportunities for all employees and to ensuring within the framework of the law that its workplaces are free from unlawful or unfair discrimination. The principles of equality are embedded within the Music Mark ethos and are consistently adhered to in all activity including recruitment (Board and staff), planning and delivering events and services, marketing and communications and within programme development.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

Risk management

The Trustees and the Chief Executive pay due care and attention to risk management and it is a standing agenda item at all Board meeting. The Chief Executive, on behalf of the Trustees, maintains an ongoing Risk Register covering all areas of financial, regulatory, business, and operational risk.

The Chief Executive is tasked to alert Trustees to new or increased risks identified in any category so that mitigating actions can be agreed and implemented as appropriate. Risk assessment of all new activities is fully undertaken by way of Trustee discussions and, where necessary, expert advice is sought and followed.

The principal risks faced by the Charity, and the actions to mitigate these risks, are considered to be:

<i>Risk</i>	<i>Mitigation</i>
Degree of dependence on Music Service and lead organisation of Music Education Hub (MEH) membership income.	Continued review and development of Membership benefits alongside messaging that membership is available to all those music education working in the sector across the UK and the diversifying of income streams to include grants, partnerships and sponsorship.
Membership dissatisfaction with support services provided.	Understanding by the staff team as to what constitutes success for a membership organisation. Clarity of commitment to purpose, analysis of feedback and to action. Regular regional and peer-group consultation and networking events for Members to ensure understanding of the value of membership. An annual membership survey.
Loss of key staff.	Review of remuneration packages, roles and responsibilities and staff development opportunities.
Elected trustee body lacking in all relevant skills.	An annual skills audit is carried out and reviewed by the Trustees with co-option of Trustees with desired knowledge areas or skill-sets to supplement those of elected Trustees

Related Parties

None of the current Trustees have any beneficial interest in any contract with the Charity. Twelve of the Trustees who served during the year were employed during the year by Music Services or Music Education Organisations that paid annual Membership fees. One of the Trustees is an individual Member of Music Mark.

In carrying out its objectives the Charity works in partnership with other organisations. None of these organisations is a related party within the terms of the SORP.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

Funds held on behalf of others

In the ordinary course of business, Music Mark holds and administers funds, from time to time, on behalf of groups of Music Education Organisation Members. Funds are held within Music Mark's bank accounts but are accounted for separately (see Note 17). Disbursement of these funds is made on written agreement from the fund holder(s).

PLANS FOR THE FUTURE

Music Mark continues to focus on the three core values identified as part of the 2023 to 2026 business plan:

- ◆ **Bold:** we are the voice of music education, ambitious for ourselves and the sector, striving for excellence in all that we do and enable.
- ◆ **Open:** we are open to new ideas, ways of working, and to diversity of experiences; we create spaces where all are welcome and platform marginalised voices; we are always learning and improving.
- ◆ **Useful:** everything we do is relevant and useful for the individuals and organisations we support; we recognise we're not always the expert and believe that partnership working is key.

Our activities also continue to be focused around the four areas of work identified as priorities for 2023-26 and woven into our Investment Principles Support Organisation application to Arts Council England:

- ◆ Support – providing an engaging, rigorous and diverse programme of training and professional development for our Membership and the wider Music Education Sector.
- ◆ Partnerships – strengthening our existing partnerships and building new ones at a national level and advocating the value of partnership working at a local and regional level.
- ◆ Advocacy – advocating at a local, regional and national level for the importance of music education including delivering relevant, needs-driven campaigns and collating and sharing guidance, resources and information which supports a high quality, equitable, diverse and inclusive sector.
- ◆ Insights and Impact – commissioning and championing research and its outcomes, promoting the importance of data literacy, and evaluating our impact as a membership association and Investment Principles Support Organisation.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

Objectives for 2024/25

During the next year it will remain a key objective for Music Mark to support its membership to navigate change. In England this will specifically be linked to the establishment of the new Music Hub network which will be in place from September 2024. The change in government is likely to have an impact on music education across the UK, with the extent of this impact unclear at the time of writing. Music Mark will continue to champion the importance of music education at a time when increased financial pressures on families and schools across the UK is resulting in inequitable access to opportunities, including commissioning research to demonstrate the gap between government aspiration and financial support. In addition, the charity will run a focused campaign to support the sector to consider its role in addressing the climate crisis and will use the theme of Sustainability as the focus of its annual conference in November 2024.

The Board of Trustees and Chief Executive have agreed upon the following specific activities for the forthcoming year in line with the organisation's charitable objectives:

- ◆ Continue to provide regular opportunities for the membership to feed into Music Mark's work in providing support and connections as well as ensuring the voices of members are influencing policy and practice.
- ◆ To run online and in-person events and training for all those working in music education as leaders, teachers and support staff, including the Annual Conference (November 2024).
- ◆ To specifically provide support to the leaders of music education organisations as they navigate local, regional and national changes through 1-2-1 conversations, peer mentoring, training, and regional and national meetings.
- ◆ Develop its support of schools through networking and training opportunities and the ongoing development of the #CanDoMusic partnership across the three Subject Associations.
- ◆ Remain committed to ensuring that Music Mark is equitable, diverse and inclusive in the areas of governance, workforce, audiences and programming and promotes these values to its membership and the wider sector.
- ◆ Identify ways in which Music Mark can reduce its carbon footprint through carbon literacy training and support its membership and the wider sector to do so through a campaign and the associated training and resources.
- ◆ Develop partnerships which ensure that young people's voices are heard at a national level in music education policy and practice.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

STATEMENT OF TRUSTEES' RESPONSIBILITIES

The Trustees (who are also directors of The UK Association for Music Education – Music Mark for the purposes of company law) are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company, including the income and expenditure of the charitable 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 SORP;
- ◆ Make judgments 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.
- ◆ Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The Trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable 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 charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small entities.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2024

INDEPENDENT EXAMINATION

For the year ended 31 March 2024 the Charity qualifies for an independent examination of its financial statements.

Approval

Approved by the Trustees on 04/12/24 and signed on their behalf by:



Peter Smalley (Dec 4, 2024 10:47 GMT)

Peter Smalley
Chair of Trustees

REPORT OF THE INDEPENDENT EXAMINER TO THE MEMBERS OF THE UK ASSOCIATION FOR MUSIC EDUCATION – MUSIC MARK

Independent examiner's report to the trustees of Music Mark

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2024.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5) (b) of the 2011 Act.

Independent Examiner's Statement

The charitable company's gross income exceeded £250,000 and I am qualified to undertake the examination by being a qualified member of ICAEW. I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

- 1 accounting records were not kept in respect of the Company as required by section 386 of the 2006 Act; or
- 2 the accounts do not accord with those records; or
- 3 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
- 4 the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities.

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

Simon Goodridge

05/12/24

Simon Goodridge FCA

For and on behalf of Knox Cropper LLP

Chartered Accountants
65-68 Leadenhall Street
London
EC3A 2AD

The UK Association for Music Education – Music Mark
STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING AN INCOME AND
EXPENDITURE ACCOUNT)

For the year ended 31 March 2024

		Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	<i>Note</i>	Funds	Funds	Funds	Funds	Funds	Funds
		£	£	2024	£	£	2023
				£			£
Income from:							
Donations and legacies	2	418,987	-495	418,492	-	63,314	63,314
Charitable activities	3	286,480	17,630	304,110	248,286	25,737	274,023
Other trading activities	4	62,070	-	62,070	70,918	30	70,948
Investments	5	8,530	-	8,530	2,141	-	2,141
Total income		776,067	17,135	793,202	321,345	89,081	410,426
Expenditure on:							
Raising funds	6	18,607	-	18,607	15,464	-	15,464
Charitable activities	7	633,869	16,348	650,217	310,419	207,673	518,092
Other	8	20,016	4,800	24,816	13,133	-	13,133
Total expenditure		672,492	21,148	693,640	339,016	207,673	546,689
Net income/(expenditure)		103,575	-4,013	99,562	-17,671	-118,592	-136,263
Transfer		-1,532	1,532	-	-	-	-
Net movement in funds		102,043	-2,481	99,562	-17,671	-118,592	-136,263
Reconciliation of funds:							
Total funds brought forward		183,493	3,623	187,116	201,164	122,215	323,379
Total funds carried forward		285,536	1,142	286,678	183,493	3,623	187,116

All activities derive from continuing operations.

A Statement of Recognised Gains and Losses is not required as all gains and losses are included in the Statement of Financial Activities.

The notes on pages 18 to 27 form part of these financial statements

The UK Association for Music Education – Music Mark

BALANCE SHEET as at 31 March 2024

	<i>Note</i>	£	Total funds 31-Mar-24	£	Total funds 31-Mar-23	£
Current assets:						
Debtors	15	109,127			41,181	
Cash at bank and in hand	16	325,350			317,962	
Total current assets		434,477			359,143	
Liabilities:						
Creditors: amounts falling due within one year	17	-147,799			-172,027	
Net current assets			286,678		187,116	
Total net assets			286,678		187,116	
The funds of the charity:						
	19					
Unrestricted funds			285,536		183,493	
Restricted income funds			1,142		3,623	
Total charity funds			286,678		187,116	

For the year ended 31 March 2024 the charity was entitled to exemption from audit under Section 477 of the Companies Act 2006 relating to small companies.

The members have not required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.


The directors acknowledge their responsibility for complying with the requirements of the Act with respect accounting records and for the preparation of the accounts.

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements were approved by the Trustees and authorised for issue on 04/12/24 and were signed on their behalf by:


Peter Smalley (Dec 4, 2024 10:47 GMT)

Peter Smalley
Chair



Peter Bolton
Trustee and Honorary Treasurer

Registered Company Number 6134823

The UK Association for Music Education – Music Mark

STATEMENT OF CASH FLOWS For the Year ended 31 March 2024

<i>Note</i>	Total funds 31-Mar-24	Total funds 31-Mar-23
	£	£
Cash flows from operating activities		
Net Cash provided by (used in) Operating activities	-1,142	-586
Cash flows from investing activities		
Investment income	8,530	2,141
Change in Cash and Cash Equivalents in the Reporting Period	7,388	1,555
Cash and Cash Equivalents at the Beginning of the Reporting Period	317,962	316,407
Cash and Cash Equivalents at the End of the Reporting Period	325,350	317,962
 Reconciliation of net movement in funds to net cash flow from operating activities		
Net movement in funds for the reporting period	99,562	-136,263
Adjustments for:		
Investment income	-8,530	-2,141
(Increase)/decrease in debtors	-67,946	155,155
Increase/(decrease) in creditors	-24,228	-17,337
Net cash provided by (used in) operating activities	-1,142	-586
 Analysis of cash and cash equivalents		
Cash at bank	325,350	317,962
Total cash and cash equivalent	325,350	317,962

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

1 ACCOUNTING POLICIES

1.1 ACCOUNTING CONVENTIONS

The financial statements have been prepared under the historical cost convention and in accordance with the Companies Act 2006 and, as a public benefit entity, also with the requirements of the Statement of Recommended Practice Accounting and Reporting by Charities under Financial Reporting Standard (FRS) 102.

The financial statements are prepared in sterling, which is the functional currency of the Charity.

Monetary amounts in these financial statements are rounded to the nearest pound.

1.2 GOING CONCERN

The financial statements have been prepared on a going concern basis.

Having carried out regular review of services and provision, and funding, the indication is that the charity will remain solvent. Trustees remain satisfied that the charity has sufficient cash flow to meet its liabilities as they fall due for at least one year from the date of approval of the financial statements.

1.3 ACCOUNTING ESTIMATES

In the view of the Trustees in applying the accounting policies adopted, no judgements were required that have a significant effect on the amounts recognised in the financial statements, nor do any estimates or assumptions made carry a significant risk of material adjustment in the next financial year.

1.4 TANGIBLE FIXED ASSETS AND DEPRECIATION

Assets with a cost in excess of £500 that are intended to be of on-going use to Music Mark in carrying out its activities are capitalised as fixed assets.

Depreciation is provided at rates calculated to write off the cost of fixed assets, less their residual value, over their expected useful lives on the following basis:

Office Equipment - 3 years on a straight-line basis

1.5 INCOME

All incoming resources are included on the Statement of Financial Activities when the Charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

Some Music Service and corporate members' membership fees relate to the twelve months following joining Music Mark. These fees are credited to income pro rata in accordance with the financial year.

Income received in advance of the period or the event to which it relates is shown as deferred income at the balance sheet date.

1.6 EXPENDITURE

All expenditure is accounted for on an accruals basis as the liability is incurred and has been classified under headings that aggregate all costs related to each activity.

1.7 VALUE ADDED TAX

The Charity is registered for Value Added Tax and charges and remits and recovers tax as appropriate on its income and expenditure.

1.8 TAXATION

The Charity is exempt from tax on income and gains falling within sections 472-489 of the Corporation Tax Act 2010 or section 252 of the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objects.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

1.9 FUND ACCOUNTING

Unrestricted funds can be used in accordance with the charitable objectives at the Trustees' discretion.

Restricted funds can only be used for prescribed purposes, within the objects of the Charity, when specified by the donor or when funds are raised for particular identified purposes. Further explanation of the nature of each fund is included in the notes to the financial statements.

1.10 STAFF AND SUPPORT COSTS

Staff costs are attributed to activities based on estimates of time spent by each member of staff on each activity. The costs of support activities, being General management and Governance as detailed in Notes 9a and 9b, are allocated to the expenditure headings that appear on the Statement of Financial Activities in proportion to the directly attributed staff costs, subject to any specific allowances specified in the terms of the use of restricted funds.

1.11 FINANCIAL INSTRUMENTS

The Charity has elected to apply the provisions of Section 11 'Basic Financial instruments' of FRS102 to all of its financial instruments. Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Basic financial assets, which include trade and other receivables and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest.

Basic financial liabilities, including trade and other payables that are classified as debt, are initially recognised at the transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities then, in which case, trade payables are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest rate method.

1.12 CASH AND CASH EQUIVALENTS

Cash and cash equivalents include cash at banks and in hand and short-term deposits with a maturity date of three months or less.

2 INCOME - DONATIONS AND LEGACIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2024	£	£	2023
			£			£
Arts Council England (ACE)	400,612	-495	400,117	-	63,314	63,314
Sponsorship	14,375	-	14,375	-	-	-
Donations	4,000	-	4,000	-	-	-
Total donations and legacies	418,987	-495	418,492	-	63,314	63,314

The negative restricted income of £495 is due to a reduction to the grant income as the project was an underspend.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

3 INCOME - CHARITABLE ACTIVITIES

	Unrestricted Funds	Restricted Funds	Total Funds 2024	Unrestricted Funds	Restricted Funds	Total Funds 2023
	£	£	£	£	£	£
Membership services:						
Membership subscriptions	157,367	-	157,367	155,492	-	155,492
Annual conference fees	92,628	-	92,628	75,494	18,297	93,791
Other conference fees	4,980	17,630	22,610	3,380	-	3,380
Education services:						
Training course fees	12,135	-	12,135	3,970	7,440	11,410
Services	19,370	-	19,370	9,950	-	9,950
Total charitable activities	286,480	17,630	304,110	248,286	25,737	274,023

4 INCOME - OTHER TRADING ACTIVITIES

	Unrestricted Funds	Restricted Funds	Total Funds 2024	Unrestricted Funds	Restricted Funds	Total Funds 2023
	£	£	£	£	£	£
Advertising	39,950	-	39,950	46,920	30	46,950
Sponsorship	17,120	-	17,120	7,373	-	7,373
Services	5,000	-	5,000	16,625	-	16,625
Total other trading activities	62,070	-	62,070	70,918	30	70,948

Sponsorship includes income is received for promotional services provided for the Associated Board of the Royal Schools of Music (ABRSM).

5 INCOME – INVESTMENTS

	Unrestricted Funds	Restricted Funds	Total Funds 2024	Unrestricted Funds	Restricted Funds	Total Funds 2023
	£	£	£	£	£	£
Bank interest	8,530	-	8,530	2,141	-	2,141
Total investment income	8,530	-	8,530	2,141	-	2,141

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

6 EXPENDITURE - RAISING FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2024	£	£	2023
			£			£
Staff costs (direct)	7,788	-	7,788	7,526	-	7,526
Support and indirect staff costs	10,819	-	10,819	7,938	-	7,938
Total Raising funds	18,607	-	18,607	15,464	-	15,464

Costs of raising funds represents staff time, associated support costs for identifying and applying for grant income and developing other income streams.

7 EXPENDITURE - CHARITABLE ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2024	£	£	2023
			£			£
Membership support:						
Freelance and consultants	32,297	450	32,747	35	92,861	92,896
Technical support and other	1,835	-	1,835	1,853	41,322	43,175
Bad debts & miscellaneous	-	-	-	17	-	17
Staff costs (direct)	179,201	-	179,201	35,954	50,973	86,927
Support and indirect staff costs	93,436	-	93,436	56,870	-	56,870
Annual and other conferences:						
Hotel and venue hire	75,667	11,437	87,104	47,778	14,857	62,635
Technical support and other	31,086	4,461	35,547	55,526	1,000	56,526
Freelance and consultants	339	-	339	16,267	5,693	21,960
Printing	-	-	-	117	85	202
Staff costs (direct)	29,797	-	29,797	11,483	-	11,483
Support and indirect staff costs	21,681	-	21,681	13,141	-	13,141
Training and education:						
Freelance and consultants	33,898	-	33,898	150	631	781
Bad debts & miscellaneous	-	-	-	250	-	250
Technical support and other	9,574	-	9,574	-	251	251
Staff costs (direct)	67,936	-	67,936	35,699	-	35,699
Support and indirect staff costs	57,122	-	57,122	35,279	-	35,279
Total Charitable activities	633,869	16,348	650,217	310,419	207,673	518,092

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

8 OTHER EXPENDITURE

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2024	£	£	2023
	£	£	£	£	£	£
Other trading activities:						
Technical support and other	1,768	4,800	6,568	8,250	-	8,250
Staff costs (direct)	12,371	-	12,371	1,122	-	1,122
Support and indirect staff costs	5,877	-	5,877	3,761	-	3,761
Total	20,016	4,800	24,816	13,133	-	13,133

9a SUPPORT COSTS – General management

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2024	£	£	2023
	£	£	£	£	£	£
General management:						
IT & general office costs	24,236	-	24,236	16,960	-	16,960
Office rent	-	-	-	900	-	900
Insurance	1,209	-	1,209	1,080	-	1,080
Consultancy & support fees	6,040	-	6,040	5,538	-	5,538
Travel and subsistence	16,712	-	16,712	5,656	-	5,656
Printing and advertising	2,579	-	2,579	153	-	153
Accountancy services	45,753	-	45,753	19,217	-	19,217
Staff costs	43,140	-	43,140	22,625	-	22,625
Staff training	4,011	-	4,011	2,423	-	2,423
Bad debts & miscellaneous	-	-	-	-	-	-
Total General management	143,680	-	143,680	74,552	-	74,552

9b SUPPORT COSTS – Governance

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2024	£	£	2023
	£	£	£	£	£	£
Governance:						
Staff costs	26,201	-	26,201	12,356	-	12,356
Accounts preparation	3,084	-	3,084	3,084	-	3,084
Independent examination	2,000	-	2,000	3,815	-	3,815
Travel and meeting costs	4,493	-	4,493	2,747	-	2,747
Strategic development	9,477	-	9,477	20,435	-	20,435
Total Governance costs	45,255	-	45,255	42,437	-	42,437
Total support costs	188,935	-	188,935	116,989	-	116,989

Governance costs include staff costs for supporting the Trustee meetings for the strategic planning for the charity, the preparation of statutory accounts and independent examination fees.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

10 ALLOCATION OF SUPPORT COSTS

			Total			Total
	Unrestricted	Restricted	Funds	Unrestricted	Restricted	Funds
	Funds	Funds	2024	Funds	Funds	2023
	£	£	£	£	£	£
Raising funds	10,819	-	10,819	7,938	-	7,938
Charitable activities:						
Membership support	93,436	-	93,436	56,870	-	56,870
Annual and other conferences	21,681	-	21,681	13,141	-	13,141
Education services	57,122	-	57,122	35,279	-	35,279
Other expenditure	5,877	-	5,877	3,761	-	3,761
Total allocated support costs	188,935	-	188,935	116,989	-	116,989

Support costs are allocated to other activities in proportion to direct staff costs incurred by those activities.

11 EMPLOYEES

	Year ended 31-Mar	Year ended 31-Mar
	2024	2023
The average number of employees during the year was:	No.	No.
Chief Executive	1	1
Office and administrative support	11	5
	<u>12</u>	<u>6</u>
The average number of full-time equivalent employees during the year	<u>9</u>	<u>5</u>

12a STAFF COSTS

	Year ended 31-Mar	Year ended 31-Mar
	2024	2023
Staff costs for the above employees:	£	£
Wages and salaries	331,881	169,956
National insurance	27,238	9,186
Pension contributions	7,316	3,595
	<u>366,435</u>	<u>182,737</u>

Pension contributions relate to payments made for members of staff in the NEST auto-enrolment scheme.

The number of higher paid employees was as follows:

	Year ended 31-Mar	Year ended 31-Mar
	2024	2023
Total emoluments (salary)	No.	No.
£70,000 to £79,999	1	1

The Trustees consider that the Chief Executive represents the key management personnel for the Charity. The total remuneration (salary, Employer's National insurance costs and pension contributions) for the Chief Executive for the year was £77,877 (2023 - £75,257).

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

12b ALLOCATION OF STAFF COSTS BY ACTIVITY

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2024			2023
Activities:	£	£	£	£	£	£
Raising funds	7,788	-	7,788	7,526	-	7,526
Membership support	179,201	-	179,201	32,837	50,973	83,810
Annual and other conferences	29,797	-	29,797	14,600	-	14,600
Education services	67,936	-	67,936	35,699	-	35,699
Other trading activities	12,371	-	12,371	6,122	-	6,122
Support costs:						
General management	43,140	-	43,140	22,625	-	22,625
Governance	26,202	-	26,202	12,355	-	12,355
Total staff costs	366,435	-	366,435	131,764	50,973	182,737

Staff costs have been allocated to activities, including to support costs, based on the estimated time spent.

13 NET INCOME

	Year ended 31-Mar	Year ended 31-Mar
	2024	2023
	£	£
Net income is stated after charging:		
Independent examiner's fee: - current year	2,000	4,275
Independent examiner's fee: - prior year	-	-460
	<u><u> </u></u>	<u><u> </u></u>

14 TRUSTEES' REMUNERATION AND EXPENSES

During the year a total of £457 was paid to five Trustees in reimbursement expenses. (2023 - £95).

15 DEBTORS

	Year ended 31-Mar	Year ended 31-Mar
	2024	2023
	£	£
Trade debtors	56,287	21,744
Other debtors:		
Prepayments	52,825	12,057
Accrued income	15	7,380
	<u><u>109,127</u></u>	<u><u>41,181</u></u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

16 CASH AT BANK AND AT HAND

	Year ended 31-Mar	Year ended 31-Mar
	2024	2023
	£	£
Bank – current accounts	800	500
Bank – deposit accounts	324,550	317,462
	<u>325,350</u>	<u>317,962</u>

17 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Note	Year ended 31-Mar	Year ended 31-Mar
		2024	2023
		£	£
Other taxes and social security costs		14,132	12,065
Other creditors (see below)		21,520	44,969
Accruals & deferred income	18	84,522	94,518
Trade creditors		27,625	20,475
		<u>147,799</u>	<u>172,027</u>

Other Creditors breakdown

Monies held for regional groups of music service members

North west	-	1,533
West Midlands	12,189	34,817
Eastern	4,538	4,538
North East	1,793	2,281
	<u>18,520</u>	<u>43,169</u>
PMLL liabilities for licence invoices raised	3,000	1,800
	<u>21,520</u>	<u>44,969</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

18 ACCRUALS AND DEFERRED INCOME

	Year ended 31-Mar	Year ended 31-Mar
	2024	2023
	£	£
Trade accruals	7,564	7,552
Total Accruals and creditors	<u>7,564</u>	<u>7,552</u>
Deferred income:		
Annual subscriptions	48,995	71,131
Training fees	3,588	100
Sponsorship and other funding	15,000	10,235
Services	9,375	5,500
Total Deferred income	<u>76,958</u>	<u>86,966</u>
Totals	<u><u>84,522</u></u>	<u><u>94,518</u></u>

Deferred Income

	Year ended 31-Mar
	2024
	£
Deferred income at 1 April 2023	86,966
Income deferred in the year	76,958
Amounts released from previous years	<u>-86,966</u>
Deferred income at 31 March 2024	<u><u>76,958</u></u>

19 ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2024	£	£	2023
	£	£	£	£	£	£
Current assets	433,335	1,142	434,477	355,520	3,623	359,143
Current liabilities	-147,799	-	-147,799	-172,027	-	-172,027
Total funds	<u>285,536</u>	<u>1,142</u>	<u>286,678</u>	<u>183,493</u>	<u>3,623</u>	<u>187,116</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2024

20 MOVEMENT IN FUNDS

	At 1st April 2023	Income	Expenditure	Transfer between funds	At 31st March 2024
	£	£	£	£	£
Unrestricted funds:					
General fund	183,493	776,067	-672,492	-1532	285,536
Restricted income funds:					
Arts Council England	1,350	-495	-450	-	405
North West Conference	2,273	17,630	-20,698	-	795
South Yorks. Conference	-	-	-	-	-
Total Restricted Funds	3,623	17,135	-21,148	0	390
Total Funds	187,116	793,202	-693,640	-1,532	285,146

20 MOVEMENTS IN FUNDS (continued)

	At 1st April 2022	Income	Expenditure	Transfer between funds	At 31st March 2023
	£	£	£	£	£
Unrestricted funds:					
General fund	201,164	321,345	-339,016	-	183,493
Restricted income funds:					
Arts Council England LDP	112,635	70,754	-182,039	-	1,350
North West Conference	9,330	16,227	-23,284	-	2,273
South Yorks. Conference	250	2,100	-2,350	-	-
Total Restricted Funds	122,215	89,081	-207,673	-	3,623
Total Funds	323,379	410,426	-546,689	-	187,116

Restricted funds for the Arts Council England shown in table above totalling £405 will require repayment, this was an underspend due to not receiving purchase invoice for a contracted cost. The North West Conference balance of £737 will be used in the 2024 Conference.

21 RELATED PARTY TRANSACTIONS

Fourteen trustees who served during the year; James Dickinson, Yogesh Dattani, Jan Ford, Peter Smalley, Peter Bolton, Jennifer Gilbert, Clair McColl, Emma Calvert, Emma Archer, Gemma Price, Thom Meredith, Ciaran O'Donnell and Sarah Louise Lee were employed during the year by Music Education Organisations that paid membership fees, and for conference and training attendance. Martin Fautley was an individual paid-up member of Music Mark during the year. These fees were at standard, advertised 'arms-length' rates.

2. Annual Report 31-03-2024 - The UK Association for Music Education - Music Mark FINAL

Final Audit Report

2024-12-05

Created:	2024-11-19
By:	Simon Goodridge (simon.goodridge@knoxcropper.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAxmrWQOd-E2RUMAcA42b0g9xklVqM_BDc

"2. Annual Report 31-03-2024 - The UK Association for Music Education - Music Mark FINAL" History

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 Agreement completed.

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THE UK ASSOCIATION FOR MUSIC EDUCATION - MUSIC MARK

England & Wales - Charity number 1118542

Accounts

The UK Association for Music Education – Music Mark

UNAUDITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

for the year ended

31 March 2023

Company Registration No 6134823

Charity Registration No 1118542

The UK Association for Music Education – Music Mark

REFERENCE AND ADMINISTRATIVE INFORMATION

Company Name	The UK Association for Music Education – Music Mark
Registered Company Number	6134823
Registered Charity Number	1118542
Registered Office	Southgate Chambers 37-39 Southgate Street Winchester SO23 9EH
Board of Trustees	James Dickinson (Chair) Peter Bolton (Treasurer) Emma Archer - co-opted July 2022 Emma Calvert Yogesh Dattani Martin Fautley - Resigned April 2023 Jan Ford Davis Little - Resigned November 2022 Jennifer Gilbert Clair McColl - Elected October 2022 Thom Meredith Gemma Price - Elected October 2022 Peter Smalley
Champions	Kadiatu Kanneh-Mason Faz Shah
Company Secretary and Chief Executive	Bridget Whyte
Independent Examiner	James Cross For and on behalf of Moore Kingston Smith LLP 9 Appold Street London EC2A 2AP
Bankers	CAF Bank Limited 25 Kings Hill Avenue, Kings Hill, West Malling, Kent ME19 4JQ
Solicitors	Bates Wells & Braithwaite LLP 2-6 Cannon Street, London EC4M 6YH

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

TRUSTEES' ANNUAL REPORT

The Trustees (who are also directors for the purposes of company law) present their report and the financial statements of the UK Association for Music Education – Music Mark (the “Charity” or “Music Mark”) for the year ended 31 March 2023. The Trustees have adopted the provisions of the Statement of Recommended Practice (SORP) “Accounting and Reporting by Charities”, to be compliant with Financial Reporting Standard (FRS) 102.

Reference and administrative information set out on page 2 forms part of this report. The financial statements have been prepared in accordance with the accounting policies set out on pages 16-17 and comply with the applicable law, the Memorandum and Articles of Association and the requirements of the Charities SORP (FRS 102).

OBJECTIVES AND ACTIVITIES

Charitable Objects

As stated in its Memorandum of Articles and Association, Music Mark’s charitable objects are to advance the education of the public in the art of music.

Music Mark is a membership organisation for local authority and independent Music Services, for other music education organisations, their teaching and support teams, their partners and their schools. We advocate on behalf of those members meaning that we ‘speak and act in support of music as a subject, and we promote best practice’. We strive to ensure that all stakeholders understand the value and life-changing potential of music for all children and young people.

Music Mark is also a subject association. Subject associations speak for their subject communities; they are able to undertake research into their members’ concerns and to reflect these back to policy makers. A subject association is never only one lone voice but instead is the collective voice of their subject community; working to ensure the highest quality of teaching.

Principal Activities

Music Mark’s vision is:

Accessible and excellent musical learning and engagement in and out of school, for all children and young people, which inspires and enriches their lives.

It meets its charitable objects in pursuit of its vision through its mission:

Supporting, connecting and influencing in pursuit of a high quality, equitable, diverse, inclusive music education for all children and young people.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

A updated set of four strategic priorities together with an underpinning set of statements linked to internal development for 2023 to 2026 were published in March 2023

Support	We will provide an engaging, rigorous and diverse programme of training and professional development. Training will include topics such as leadership, fundraising, good governance and marketing. Professional Development opportunities will include peer-to-peer mentoring, professional coaching and conferences for practitioners and leaders. We will challenge established ways of working to employ new and innovative ways of delivering training, ensuring our support is structured in a way that is truly useful for multiple organisation types in the sector.
Partnerships	At a national level we will strengthen our existing partnerships as well as build and implement new partnerships within and beyond the music and education sectors. We will also advocate for the importance of partnerships at a local and regional level through a UK-wide campaign which promotes and champions the value of partnership working, supporting our members to develop fruitful and productive partnership through our toolkits and resources. We will use partnerships with others to ensure children and young people across the UK, including from areas of particularly low cultural engagement, have access to a quality music education.
Advocacy	We will continue to advocate at a local, regional and national level for the importance of music education and will develop and deliver relevant, needs driven, campaigns ourselves and with partners. We will, in partnership, continue to collate resources and provide support and role modelling to the wider sector around governance, workforce, participation and programming. We will maintain our role in helping to shape policy by bringing insights from the sector to the right people in government and arms-length bodies across the UK, and highlight activity from across the UK on the international stage.
Insights and Impact	We will commission and champion high quality research and its outcomes, making a digestible and navigable library of evidence available to the sector, in particular filling gaps in current sector knowledge. We aim to support the sector to increase their data literacy, carry out their own research and make data-driven decisions. We will also evaluate our impact as a membership organisation on the organisations and individuals we support as well as the impact of our work on the children and young people who access music education in the UK.
The UK Association for Music Education - Music Mark	In order to deliver our strategic priorities there are also things we plan to do internally to increase the rigor and sustainability of the organisation and to put us in the optimal position to realise our goals. This includes our plans to: <ul style="list-style-type: none"> • review and augment our Advisory Committee to be more representative of the sector and create additional consultative groups. • continue to regularly and meaningfully consult our members. • create a National Youth Council for Music Education to influence our priorities. • build capacity within the organisation to support the delivery of this plan and diversify the staff team. • work to become more financially resilient as a result of diversifying our income streams through fundraising.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

Public Benefit

The Trustees have referred to the guidance offered by the Charity Commission in reviewing aims and objectives and in planning activities. In particular, the Trustees consider how planned activities will contribute to the aims and objectives and they ensure that these activities are carried out for the public benefit by delivering services that are valued by members and enable those with responsibility in the sector to develop and adopt best practice.

ACHIEVEMENTS AND PERFORMANCE

As the sector came out of the Pandemic in 2022/23 membership numbers and their engagement in events and training – most of which has remained online - has continued to be strong although there has been some drop-off in attendance at virtual activities as members return to working/teaching face-to-face and have more limited time to connect online.

20 years after the original publication of A Common Approach, April 2022 saw the release of an updated, expanded online version of this instrumental and vocal curriculum.

In 2022 the annual conference was delivered as a series of events across the country and online in an attempt to reach more members linked to the theme of Equity, Diversity, and Inclusion (following the launch of a campaign – Talk into Action – in December 2021). Overall, there were slightly more people who attended than in previous years and evidence that a good number of them had not attended a Music Mark conference before. Feedback from delegates who did attend was generally positive however the increased costs of a series was not matched by enough paying delegates. In addition, the online element of the conference series did not engage delegates as much as hoped and has raised the question of whether to continue to provide a hybrid experience based on the costs to do so.

The 2022/23 financial year saw ongoing investment by Arts Council England (ACE) in the training, events and support Music Mark provided to the sector. In May 2022, following significant consultation of the membership, staff, advisory and trustee boards. Music Mark submitted an application to Arts Council England to become an Investment Principles Support Organisation (from April 2023 to March 2026), with confirmation that the application had been successful in November 2022.

Music Mark continued to champion music education at a policy level through regular conversations with the Department for Education (England), ACE, the Welsh Local Government Association (coordinating the National Music Service for Wales), and the Music Education Partnership Group (Scotland). Partnerships have continued with national bodies such as the Printed Music License Limited (PMLL) and the ABRSM.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

The 2022/23 financial year saw some significant staff changes within the organization. Rachel Shirley (Membership and Events Coordinator) left in April 2022 and was replaced in June, by Yusef Sacoor on a fixed term contract until March 2023. Admin Assistant, Matthew Crisp had his contract extended until March 2023. Rosie Lowe (Membership & Events Manager) returned from maternity leave in the summer, and Fi Simpson (Marketing and Comms Manager) left Music Mark and was replaced by Naomi Smith. With significant funding confirmed from Arts Council England in November 2022, a new staff structure was agreed by the Trustees and additional staffing recruitment began in February 2023.

Various consultants continued to support the Music Mark staff team including Gary Griffiths, Carmel Cardona and Zoe Coakley.

In 2022/23 the staff team together with Gary Griffiths and the Equity, Diversity and Inclusion lead on the Board – Yogesh Dattani – worked through the Music Masters I'M IN process. This process was a guided set of discussions around ten areas of the work of the company linked to diversity and inclusion. The rich conversation has already resulted in a number of changes to various elements of Music Mark's work including its recruitment process and how training and events are programmed and run.

Going concern

The financial statements have been prepared under the going concern basis. The trustees have reviewed the financial outlook for the next 12 months. The charity has healthy reserves and stable membership income and thus the trustees consider that the charity is a going concern

FINANCIAL REVIEW

Music Mark recorded a deficit of income over expenditure for the year totalling £136,263 compared to a deficit of £170,598 for 2021/22. This is because grant income used in this year had to be recognised as income prior to the start of this financial year.

Unrestricted income decreased this year by £4,230 to £321,345 compared to last year.

Expenditure of £207,673 against restricted funds represents £182,039 of ACE grant money used to towards a Workforce Development Programme, an Innovating Hubs for the Future Programme and an Innovation Fund which is providing funding for Music Education Hub partnership projects. The remaining £23,284 was held and used for the North West Conference and £2,350 for the South Yorkshire Conference.

Expenditure from unrestricted funding increased by £33,595 to £339,016. This rise was primarily driven by increased spending on membership support, training and education events, as well as related consultancy services used to support and run events and training. Additionally, the expansion of activities resulted in increased costs for software, travel and new team members, impacting payroll expenses.

Unrestricted reserves decreased from £201,164 to £183,493. The restricted funds carried forward of £3,623 comprises unspent ACE funds, and £2,273 designated for the North West members' conference, both of which will be utilised in the financial year 2023/24.

Cash balances increased by £1,555 to £317,962.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

Reserves Policy

Through careful management of income and expenditure, Music Mark has built up reserves over the past years for general contingency requirements.

The Trustees have reviewed the level of free reserves (those not tied up in fixed assets, designated for a specific purpose or restricted) and consider that a level of free reserves equivalent to three months' management and administration costs to be sufficient to ensure that the Charity could continue to meet the needs of beneficiaries and stakeholders in the event of unexpected, substantial adverse financial circumstances.

Unrestricted reserves standing at £183,493 represent 4.4 months of 2023/24 budgeted management and administration expenditure, excluding costs of delivering conferences, training and other events. This level is therefore in line with the policy.

Investment Policy

The aim of the Investment Policy is to protect the capital value of funds held and, ideally, allow them to be inflation proofed over the long-term. Given the value of funds held and the need to meet short and medium-term requirements, in an environment of low risk-free investment returns, funds are held in an interest-bearing bank deposit account. All income from investments is used for furthering the charitable objectives.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Constitution of the Charity and the nature of the Governing Document

The Charity is a company limited by guarantee (registered number 6134823) and is governed by its Memorandum and Articles of Association (Adopted 18 May 2007, revised 7 February 2013 and 4 November 2021). The revisions made in 2021 were carried out in consultation with Music Mark's Lawyers – Bates Wells – and presented to the Membership at the AGM for adoption. The review was carried out to ensure that the documents reflected the current work of Music Mark, updates in working practices, particularly arising from the COVID pandemic, and to ensure that they reflect current company and charity law. The Membership were provided with information of the key changes made and a special resolution was voted on at the AGM.

The Charity is registered with the Charity Commission (registered number 1118542) and does not have share capital, cannot pay dividends and must utilize all its funds to further its stated charitable objectives.

Recruitment and Appointment of Trustees

The appointment of the Board of Trustees is governed by the Charity's constitution. Elected trustees are drawn by nomination from the Membership, with a voting process for eligible Members where there are more candidates than available posts. Elected trustees generally serve for a term of three years ending on the third AGM following election. The Board also has the option to co-opt a further six trustees by skill set to complement the elected board. Co-opted trustees serve for terms of one year which can be renewed at the discretion of the board.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

Those who served during the year were:

James Dickinson	(Chair)	Co-opted member
Peter Bolton	(Treasurer)	Co-opted Member
Emma Archer		Co-opted Member (from July 2022)
Emma Calvert		Elected Member
Yogesh Dattani	(ED&I Lead)	Co-opted member
Martin Fautley		Co-opted Member (Resigned April 2023)
Jan Ford		Co-opted Member
David Little		Co-opted Member (Resigned November 2022)
Jennifer Gilbert		Elected Member
Thom Meredith		Elected Member
Gemma Price		Elected Member (Elected October 2022)
Clair McColl		Elected Member (Elected October 2022)
Peter Smalley		Elected Member

Induction and Training of New Trustees

All new Trustees attend an induction Trustee Board Meeting where their roles are fully explained. They receive regular information about the work of the charity, where appropriate, signposted to relevant trustee training and, in the view of the Trustees, have enough knowledge of their specific field to understand the nature of the Charity and fully comply with the Charity's current views of its progression. Trustees may claim for reasonable expenses (as determined by an agreed policy) incurred in undertaking the Charity's business, but they receive no remuneration or other financial benefit.

Organisational Structure and Management

According to the Charity's constitution, the Board of Trustees must hold at least three meetings per year to take decisions about the strategic direction and running of the Charity, as guided by the Chief Executive.

Strategic and operational delivery is undertaken by the Chief Executive. Additional, specialist support is brought in by way of a number of freelance contractors and suppliers (including conference management, IT and finance).

Equality of Opportunity

Music Mark is committed to a policy of equal opportunities for all employees and to ensuring within the framework of the law that its workplaces are free from unlawful or unfair discrimination. The principles of equality are embedded within the Music Mark ethos and are consistently adhered to in all activity including recruitment (Board and staff), planning and delivering events and services, marketing and communications and within programme development.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

Risk management

The Trustees and the Chief Executive pay due care and attention to risk management and it is a standing agenda item at all Board meeting. The Chief Executive, on behalf of the Trustees, maintains an ongoing Risk Register covering all areas of financial, regulatory, business, and operational risk.

The Chief Executive is tasked to alert Trustees to new or increased risks identified in any category so that mitigating actions can be agreed and implemented as appropriate. Risk assessment of all new activities is fully undertaken by way of Trustee discussions and, where necessary, expert advice is sought and followed.

The principal risks faced by the Charity, and the actions to mitigate these risks, are considered to be:

<i>Risk</i>	<i>Mitigation</i>
Degree of dependence on Music Service and lead organisation of Music Education Hub (MEH) membership income.	Continued review and development of Membership benefits alongside messaging that membership is available to all those music education working in the sector across the UK and the diversifying of income streams to include grants, partnerships and sponsorship.
Membership dissatisfaction with support services provided.	Understanding by the staff team as to what constitutes success for a membership organisation. Clarity of commitment to purpose, analysis of feedback and to action. Regular regional and peer-group consultation and networking events for Members to ensure understanding of the value of membership. An annual membership survey.
Loss of key staff.	Review of remuneration packages, roles and responsibilities and staff development opportunities.
Elected trustee body lacking in all relevant skills.	An annual skills audit is carried out and reviewed by the Trustees with co-opted Trustees with desired knowledge areas or skill-sets to supplement those of elected Trustees

Related Parties

None of the current Trustees have any beneficial interest in any contract with the Charity. Ten of the Trustees who served during the year were employed during the year by Music Services or Music Education Organisations that paid annual Membership fees. One of the Trustees is an individual Member of Music Mark.

In carrying out its objectives the Charity works in partnership with other organisations. None of these organisations is a related party within the terms of the SORP.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

Funds held on behalf of others

In the ordinary course of business, Music Mark holds and administers funds, from time to time, on behalf of groups of Music Education Organisation Members. Funds are held within Music Mark's bank accounts but are accounted for separately (see Note 17). Disbursement of these funds is made on written agreement from the fund holder(s).

PLANS FOR THE FUTURE

Music Mark has identified three core values for 2023 to 2026:

- **Bold:** we are the voice of music education, ambitious for ourselves and the sector, striving for excellence in all that we do and enable
- **Open:** we are open to new ideas, ways of working, and to diversity of experiences; we create spaces where all are welcome and platform marginalised voices; we are always learning and improving
- **Useful:** everything we do is relevant and useful for the individuals and organisations we support; we recognise we're not always the expert and believe that partnership working is key

In 2023/24 Music Mark aims to increase its support for its membership of organisations and individuals, as well as the wider music education sector across the UK. Much of this support will be programmed based on feedback received from the Annual Survey and evaluation of past activities. However, a priority area will be to provide training, events and guidance for Music Education Hubs as they prepare for changes linked to the implementation, from September 2023, of the new National Plan for Music Education published in June 2022. Support for Welsh music services and the wider music education ecology in Wales will also be an important part of the charity's work as the new Welsh National Plan is embedded.

The year will see the delivery of ongoing live and online activities including the 2023 Annual Conference which will focus on Dynamism. However, with an increase in staff as Music Mark begins a three-year funded relationship with Arts Council England, added activities will focus on creating more national partnerships, supporting schools and developing plans around research and fundraising. Plans for a national campaign linked to recruitment of instrument, vocal and classroom teachers will be launched by the end of the year.

Objectives for 2023/24

During the next year, it will remain a key objective for Music Mark to support its membership to navigate change. In England and Wales change relates to the new National Plans for Music Education as they are embedded across the country. In Northern Ireland Music Mark will continue to supply support as necessary in the establishment of a single music service. There is also a need to consider how Music Mark can further champion the importance music education in a time when increased financial pressures on families and schools across the UK is resulting in inequitable access to opportunities.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

The Board of Trustees and Chief Executive have agreed upon the following specific activities for the forthcoming year in line with the organisation's charitable objectives:

- Continue to provide regular opportunities for the membership to feed into Music Mark's work in providing support and connections as well as ensuring the voices of members are influencing policy and practice
- To run online and in person events and training for all those working in music education as leaders, teachers and support staff, including the Annual Conference (November 2023).
- To specifically provide support to the leaders of music education organisations as they navigate local, regional and national changes through 1-2-1 conversations, peer mentoring, regional and national meetings and training.
- Develop and maintain the #CanDoMusic partnership of the three Music Subject Associations - highlighting existing, and developing additional, resources and training opportunities for classroom teachers
- Continue to ensure that Music Mark and its membership are constantly considering how Music Education sector can become more equitable, diverse and inclusive in the areas of governance, workforce, audiences and programming
- Develop ways to ensure that young people's voices are heard at a national level in music education policy and practice.

STATEMENT OF TRUSTEES' RESPONSIBILITIES

The Trustees (who are also directors of The UK Association for Music Education – Music Mark for the purposes of company law) are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company, including the income and expenditure of the charitable 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 SORP;
- make judgments 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 charitable company will continue in business.

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

This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small entities.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2023

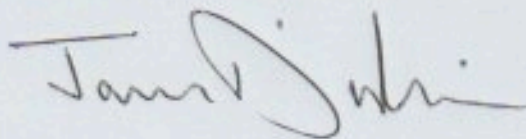
INDEPENDENT EXAMINATION

For the year ended 31 March 2023 the Charity qualifies for an independent examination of its financial statements.

Approval

Approved by the Trustees on 20th September 2023 and signed on their behalf by:

James Dickinson
Chair of Trustees



REPORT OF THE INDEPENDENT EXAMINER TO THE MEMBERS OF THE UK ASSOCIATION FOR MUSIC EDUCATION – MUSIC MARK

Independent examiner's report to the trustees of Music Mark

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2023.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5) (b) of the 2011 Act.

Independent Examiner's Statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

- 1 accounting records were not kept in respect of the Company as required by section 386 of the 2006 Act; or
- 2 the accounts do not accord with those records; or
- 3 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
- 4 the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities.

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



James Cross
(FCA, ICAEW)

For and on behalf of Moore Kingston Smith LLP

Chartered Accountants

9 Appold Street
London
EC2A 2AP

Date: 17 October 2023

The UK Association for Music Education – Music Mark

STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)

For the year ended 31 March 2023

		Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	<i>Note</i>	Funds	Funds	Funds	Funds	Funds	Funds
		£	£	2023	£	£	2022
				£			£
Income from:							
Donations and legacies	2	-	63,314	63,314	-	-	-
Charitable activities	3	248,286	25,737	274,023	270,712	-	270,712
Other trading activities	4	70,918	30	70,948	54,810	-	54,810
Investments	5	2,141	-	2,141	53	-	53
Total income		321,345	89,081	410,426	325,575	-	325,575
Expenditure on:							
Raising funds	6	15,464	-	15,464	7,489	-	7,489
Charitable activities	7	310,419	207,673	518,092	283,297	190,752	474,049
Other	8	13,133	-	13,133	14,635	-	14,635
Total expenditure		339,016	207,673	546,689	305,421	190,752	496,173
Net income/(expenditure)		(17,671)	(118,592)	(136,263)	20,154	(190,752)	(170,598)
Net movement in funds		(17,671)	(118,592)	(136,263)	20,154	(190,752)	(170,598)
Reconciliation of funds:							
Total funds brought forward		201,164	122,215	323,379	181,010	312,967	493,977
Total funds carried forward		183,493	3,623	187,116	201,164	122,215	323,379

All activities derive from continuing operations.

A Statement of Recognised Gains and Losses is not required as all gains and losses are included in the Statement of Financial Activities.

The notes on pages 16 to 25 form part of these financial statements

The UK Association for Music Education – Music Mark

BALANCE SHEET as at 31 March 2023

	Note	Total funds 31-Mar-23		Total funds 31-Mar-22	
		£	£	£	£
Current assets:					
Debtors	15	41,181		196,336	
Cash at bank and in hand	16	317,962		316,407	
Total current assets		359,143		512,743	
Liabilities:					
Creditors: amounts falling due within one year	17	(172,027)		(189,364)	
Net current assets			187,116		323,379
Total net assets			187,116		323,379
The funds of the charity:					
Unrestricted funds	19		183,493		201,164
Restricted income funds			3,623		122,215
Total charity funds			187,116		323,379

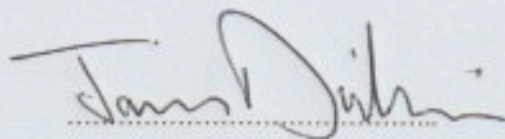
For the year ended 31 March 2023 the charity was entitled to exemption from audit under Section 477 of the Companies Act 2006 relating to small companies.

The members have not required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

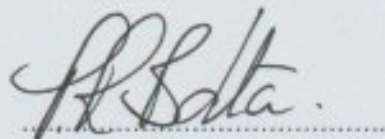
The directors acknowledge their responsibility for complying with the requirements of the Act with respect accounting records and for the preparation of the accounts.

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements were approved by the Trustees and authorised for issue on 20th of September 2023 and were signed on their behalf by:



James Dickinson
Chair



Peter Bolton
Trustee and Honorary Treasurer

Registered Company Number 6134823

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

1 ACCOUNTING POLICIES

1.1 ACCOUNTING CONVENTIONS

The financial statements have been prepared under the historical cost convention and in accordance with the Companies Act 2006 and, as a public benefit entity, also with the requirements of the Statement of Recommended Practice Accounting and Reporting by Charities under Financial Reporting Standard (FRS) 102.

The financial statements are prepared in sterling, which is the functional currency of the Charity.

Monetary amounts in these financial statements are rounded to the nearest pound.

1.2 GOING CONCERN

The financial statements have been prepared on a going concern basis.

Having carried out regular review of services and provision together with appropriate risk analysis following the pandemic relating to COVID-19 and adapted services and provision accordingly, including taking much of its provision online, the indication is that the charity will remain solvent. Trustees remain satisfied that the charity has sufficient cash flow to meet its liabilities as they fall due for at least one year from the date of approval of the financial statements.

1.3 ACCOUNTING ESTIMATES

In the view of the Trustees in applying the accounting policies adopted, no judgements were required that have a significant effect on the amounts recognised in the financial statements, nor do any estimates or assumptions made carry a significant risk of material adjustment in the next financial year.

1.4 TANGIBLE FIXED ASSETS AND DEPRECIATION

Assets with a cost in excess of £500 that are intended to be of on-going use to Music Mark in carrying out its activities are capitalised as fixed assets.

Depreciation is provided at rates calculated to write off the cost of fixed assets, less their residual value, over their expected useful lives on the following basis:

Office Equipment - 3 years on a straight-line basis

1.5 INCOME

All incoming resources are included on the Statement of Financial Activities when the Charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

Some Music Service and corporate members' membership fees relate to the twelve months following joining Music Mark. These fees are credited to income pro rata in accordance with the financial year.

Income received in advance of the period or the event to which it relates is shown as deferred income at the balance sheet date.

1.6 EXPENDITURE

All expenditure is accounted for on an accruals basis as the liability is incurred and has been classified under headings that aggregate all costs related to each activity.

1.7 VALUE ADDED TAX

The Charity is registered for Value Added Tax and charges and remits and recovers tax as appropriate on its income and expenditure.

1.8 TAXATION

The Charity is exempt from tax on income and gains falling within sections 472-489 of the Corporation Tax Act 2010 or section 252 of the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objects.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

1.9 FUND ACCOUNTING

Unrestricted funds can be used in accordance with the charitable objectives at the Trustees' discretion.

Restricted funds can only be used for prescribed purposes, within the objects of the Charity, when specified by the donor or when funds are raised for particular identified purposes. Further explanation of the nature of each fund is included in the notes to the financial statements.

1.10 STAFF AND SUPPORT COSTS

Staff costs are attributed to activities based on estimates of time spent by each member of staff on each activity. The costs of support activities, being General management and Governance as detailed in Notes 9a and 9b, are allocated to the expenditure headings that appear on the Statement of Financial Activities in proportion to the directly attributed staff costs, subject to any specific allowances specified in the terms of the use of restricted funds.

1.11 FINANCIAL INSTRUMENTS

The Charity has elected to apply the provisions of Section 11 'Basic Financial instruments' of FRS102 to all of its financial instruments. Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Basic financial assets, which include trade and other receivables and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest.

Basic financial liabilities, including trade and other payables that are classified as debt, are initially recognised at the transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities then, in which case, trade payables are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest rate method.

1.12 CASH AND CASH EQUIVALENTS

Cash and cash equivalents include cash at banks and in hand and short-term deposits with a maturity date of three months or less.

2 INCOME - DONATIONS AND LEGACIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	£	£	£	£
Arts Council England (ACE)	-	63,314	63,314	-	-	-
Total donations and legacies	-	63,314	63,314	-	-	-

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

3 INCOME - CHARITABLE ACTIVITIES

	Unrestricted Funds	Restricted Funds	Total Funds 2023	Unrestricted Funds	Restricted Funds	Total Funds 2022
	£	£	£	£	£	£
Membership services:						
Membership subscriptions	155,492	-	155,492	141,062	-	141,062
Annual conference fees	75,494	18,297	93,791	105,855	-	105,855
Other conference fees	3,380	-	3,380	-	-	-
Education services:						
Training course fees	3,970	7,440	11,410	17,745	-	17,745
Services	9,950	-	9,950	6,050	-	6,050
Total charitable activities	248,286	25,737	274,023	270,712	-	270,712

4 INCOME - OTHER TRADING ACTIVITIES

	Unrestricted Funds	Restricted Funds	Total Funds 2023	Unrestricted Funds	Restricted Funds	Total Funds 2022
	£	£	£	£	£	£
Advertising	46,920	30	46,950	38,810	-	38,810
Sponsorship	7,373	-	7,373	11,000	-	11,000
Services	16,625	-	16,625	5,000	-	5,000
Total other trading activities	70,918	30	70,948	54,810	-	54,810

Sponsorship includes income is received for promotional services provided for the Associated Board of the Royal Schools of Music (ABRSM).

5 INCOME – INVESTMENTS

	Unrestricted Funds	Restricted Funds	Total Funds 2023	Unrestricted Funds	Restricted Funds	Total Funds 2022
	£	£	£	£	£	£
Bank interest	2,141	-	2,141	53	-	53
Total investment income	2,141	-	2,141	53	-	53

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

6 EXPENDITURE - RAISING FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2023	£	£	2022
			£			£
Staff costs (direct)	7,526	-	7,526	3,718	-	3,718
Support and indirect staff costs	7,938	-	7,938	3,771	-	3,771
Total Raising funds	15,464	-	15,464	7,489	-	7,489

Costs of raising funds represents staff time, associated support costs for identifying and applying for grant income and developing other income streams.

7 EXPENDITURE - CHARITABLE ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2023	£	£	2022
			£			£
Membership support:						
Freelance and consultants	35	92,861	92,896	1,009	75,830	76,839
Technical support and other	1,853	41,322	43,175	890	65,085	65,975
Bad debts & miscellaneous	17	-	17	-	-	-
Staff costs (direct)	35,954	50,973	86,927	25,305	49,837	75,142
Support and indirect staff costs	56,870	-	56,870	46,752	-	46,752
Annual and other conferences:						
Hotel and venue hire	47,778	14,857	62,635	56,556	-	56,556
Technical support and other	55,526	1,000	56,526	41,256	-	41,256
Freelance and consultants	16,267	5,693	21,960	11,137	-	11,137
Printing	117	85	202	-	-	-
Staff costs (direct)	11,483	-	11,483	10,387	-	10,387
Support and indirect staff costs	13,141	-	13,141	10,537	-	10,537
Training and education:						
Freelance and consultants	150	631	781	3,633	-	3,633
Bad debts & miscellaneous	250	-	250	-	-	-
Technical support and other	-	251	251	544	-	544
Staff costs (direct)	35,699	-	35,699	37,376	-	37,376
Support and indirect staff costs	35,279	-	35,279	37,915	-	37,915
Total Charitable activities	310,419	207,673	518,092	283,297	190,752	474,049

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

8 OTHER EXPENDITURE

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2023			2022
	£	£	£	£	£	£
Other trading activities:						
Technical support and other	8,250	-	8,250	3,487	-	3,487
Staff costs (direct)	1,122	-	1,122	5,534	-	5,534
Support and indirect staff costs	3,761	-	3,761	5,614	-	5,614
Total	13,133	-	13,133	14,635	-	14,635

9a SUPPORT COSTS – General management

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2023			2022
	£	£	£	£	£	£
General management:						
IT & general office costs	16,960	-	16,960	6,684	-	6,684
Office rent	900	-	900	1,145	-	1,145
Insurance	1,080	-	1,080	974	-	974
Consultancy & support fees	5,538	-	5,538	4,028	-	4,028
Travel and subsistence	5,656	-	5,656	4,591	-	4,591
Printing and advertising	153	-	153	171	-	171
Accountancy services	19,217	-	19,217	18,916	-	18,916
Staff costs	22,625	-	22,625	23,059	-	23,059
Staff training	2,423	-	2,423	2,536	-	2,536
Bad debts & miscellaneous		-	-	300	-	300
Total General management	74,552	-	74,552	62,404	-	62,404

9b SUPPORT COSTS – Governance

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2023			2022
	£	£	£	£	£	£
Governance:						
Staff costs	12,356	-	12,356	11,154	-	11,154
Accounts preparation	3,084	-	3,084	3,084	-	3,084
Independent examination	3,815	-	3,815	3,975	-	3,975
Travel and meeting costs	2,747	-	2,747	1,419	-	1,419
Strategic development	20,435	-	20,435	22,554	-	22,554
Total Governance costs	42,437	-	42,437	42,186	-	42,186
Total support costs	116,989	-	116,989	104,590	-	104,590

Governance costs include staff costs for supporting the Trustee meetings for the strategic planning for the charity, the preparation of statutory accounts and independent examination fees.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

10 ALLOCATION OF SUPPORT COSTS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2023	£	£	2022
			£			£
Raising funds	7,938	-	7,938	3,772	-	3,772
Charitable activities:						
Membership support	56,870	-	56,870	46,752	-	46,752
Annual and other conferences	13,141	-	13,141	10,537	-	10,537
Education services	35,279	-	35,279	37,915	-	37,915
Other expenditure	3,761	-	3,761	5,614	-	5,614
Total allocated support costs	116,989	-	116,989	104,590	-	104,590

Support costs are allocated to other activities in proportion to direct staff costs incurred by those activities.

11 EMPLOYEES

	Year ended 31-Mar	Year ended 31-Mar
	2023	2022
	No.	No.
The average number of employees during the year was:		
Chief Executive	1	1
Office and administrative support	5	5
	<u>6</u>	<u>6</u>
The average number of full-time equivalent employees during the year	<u>5</u>	<u>6</u>

12a STAFF COSTS

	Year ended 31-Mar	Year ended 31-Mar
	2023	2022
	£	£
Staff costs for the above employees:		
Wages and salaries	169,956	159,574
National insurance	9,186	3,232
Pension contributions	3,595	3,564
	<u>182,737</u>	<u>166,370</u>

Pension contributions relate to payments made for members of staff in the NEST auto-enrolment scheme.

The number of higher paid employees was as follows:

	Year ended 31-Mar	Year ended 31-Mar
	2023	2022
	No.	No.
Total emoluments (salary)		
£60,000 to £69,999	1	1

The Trustees consider that the Chief Executive represents the key management personnel for the Charity. The total remuneration (salary, Employer's National insurance costs and pension contributions) for the Chief Executive for the year was £75,257 (2022 - £74,357).

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

12b ALLOCATION OF STAFF COSTS BY ACTIVITY

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2023			2022
Activities:	£	£	£	£	£	£
Raising funds	7,526	-	7,526	3,718	-	3,718
Membership support	32,837	50,973	83,810	25,305	49,837	75,142
Annual and other conferences	14,600	-	14,600	10,387	-	10,387
Education services	35,699	-	35,699	37,376	-	37,376
Other trading activities	6,122	-	6,122	5,534	-	5,534
Support costs:						
General management	22,625	-	22,625	23,059	-	23,059
Governance	12,355	-	12,355	11,154	-	11,154
Total staff costs	131,764	50,973	182,737	116,533	49,837	166,370

Staff costs have been allocated to activities, including to support costs, based on the estimated time spent.

13 NET INCOME

	Year ended 31-Mar	Year ended 31-Mar
	2023	2022
	£	£
Net income is stated after charging:		
Independent examiner's fee: - current year	4,275	4,350
Independent examiner's fee: - prior year	<u>(460)</u>	<u>(375)</u>

14 TRUSTEES' REMUNERATION AND EXPENSES

During the year £95 was paid to 1 Trustees in reimbursement of travel expenses. (2022 - £359).

15 DEBTORS

	Year ended 31-Mar	Year ended 31-Mar
	2023	2022
	£	£
Trade debtors	21,744	62,577
Other debtors:		
Undeposited funds	-	2,940
Prepayments	12,057	19,260
Accrued income	<u>7,380</u>	<u>111,559</u>
	<u>41,181</u>	<u>196,336</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

16 CASH AT BANK AND AT HAND

	Year ended 31-Mar	Year ended 31-Mar
	2023	2022
	£	£
Bank – current accounts	500	440
Bank – deposit accounts	317,462	315,967
	<u>317,962</u>	<u>316,407</u>

17 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Year ended 31-Mar	Year ended 31-Mar
Note	2023	2022
	£	£
Other taxes and social security costs	12,065	18,914
Other creditors (see below)	44,969	58,357
Accruals & deferred income	18 94,518	87,462
Trade creditors	20,475	24,631
	<u>172,027</u>	<u>189,364</u>

Other Creditors breakdown

Monies held for regional groups of music service members

North west	1,533	1,533
West Midlands	34,817	32,152
Eastern	4,538	6,000
North East	2,281	1,072
	<u>43,169</u>	<u>40,757</u>
PMLL liabilities for licence invoices raised	1,800	17,600
	<u>44,969</u>	<u>58,357</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

18 ACCRUALS AND DEFERRED INCOME

	Year ended 31-Mar	Year ended 31-Mar
	2023	2022
	£	£
Trade accruals	7,552	11,794
Trade creditors	20,475	24,631
Total Accruals and creditors	28,027	36,425
Deferred income:		
Annual subscriptions	71,131	59,998
Training fees	100	3,670
Sponsorship and other funding	10,235	7,000
Services	5,500	5,000
Total Deferred income	86,966	75,668
Totals	114,993	112,093

Deferred Income

	Year ended 31-Mar
	2023
	£
Deferred income at 1 April 2022	75,668
Income deferred in the year	86,966
Amounts released from previous years	(75,668)
Deferred income at 31 March 2023	86,966

19 ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	£	£	£	£
Current assets	355,520	3,623	359,143	390,528	122,215	512,743
Current liabilities	(172,027)	-	(172,027)	(189,364)	-	(189,364)
Total funds	183,493	3,623	187,116	201,164	122,215	323,379

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2023

20 MOVEMENT IN FUNDS

	At 1st April 2022	Income	Expenditure	Transfer between funds	At 31st March 2023
	£	£	£	£	£
Unrestricted funds:					
General fund	201,164	321,345	(339,016)	-	183,493
Restricted income funds:					
Arts Council England	112,635	70,754	(182,039)	-	1,350
North West Conference	9,330	16,227	(23,284)	-	2,273
South Yorks. Conference	250	2,100	(2,350)	-	-
Total Restricted Funds	122,215	89,081	(207,673)	-	3,623
Total Funds	323,379	410,426	(546,689)	-	187,116

20 MOVEMENTS IN FUNDS (continued)

	At 1st April 2021	Income	Expenditure	Transfer between funds	At 31st March 2022
	£	£	£	£	£
Unrestricted funds:					
General fund	181,010	325,575	(305,421)	-	201,164
Restricted income funds:					
Arts Council England LDP	303,353	-	(190,718)	-	112,635
North West Conference	9,364	-	(34)	-	9,330
South Yorks. Conference	250	-	-	-	250
Total Restricted Funds	312,967	-	(190,752)	-	122,215
Total Funds	493,977	325,575	(496,173)	-	323,379

21 RELATED PARTY TRANSACTIONS

Thirteen trustees who served during the year; James Dickinson, Yogesh Dattani, Jan Ford, Dave Little, Peter Smalley, Peter Bolton, Jennifer Gilbert, Clair McColl, Emma Calvert, Emma Archer, Gemma Price and Thom Meredith were employed during the year by Music Education Organisations that paid membership fees, and for conference and training attendance. Martin Fautley was an individual paid-up member of Music Mark during the year. These fees were at standard, advertised ‘arms-length’ rates.

THE UK ASSOCIATION FOR MUSIC EDUCATION - MUSIC MARK

England & Wales - Charity number 1118542

Accounts

The UK Association for Music Education – Music Mark

UNAUDITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

for the year ended

31 March 2022

Company Registration No 6134823

Charity Registration No 1118542

The UK Association for Music Education – Music Mark

REFERENCE AND ADMINISTRATIVE INFORMATION

Company Name	The UK Association for Music Education – Music Mark
Registered Company Number	6134823
Registered Charity Number	1118542
Registered Office	Southgate Chambers 37-39 Southgate Street Winchester SO23 9EH
Board of Trustees	James Dickinson (Chair) Yogesh Dattani Martin Fautley Jan Ford David Little Peter Smalley Kerry Watson - Resigned April 2021 Peter Bolton (Treasurer) Jennifer Gilbert Emma Calvert - Elected November 2021 Thom Meredith - Elected November 2021
Patron	Charles Hazelwood
Company Secretary and Chief Executive	Bridget Whyte
Independent Examiner	James Cross For and on behalf of Moore Kingston Smith LLP 9 Appold Street London EC2A 2AP
Bankers	CAF Bank Limited 25 Kings Hill Avenue, Kings Hill, West Malling, Kent ME19 4JQ
Solicitors	Bates Wells & Braithwaite LLP 2-6 Cannon Street, London EC4M 6YH

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2022

TRUSTEES' ANNUAL REPORT

The Trustees (who are also directors for the purposes of company law) present their report and the financial statements of the UK Association for Music Education – Music Mark (the “Charity” or “Music Mark”) for the year ended 31 March 2022. The Trustees have adopted the provisions of the Statement of Recommended Practice (SORP) “Accounting and Reporting by Charities”, to be compliant with Financial Reporting Standard (FRS) 102.

Reference and administrative information set out on page 2 forms part of this report. The financial statements have been prepared in accordance with the accounting policies set out on pages 14 and 15 and comply with the applicable law, the Memorandum and Articles of Association and the requirements of the Charities SORP (FRS 102).

OBJECTIVES AND ACTIVITIES

Charitable Objects

As stated in its Memorandum of Articles and Association, Music Mark’s charitable objects are to advance the education of the public in the art of music.

Music Mark is a membership organisation for local authority and independent Music Services, for other music education organisations, their teaching and support teams, their partners and their schools. We advocate on behalf of those members meaning that we ‘speak and act in support of music as a subject, and we promote best practice’. We strive to ensure that all stakeholders understand the value and life-changing potential of music for all children and young people.

Music Mark is also a subject association. Subject associations speak for their subject communities; they are able to undertake research into their members’ concerns and to reflect these back to policy makers. A subject association is never only one lone voice but instead is the collective voice of their subject community; working to ensure the highest quality of teaching.

Principal Activities

Music Mark’s vision is:

Accessible and excellent musical learning and engagement in and out of school, for all children and young people, which inspires and enriches their lives

It meets its charitable objects in pursuit of its vision through its mission:

Supporting, connecting and influencing in pursuit of a high quality, equitable, diverse, inclusive music education for all children and young people

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2022

Our strategy for delivering our mission over the coming years to achieve our vision has been divided into 9 key areas:

Membership	Providing opportunities for professional debate, sharing good practice, innovation and CPD through communication and accessible local, regional and national events
Equity Diversity and Inclusion (EDI)	Embedding EDI as a 'Golden-Thread' in all our work, and supporting the membership to do likewise
UK	A strong and diverse network across the UK through membership and partnership with individuals and organisations, supporting quality of both provision and outcomes
Schools	A stronger relationship with schools through membership and as a Music Subject Association
Professional Development	An inclusive, needs driven, programme of training, resources and events for all those involved in children and young people's music education in the UK
Influencing & Informing Policy	The voice for Music Education at a national level. Advising and influencing governments and NGOs across the UK. Representing the diversity of the sector on the international stage
Governance & Management	Clarity of accountability management, purpose and reporting of the work of Music Mark, including as a limited company and charity ensuring EDI is at the heart of its governance
Financial Resilience	Diversified income streams including capitalising on Music Mark's charitable status to maintain the organisation's role supporting the UK Music Education sector
Music Education in England & Wales	Support the ambition of the National Plans for Music Education in England and Wales by working in close partnership with the DfE, ACE, Welsh Government and WLGA

Public Benefit

The Trustees have referred to the guidance offered by the Charity Commission in reviewing aims and objectives and in planning activities. In particular, the Trustees consider how planned activities will contribute to the aims and objectives and they ensure that these activities are carried out for the public benefit by delivering services that are valued by members and enable those with responsibility in the sector to develop and adopt best practice.

ACHIEVEMENTS AND PERFORMANCE

The ongoing COVID-19 Pandemic has continued to demonstrate the value of Music Mark to its membership with ongoing high engagement through events and training, most of which is now established as online provision.

The 2021 Annual Conference however was run as a 'hybrid' event with both face-to-face attendance and the ability to join online for some sessions which were broadcast live and recorded for future viewing. Whilst the costs to provide both online and in person access was high, attendance also increased. More importantly it was a successful conference based on the feedback from both delegates and the industry partners who exhibited and sponsored the event. The learning from this conference will help inform ongoing conferences and our wider provision of events for our membership and the sector.

Music Mark continues to work closely with Arts Council England (ACE) to support the Music Education Hubs across England and in 2021/22 a programme of training, events and other support was implemented following the confirmation of the significant increase in grant funding in March 2021. This funding enabled Music Mark to increase staffing and to engage a number of consultants to support not only leaders within Music Education Hubs but also their staff and teaching teams. Support included a new campaign launched in the summer for 2021 – Get Playing – which aimed to help raise the profile of musical learning to parents through a set of 10 statements about the benefits of music.

Music Mark's role as an influencer of policy and practice continued in 2021/22 with the appointment of the CEO, Bridget Whyte, to an 'Expert Panel' supporting the Department for Education in the development of a new National Plan for Music Education for England which was published on 25th June 2022.

Engagement with Music Education Organisations in Wales had been increasing slowly but in the spring of 2021, assisted by increased funding from the Welsh Government for music education, Music Mark welcomed all but one of the Music Services in Wales into the membership. The CEO, Bridget Whyte, also worked closely with the Welsh Government on the development of a National Plan for Music Education for Wales which was published in May 2022.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2022

In April 2021 Rachel Shirley, who had previously been engaged on a temporary freelance basis, was given a one-year fixed term part-time contract based on the increased activity being developed through the ACE funding. Fi Simpson, the Comms and Marketing Manager returned from maternity leave in late June and in October 2021 the Membership and Events Manager, Rosie Lowe, went on maternity leave. Rachel agreed to act up to cover some of her role with a new member of the team joining – Matthew Crisp – as a part-time fixed term Admin Assistant. Gary Griffiths continued to work with Music Mark as a consultant providing invaluable COVID-19 support to the Membership, and targeted support was also provided by other consultants including Sam Stimpson and Carmel Cardona.

At the 2021 Annual Conference Music Mark launched 'Talk into Action' a campaign aimed at encouraging the music education sector to move from talking about Equity, Diversity and Inclusion to taking action. It focusses on four areas of development – Governance, Workforce, Participants and Programmes/Resources. Music Mark itself is looking at how to act to increase ED&I across these four areas and is providing training and resources to support others to also do so.

In the Autumn of 2021 Arts Council England released information about their three-year funding programme – Investment Principles Support Organisations – a fund which will provide organisations who support sectors of the Arts with core funding over a three-year period. Music Mark began work on preparing a bid to this fund ready for submission in May 2022. The outcome of applications will be published in October 2022 and grants will commence in April 2023 running to March 2026.

Going concern

The financial statements have been prepared under the going concern basis. The trustees have reviewed the financial outlook for the next 12 months. The charity has healthy reserves and stable membership income and thus the trustees consider that the charity is a going concern

FINANCIAL REVIEW

Music Mark recorded a deficit of income over expenditure for the year totalling £170,598 compared to a surplus of £342,879 for 2020/21. This is because grants accounted for in the previous year have been released for use as planned for projects in the year reported here. Therefore in summary, the expenditure this year is in excess of the income as the income was shown prior to the start of this year.

Unrestricted income increased this year by £64,836 to £325,575 compared to last year. This increase was due to significantly higher memberships and advertising income.

Expenditure of £190,752 against restricted funds represents ACE grant money used to towards a Workforce Development Programme, an Innovating Hubs for the Future Programme and an Innovation Fund which is providing funding for Music Education Hub partnership projects.

Expenditure from unrestricted funding increased by £84,207 to £305,421. This increase was primarily due to the rise in membership support, training and education events running with an increase in the hire of consultancy for support, running events and training. In addition, the annual conference took place as a hybrid virtual and live event which meant that venue hire and associated costs were increased.

Unrestricted reserves increased from £181,010 to £201,164. Restricted funds carried forward of £122,215 represent unspent ACE funds remaining from the North West members' conferences 2017-2019 of £9,330, South Yorkshire Conference £250, with the remainder being ACE grants for future planned support projects.

Cash balances increased by £10,012 to £316,407, significantly helped by a number of Music Services applying for memberships in advance of the new year. In addition to good credit control processes.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2022

Reserves Policy

Through careful management of income and expenditure, Music Mark has built up reserves over the past years for general contingency requirements.

The Trustees have reviewed the level of free reserves (those not tied up in fixed assets, designated for a specific purpose or restricted) and consider that a level free reserves equivalent to six months' management and administration costs to be sufficient to ensure that the Charity could continue to meet the needs of beneficiaries and stakeholders in the event of unexpected, substantial adverse financial circumstances.

Unrestricted reserves standing at £201,164 represent a little more than 10 months of 2022/23 budgeted management and administration expenditure, excluding costs of delivering conferences, training and other events. This level is therefore in line with the policy.

Investment Policy

The aim of the Investment Policy is to protect the capital value of funds held and, ideally, allow them to be inflation proofed over the long-term. Given the value of funds held and the need to meet short and medium-term requirements, in an environment of low risk-free investment returns, funds are held in an interest-bearing bank deposit account. All income from investments is used for furthering the charitable objectives.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Constitution of the Charity and the nature of the Governing Document

The Charity is a company limited by guarantee (registered number 6134823) and is governed by its Memorandum and Articles of Association (Adopted 18 May 2007, revised 7 February 2013 and 4 November 2021). The revisions made in 2021 were carried out in consultation with Music Mark's Lawyers – Bates Wells – and presented to the Membership at the AGM for adoption. The review was carried out to ensure that the documents reflected the current work of Music Mark, updates in working practices, particularly arising from the COVID pandemic, and to ensure that they reflect current company and charity law. The Membership were provided with information of the key changes made and a special resolution was voted on at the AGM.

The Charity is registered with the Charity Commission (registered number 1118542) and does not have share capital, cannot pay dividends and must utilize all its funds to further its stated charitable objectives.

Recruitment and Appointment of Trustees

The appointment of the Board of Trustees is governed by the Charity's constitution. Elected trustees are drawn by nomination from the Membership, with a voting process for eligible Members where there are more candidates than available posts. Elected trustees generally serve for a term of three years ending on the third AGM following election. The Board also has the option to co-opt a further six trustees by skill set to complement the elected board. Co-opted trustees serve for terms of one year which can be renewed at the discretion of the board.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2022

Those who served during the year were:

James Dickinson	(Chair)	Co-opted member
Peter Bolton	(Treasurer)	Elected Member, Treasurer from November 2021
Yogesh Dattani		Elected member (remaining on the Board for a 5 th year as only two Trustees were required to step down and to ensure Board stability during the COVID-19 pandemic)
Martin Fautley		Co-opted member
Jan Ford		Elected Member appointed November 2021
Jennifer Gilbert		Elected Member
Maureen Hanke		Elected Member – stood down following three years of service at the AGM November 2021
David Little	(Treasurer)	Co-opted member, Treasurer until November 2021
Peter Smalley		Elected member – stood for re-election following three years of service and reappointed at the AGM in November 2021
Kerry Watson		Stood down in April 2021
Emma Calvert		Elected November 2021
Thom Meredith		Elected November 2021

Induction and Training of New Trustees

All new Trustees attend an induction Trustee Board Meeting where their roles are fully explained. They receive regular information about the work of the charity, where appropriate, signposted to relevant trustee training and, in the view of the Trustees, have enough knowledge of their specific field to understand the nature of the Charity and fully comply with the Charity's current views of its progression. Trustees may claim for reasonable expenses (as determined by an agreed policy) incurred in undertaking the Charity's business, but they receive no remuneration or other financial benefit.

Organisational Structure and Management

According to the Charity's constitution, the Board of Trustees must hold at least three meetings per year to take decisions about the strategic direction and running of the Charity, as guided by the Chief Executive.

Strategic and operational delivery is undertaken by the Chief Executive. Additional, specialist support is brought in by way of a number of freelance contractors and suppliers (including conference management, IT and finance).

Equality of Opportunity

Music Mark is committed to a policy of equal opportunities for all employees and to ensuring within the framework of the law that its workplaces are free from unlawful or unfair discrimination. The principles of equality are embedded within the Music Mark ethos and are consistently adhered to in all activity including recruitment (Board and staff), planning and delivering events and services, marketing and communications and within programme development.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2022

Risk management

The Trustees and the Chief Executive pay due care and attention to risk management and it is a standing agenda item at all Board meeting. The Chief Executive, on behalf of the Trustees, maintains an ongoing Risk Register covering all areas of financial, regulatory, business, and operational risk.

The Chief Executive is tasked to alert Trustees to new or increased risks identified in any category so that mitigating actions can be agreed and implemented as appropriate. Risk assessment of all new activities is fully undertaken by way of Trustee discussions and, where necessary, expert advice is sought and followed.

The principal risks faced by the Charity, and the actions to mitigate these risks, are considered to be:

<i>Risk</i>	<i>Mitigation</i>
Degree of dependence on Music Service and lead organisation of Music Education Hub (MEH) membership income.	Continued review and development of Membership benefits alongside messaging that membership is available to all those music education working in the sector across the UK and the diversifying of income streams to include grants, partnerships and sponsorship.
Membership dissatisfaction with support services provided.	Understanding by the staff team as to what constitutes success for a membership organisation. Clarity of commitment to purpose, analysis of feedback and to action. Regular regional and peer-group consultation and networking events for Members to ensure understanding of the value of membership. An annual membership survey.
Loss of key staff.	Review of remuneration packages, roles and responsibilities and staff development opportunities.
Elected trustee body lacking in all relevant skills.	An annual skills audit is carried out and reviewed by the Trustees with co-option of Trustees with desired knowledge areas or skill-sets to supplement those of elected Trustees
Ongoing COVID-19 Impact – income lost (ie membership fees and/or event cancellation)	Regular ongoing consultation with the Membership, and work with partners such as ACE, to ensure that services provided meet the needs of the music education sector as it manages the ongoing impact of the pandemic.

Related Parties

None of the current Trustees have any beneficial interest in any contract with the Charity. Ten of the Trustees who served during the year were employed during the year by Music Services or Music Education Organisations that paid annual Membership fees. One of the Trustees is an individual Member of Music Mark.

In carrying out its objectives the Charity works in partnership with other organisations. None of these organisations is a related party within the terms of the SORP.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2022

Funds held on behalf of others

In the ordinary course of business, Music Mark holds and administers funds, from time to time, on behalf groups of Music Education Organisation Members. Funds are held within Music Mark's bank accounts but are accounted for separately (see Note 17). Disbursement of these funds is made on written agreement from the fund holder(s).

PLANS FOR THE FUTURE

In 2022/23 Music Mark will continue its role as the provider of support for the organisations and individuals who work in Music Education across England, Wales, Northern Ireland and the Crown Dependencies as well as strengthening its links and partnerships in Scotland. With the publication of a National Plan in both England and Wales in the Spring/Summer of 2022, both of which Music Mark was involved in preparing, its role supporting the implementation of these will be a key strategic aim.

Music Mark will continue to provide a valued programme of online training, support and events for its membership and the wider sector, subsidized by funding from Arts Council England. The Annual Conference, which will focus on Equity Diversity and Inclusion in line with the charity's Talk into Action campaign, will be a series of events across the country and online to increase access to the networking and training provided by this sector event. Music Mark will also continue to facilitate peer-group meetings to enable members to connect at a regional and national level.

Objectives for 2022/23

During the next year the key objective for Music Mark will be to support its membership to navigate change. In England and Wales that change is primarily due to the publication of two National Plans for Music Education which will have an impact on all those working in Music Education in each country. In Northern Ireland Music Mark will provide advice and guidance where needed to support the ongoing development of a single music service. And learning from all this country-wide change the Charity will continue to support, connect and influence on behalf of its full membership.

The Board of Trustees and Chief Executive have agreed upon the following specific activities for the forthcoming year in line with the organisation's charitable objectives:

- To ensure there continues to be many ways in which Music Mark is listening to the voice of the membership to ensure that its work to support, connect and influence on their behalf continues to be its primary purpose.
- To provide professional development opportunities for the Membership and wider sector, including regular webinars, training programmes, peer-to-peer networking and topic-based meetings
- To run Member/sector events such as Big Meets and Webinars, a Spring Summit (March 2023) and the Annual Conference Series (November 2022)
- To deliver a relevant Music Hub Support programme through ongoing grants received from ACE
- Continue to develop and promote resources and provide training for classroom teachers as a Music Subject Association, and champion the work of schools in providing music education through the Music Mark Schools programme
- To consider its own role in, and promote the importance of, turning Talk into Action in connection with Equity, Diversity and Inclusion across all protected characteristics to ensure it is a golden thread across governance, workforce, participants and programming.
- Be a key voice in the development of the English 'Refreshed' National Plan for Music Education as it is developed and published and champion the need for realistic funding for Music Education Hubs

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2022

- Support the Welsh Government and the wider music education sector in the development of the Welsh National Plan for Music Education
- Review and strengthen the governance of the charity
- Identify further ways to become more financially resilient through stronger partnerships such as with ACE

STATEMENT OF TRUSTEES' RESPONSIBILITIES

The Trustees (who are also directors of The UK Association for Music Education – Music Mark for the purposes of company law) are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company, including the income and expenditure of the charitable 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 SORP;
- make judgments 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 charitable company will continue in business.

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

This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small entities.

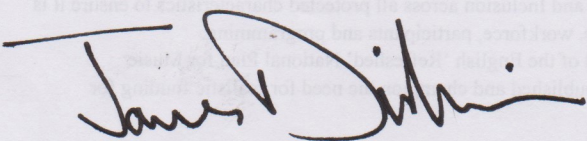
INDEPENDENT EXAMINATION

For the year ended 31 March 2022 the Charity qualifies for an independent examination of its financial statements.

Approval

Approved by the Trustees on 16th September 2022 and signed on their behalf by:

James Dickinson
Chair of Trustees



REPORT OF THE INDEPENDENT EXAMINER TO THE MEMBERS OF THE UK ASSOCIATION FOR MUSIC EDUCATION – MUSIC MARK

Independent examiner's report to the trustees of Music Mark

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2022.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

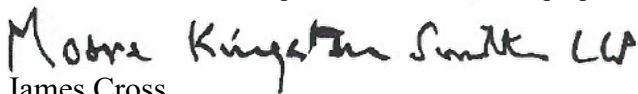
Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5) (b) of the 2011 Act.

Independent Examiner's Statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

- 1 accounting records were not kept in respect of the Company as required by section 386 of the 2006 Act; or
- 2 the accounts do not accord with those records; or
- 3 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
- 4 the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities.

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



James Cross
(FCA, ICAEW)

For and on behalf of Moore Kingston Smith LLP
Chartered Accountants

9 Appold Street
London
EC2A 2AP

Date: 12 October 2022

The UK Association for Music Education – Music Mark

STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)

For the year ended 31 March 2022

		Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	<i>Note</i>	Funds	Funds	Funds	Funds	Funds	Funds
		£	£	2022	£	£	2021
				£			£
Income from:							
Donations and legacies	2	-	-	-	15,376	380,353	395,729
Charitable activities	3	270,712	-	270,712	217,880	-	217,880
Other trading activities	4	54,810	-	54,810	27,359	-	27,359
Investments	5	53	-	53	124	-	124
Total income		325,575	-	325,575	260,739	380,353	641,092
Expenditure on:							
Raising funds	6	7,489	-	7,489	7,959	-	7,959
Charitable activities	7	283,297	190,752	474,049	205,687	77,000	282,687
Other	8	14,635	-	14,635	7,567	-	7,567
Total expenditure		305,421	190,752	496,173	221,213	77,000	298,213
Net income/(expenditure)		20,154	-	190,752	-	170,598	39,526
Net movement in funds		20,154	-	190,752	-	170,598	39,526
Reconciliation of funds:							
Total funds brought forward		181,010	312,967	493,977	141,484	9,614	151,098
Total funds carried forward		201,164	122,215	323,379	181,010	312,967	493,977

All activities derive from continuing operations.

A Statement of Recognised Gains and Losses is not required as all gains and losses are included in the Statement of Financial Activities.

The notes on pages 14 to 23 form part of these financial statements

The UK Association for Music Education – Music Mark

BALANCE SHEET as at 31 March 2022

	Note	Total funds	
		31-Mar-22	31-Mar-21
		£	£
Current assets:			
Debtors	15	196,336	349,446
Cash at bank and in hand	16	316,407	306,395
Total current assets		512,743	655,841
Liabilities:			
Creditors: amounts falling due within one year	17	(189,364)	(161,864)
Net current assets		323,379	493,977
Total net assets		323,379	493,977
The funds of the charity:			
	19		
Unrestricted funds		201,164	181,010
Restricted income funds		122,215	312,967
Total charity funds		323,379	493,977

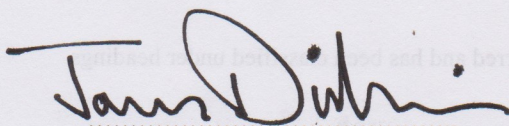
For the year ended 31 March 2022 the charity was entitled to exemption from audit under Section 477 of the Companies Act 2006 relating to small companies.

The members have not required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

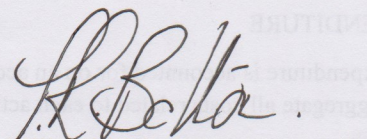
The directors acknowledge their responsibility for complying with the requirements of the Act with respect accounting records and for the preparation of the accounts.

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements were approved by the Trustees and authorised for issue on 16th September 2022 and were signed on their behalf by:



James Dickinson
Chair



Peter Bolton
Trustee and Honorary Treasurer

Registered Company Number 6134823

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

1 ACCOUNTING POLICIES

1.1 ACCOUNTING CONVENTIONS

The financial statements have been prepared under the historical cost convention and in accordance with the Companies Act 2006 and, as a public benefit entity, also with the requirements of the Statement of Recommended Practice Accounting and Reporting by Charities under Financial Reporting Standard (FRS) 102.

The financial statements are prepared in sterling, which is the functional currency of the Charity.

Monetary amounts in these financial statements are rounded to the nearest pound.

1.2 GOING CONCERN

The financial statements have been prepared on a going concern basis.

Having carried out regular review of services and provision together with appropriate risk analysis in light of the current pandemic relating to COVID-19 and adapted services and provision accordingly, including taking much of its provision online, the indication is that the charity will remain solvent. Trustees remain satisfied that the charity has sufficient cash flow to meet its liabilities as they fall due for at least one year from the date of approval of the financial statements.

1.3 ACCOUNTING ESTIMATES

In the view of the Trustees in applying the accounting policies adopted, no judgements were required that have a significant effect on the amounts recognised in the financial statements, nor do any estimates or assumptions made carry a significant risk of material adjustment in the next financial year.

1.4 TANGIBLE FIXED ASSETS AND DEPRECIATION

Assets with a cost in excess of £500 that are intended to be of on-going use to Music Mark in carrying out its activities are capitalised as fixed assets.

Depreciation is provided at rates calculated to write off the cost of fixed assets, less their residual value, over their expected useful lives on the following basis:

Office Equipment - 3 years on a straight-line basis

1.5 INCOME

All incoming resources are included on the Statement of Financial Activities when the Charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

Some Music Service and corporate members' membership fees relate to the twelve months following joining Music Mark. These fees are credited to income pro rata in accordance with the financial year.

Income received in advance of the period or the event to which it relates is shown as deferred income at the balance sheet date.

1.6 EXPENDITURE

All expenditure is accounted for on an accruals basis as the liability is incurred and has been classified under headings that aggregate all costs related to each activity.

1.7 VALUE ADDED TAX

The Charity is registered for Value Added Tax and charges and remits and recovers tax as appropriate on its income and expenditure.

1.8 TAXATION

The Charity is exempt from tax on income and gains falling within sections 472-489 of the Corporation Tax Act 2010 or section 252 of the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objects.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

1.9 FUND ACCOUNTING

Unrestricted funds can be used in accordance with the charitable objectives at the Trustees' discretion.

Restricted funds can only be used for prescribed purposes, within the objects of the Charity, when specified by the donor or when funds are raised for particular identified purposes. Further explanation of the nature of each fund is included in the notes to the financial statements.

1.10 STAFF AND SUPPORT COSTS

Staff costs are attributed to activities based on estimates of time spent by each member of staff on each activity. The costs of support activities, being General management and Governance as detailed in Notes 9a and 9b, are allocated to the expenditure headings that appear on the Statement of Financial Activities in proportion to the directly attributed staff costs, subject to any specific allowances specified in the terms of the use of restricted funds.

1.11 FINANCIAL INSTRUMENTS

The Charity has elected to apply the provisions of Section 11 'Basic Financial instruments' of FRS102 to all of its financial instruments. Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Basic financial assets, which include trade and other receivables and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest.

Basic financial liabilities, including trade and other payables that are classified as debt, are initially recognised at the transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities then, in which case, trade payables are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest rate method.

1.12 CASH AND CASH EQUIVALENTS

Cash and cash equivalents include cash at banks and in hand and short-term deposits with a maturity date of three months or less.

2 INCOME - DONATIONS AND LEGACIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2022	£	£	2021
			£			£
Arts Council England (ACE)	-	-	-	15,274	380,353	395,627
Other	-	-	-	102	-	102
Total donations and legacies	-	-	-	15,376	380,353	395,729

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

3 INCOME - CHARITABLE ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2022			2021
	£	£	£	£	£	£
Membership services:						
Membership subscriptions	141,062	-	141,062	44,570	-	44,570
Annual conference fees	105,855	-	105,855	144,975	-	144,975
Other conference fees	-	-	-	-	-	-
Education services:						
Training course fees	17,745	-	17,745	21,805	-	21,805
Services	6,050	-	6,050	6,530	-	6,530
Total charitable activities	270,712	-	270,712	217,880	-	217,880

4 INCOME - OTHER TRADING ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2022			2021
	£	£	£	£	£	£
Advertising	38,810	-	38,810	7,200	-	7,200
Sponsorship	11,000	-	11,000	15,159	-	15,159
Services	5,000	-	5,000	5,000	-	5,000
Total other trading activities	54,810	-	54,810	27,359	-	27,359

Sponsorship includes income is received for promotional services provided for the Associated Board of the Royal Schools of Music (ABRSM).

5 INCOME – INVESTMENTS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2022			2021
	£	£	£	£	£	£
Bank interest	53	-	53	124	-	124
Total investment income	53	-	53	124	-	124

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

6 EXPENDITURE - RAISING FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2022	£	£	2021
			£			£
Staff costs (direct)	3,718	-	3,718	3,665	-	3,665
Support and indirect staff costs	3,771	-	3,771	4,293	-	4,293
Total Raising funds	7,489	-	7,489	7,958	-	7,958

Costs of raising funds represents staff time, associated support costs for identifying and applying for grant income and developing other income streams.

7 EXPENDITURE - CHARITABLE ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2022	£	£	2021
			£			£
Membership support:						
Freelance and consultants	1,009	75,830	76,839	7,833	-	7,833
Technical support and other	890	65,085	65,975	3,948	44,117	48,065
Staff costs (direct)	25,305	49,837	75,142	35,835	32,883	68,718
Support and indirect staff costs	46,752	-	46,752	55,003	-	55,003
Annual and other conferences:						
Hotel and venue hire	56,556	-	56,556	-	-	-
Technical support and other	41,256	-	41,256	27,079	-	27,079
Freelance and consultants	11,137	-	11,137	8,250	-	8,250
Staff costs (direct)	10,387	-	10,387	7,916	-	7,916
Support and indirect staff costs	10,537	-	10,537	9,273	-	9,273
Training and education:						
Venue hire	-	-	-	-	-	-
Freelance and consultants	3,633	-	3,633	1,169	-	1,169
Technical support and other	544	-	544	2,428	-	2,428
Staff costs (direct)	37,376	-	37,376	21,623	-	21,623
Support and indirect staff costs	37,915	-	37,915	25,330	-	25,330
Total Charitable activities	283,297	190,752	474,049	205,687	77,000	282,687

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

8 OTHER EXPENDITURE

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2022			2021
	£	£	£	£	£	£
Other trading activities:						
Technical support and other	3,487	-	3,487	1,281	-	1,281
Staff costs (direct)	5,534	-	5,534	2,895	-	2,895
Support and indirect staff costs	5,614	-	5,614	3,392	-	3,392
Total	14,635	-	14,635	7,568	-	7,568

9a SUPPORT COSTS – General management

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2022			2021
	£	£	£	£	£	£
General management:						
IT & general office costs	6,684	-	6,684	9,065	-	9,065
Office rent	1,145	-	1,145	10,431	-	10,431
Insurance	974	-	974	728	-	728
Consultancy & support fees	4,028	-	4,028	10,584	-	10,584
Travel and subsistence	4,591	-	4,591	1,788	-	1,788
Printing and advertising	171	-	171	893	-	893
Accountancy services	18,916	-	18,916	7,750	-	7,750
Staff costs	23,059	-	23,059	28,953	-	28,953
Staff training	2,536	-	2,536	572	-	572
Bad debts & miscellaneous	300	-	300	457	-	457
Total General management	62,404	-	62,404	71,221	-	71,221

9b SUPPORT COSTS – Governance

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2022			2021
	£	£	£	£	£	£
Governance:						
Staff costs	11,154	-	11,154	10,995	-	10,995
Accounts preparation	3,084	-	3,084	3,084	-	3,084
Independent examination	3,975	-	3,975	4,025	-	4,025
Travel and meeting costs	1,419	-	1,419	-	-	-
Strategic development	22,554	-	22,554	7,966	-	7,966
Total Governance costs	42,186	-	42,186	26,070	-	26,070
Total support costs	104,590	-	104,590	97,291	-	97,291

Governance costs include staff costs for supporting the Trustee meetings for the strategic planning for the charity, the preparation of statutory accounts and independent examination fees.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

10 ALLOCATION OF SUPPORT COSTS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	£	£	£	£
			2022			2021
Raising funds	3,772	-	3,772	4,293	-	4,293
Charitable activities:						
Membership support	46,752	-	46,752	55,003	-	55,003
Annual and other conferences	10,537	-	10,537	9,273	-	9,273
Education services	37,915	-	37,915	25,330	-	25,330
Other expenditure	5,614	-	5,614	3,392	-	3,392
Total allocated support costs	104,590	-	104,590	97,291	-	97,291

Support costs are allocated to other activities in proportion to direct staff costs incurred by those activities.

11 EMPLOYEES

	Year ended 31-Mar	Year ended 31-Mar
	2022	2021
	No.	No.
The average number of employees during the year was:		
Chief Executive	1	1
Office and administrative support	5	3
	<u>6</u>	<u>4</u>
The average number of full-time equivalent employees during the year	<u>6</u>	<u>4</u>

12a STAFF COSTS

	Year ended 31-Mar	Year ended 31-Mar
	2022	2021
	£	£
Staff costs for the above employees:		
Wages and salaries	159,574	137,421
National insurance	3,232	4,231
Pension contributions	3,564	3,113
	<u>166,370</u>	<u>144,765</u>

Pension contributions relate to payments made for members of staff in the NEST auto-enrolment scheme.

The number of higher paid employees was as follows:

	Year ended 31-Mar	Year ended 31-Mar
	2022	2021
	No.	No.
Total emoluments (salary)		
£60,000 to £69,999	1	1

The Trustees consider that the Chief Executive represents the key management personnel for the Charity. The total remuneration (salary, Employer's National insurance costs and pension contributions) for the Chief Executive for the year was £74,357 (2021 - £73,301).

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

12b ALLOCATION OF STAFF COSTS BY ACTIVITY

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2022			2021
Activities:	£	£	£	£	£	£
Raising funds	3,718	-	3,718	3,665	-	3,665
Membership support	25,305	49,837	75,142	35,835	32,883	68,718
Annual and other conferences	10,387	-	10,387	7,916	-	7,916
Education services	37,376	-	37,376	21,623	-	21,623
Other trading activities	5,534	-	5,534	2,895	-	2,895
Support costs:						
General management	23,059	-	23,059	28,953	-	28,953
Governance	11,154	-	11,154	10,995	-	10,995
Total staff costs	116,533	49,837	166,370	111,882	32,883	144,765

Staff costs have been allocated to activities, including to support costs, based on the estimated time spent.

13 NET INCOME

	Year ended 31-Mar	Year ended 31-Mar
	2022	2021
	£	£
Net income is stated after charging:		
Independent examiner's fee: - current year	4,350	4,025
Independent examiner's fee: - prior year	<u>(375)</u>	<u>(500)</u>

14 TRUSTEES' REMUNERATION AND EXPENSES

During the year £359 was paid to 4 Trustees in reimbursement of travelling and out of pocket expenses. (2021 - no payments were made to Trustees).

15 DEBTORS

	Year ended 31-Mar	Year ended 31-Mar
	2022	2021
	£	£
Trade debtors	62,577	26,282
Other debtors:		
Undeposited funds	2,940	-
Prepayments	19,260	5,874
Accrued income	<u>111,559</u>	<u>317,290</u>
	<u><u>196,336</u></u>	<u><u>349,446</u></u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

16 CASH AT BANK AND AT HAND

	Year ended 31-Mar 2022	Year ended 31-Mar 2021
	£	£
Bank – current accounts	440	1,647
Bank – deposit accounts	315,967	304,748
	<u>316,407</u>	<u>306,395</u>

17 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Note	Year ended 31-Mar 2022	Year ended 31-Mar 2021
		£	£
Other taxes and social security costs		18,914	13,920
Other creditors (see below)		58,357	38,377
Accruals & deferred income	18	87,462	89,579
Trade creditors		24,631	19,988
		<u>189,364</u>	<u>161,864</u>

Other Creditors breakdown

Monies held for regional groups of music service members

North west	1,533	1,557
West Midlands	32,152	24,694
Eastern	6,000	6,000
North East	1,072	1,426
	<u>40,757</u>	<u>33,677</u>
PMLL liabilities for licence invoices raised	17,600	4700
	<u>58,357</u>	<u>38,377</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

18 ACCRUALS AND DEFERRED INCOME

	Year ended 31-Mar	Year ended 31-Mar
	2022	2021
	£	£
Trade accruals	11,794	17,204
Trade creditors	24,631	19,988
Total Accruals and creditors	36,425	37,192
Deferred income:		
Annual subscriptions	59,998	62,825
Training fees	3,670	4,550
Sponsorship and other funding	7,000	5,000
Services	5,000	-
Total Deferred income	75,668	72,375
Totals	112,093	109,567

Deferred Income

	Year ended 31-Mar
	2022
	£
Deferred income at 1 April 2021	72,375
Income deferred in the year	75,668
Amounts released from previous years	(72,375)
Deferred income at 31 March 2022	75,668

19 ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	£	£	£	£
Current assets	390,528	122,215	512,743	342,874	312,967	655,841
Current liabilities	(189,364)	-	(189,364)	(161,864)	-	(161,864)
Total funds	201,164	122,215	323,379	181,010	312,967	493,977

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2022

20 MOVEMENT IN FUNDS

	At 1st April 2021	Income	Expenditure	Transfer between funds	At 31st March 2022
	£	£	£	£	£
Unrestricted funds:					
General fund	181,010	325,575	(305,421)	-	201,164
Restricted income funds:					
Arts Council England	303,353	-	(190,718)	-	112,635
North West Conference	9,364	-	(34)	-	9,330
South Yorks. Conference	250	-	-	-	250
Total Restricted Funds	312,967	-	(190,752)	-	122,215
Total Funds	493,977	325,575	(496,173)	-	323,379

20 MOVEMENTS IN FUNDS (continued)

	At 1st April 2020	Income	Expenditure	Transfer between funds	At 31st March 2021
	£	£	£	£	£
Unrestricted funds:					
General fund	141,484	260,739	(221,213)	-	181,010
Restricted income funds:					
Arts Council England LDP	-	380,353	(77,000)	-	303,353
North West Conference	9,364	-	-	-	9,364
South Yorks. Conference	250	-	-	-	250
Total Restricted Funds	9,614	380,353	(77,000)	-	312,967
Total Funds	151,098	641,092	(298,213)	-	493,977

RELATED PARTY

21 TRANSACTIONS

Ten trustees who served during the year; James Dickinson, Yogesh Dattani, Jan Ford, David Little, Peter Smalley, Kerry Watson, Peter Bolton, Jennifer Gilbert, Emma Calvert and Thom Meredith were employed during the year by Music Education Organisations that paid membership fees, and for conference and training attendance. Martin Fautley was individual paid-up member of Music Mark during the year. These fees were at standard, advertised ‘arms-length’ rates. Maureen Hanke was awarded honorary membership on retiring as a Trustee.

THE UK ASSOCIATION FOR MUSIC EDUCATION - MUSIC MARK

England & Wales - Charity number 1118542

Accounts

The UK Association for Music Education – Music Mark

UNAUDITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

for the year ended

31 March 2021

Company Registration No 6134823

Charity Registration No 1118542

The UK Association for Music Education – Music Mark

REFERENCE AND ADMINISTRATIVE INFORMATION

Company Name	The UK Association for Music Education – Music Mark
Registered Company Number	6134823
Registered Charity Number	1118542
Registered Office	Southgate Chambers 37-39 Southgate Street Winchester SO23 9EH
Board of Trustees	James Dickinson (Chair) Yogesh Dattani Martin Fautley Jan Ford – Elected November 2020 Maureen Hanke – Retired November 2020 David Little (Treasurer) Peter Smalley – Re-elected November 2020 Kerry Watson - Resigned April 2021 Peter Bolton Jennifer Gilbert
Patron	Charles Hazelwood
Company Secretary and Chief Executive	Bridget Whyte
Independent Examiner	James Cross For and on behalf of Moore Kingston Smith LLP Devonshire House 60 Goswell Road London EC1M 7AD
Bankers	CAF Bank Limited 25 Kings Hill Avenue, Kings Hill, West Malling, Kent ME19 4JQ
Solicitors	Bates Wells & Braithwaite LLP 2-6 Cannon Street, London EC4M 6YH

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2021

TRUSTEES' ANNUAL REPORT

The Trustees (who are also directors for the purposes of company law) present their report and the financial statements of the UK Association for Music Education – Music Mark (the “Charity” or “Music Mark”) for the year ended 31 March 2021. The Trustees have adopted the provisions of the Statement of Recommended Practice (SORP) “Accounting and Reporting by Charities”, to be compliant with Financial Reporting Standard (FRS) 102.

Reference and administrative information set out on page 2 forms part of this report. The financial statements have been prepared in accordance with the accounting policies set out on pages 15 and 16 and comply with the applicable law, the Memorandum and Articles of Association and the requirements of the Charities SORP (FRS 102).

OBJECTIVES AND ACTIVITIES

Charitable Objects

As stated in its Memorandum of Articles and Association, Music Mark’s charitable objects are to advance the education of the public in the art of music.

Music Mark is a membership organisation for local authority and independent Music Services, for other music education organisations, their teaching and support teams, their partners and their schools. We advocate on behalf of those members meaning that we ‘speak and act in support of music as a subject, and we promote best practice’. We strive to ensure that all stakeholders understand the value and life-changing potential of music for all children and young people.

Music Mark is also a subject association. Subject associations speak for their subject communities; they are able to undertake research into their members’ concerns and to reflect these back to policy makers. A subject association is never only one lone voice but instead is the collective voice of their subject community; working to ensure the highest quality of teaching.

Principal Activities

Music Mark’s vision is:

Excellent musical learning in and out of school for all children and young people in the UK, which inspires and enriches their lives.

It meets its charitable objects in pursuit of its vision through its mission:

Supporting, connecting, and influencing in pursuit of a high quality, diverse, inclusive music education for all children and young people.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2021

Underpinning this mission are eight strategic aims which outline the focus of Music Mark's work:

Membership	A simplified structure and increased engagement - providing opportunities for professional debate, sharing good practice, innovation and CPD through local, regional and national events
Influencing & Informing Policy & Practice	The voice for Music Education at a National level – advising and influencing governments and NGOs across the UK and representing the sector on the international stage
Professional Development	An ongoing programme that provides training, resources and events for all those involved in children and young people's music education in the UK
Schools	A stronger (direct and/or indirect) relationship with schools through membership and as a Music Subject Association
UK	A strong network across the UK, through membership and partnership with individuals and organisations, supporting quality of both provision and outcomes
Music Education in England	Maintain a close relationship with the DfE, consider other government department links, and gain and retain formal status as a Sector Support Organisation (SSO) from Arts Council England (ACE)
Governance	Clarity of accountability, management, purpose and reporting of the work of Music Mark, including as a limited company and charity
Financial Resilience	Diversified income streams including capitalising on Music Mark's charitable status

Public Benefit

The Trustees have referred to the guidance offered by the Charity Commission in reviewing aims and objectives and in planning activities. In particular, the Trustees consider how planned activities will contribute to the aims and objectives and they ensure that these activities are carried out for the public benefit by delivering services that are valued by members and enable those with responsibility in the sector to develop and adopt best practice.

ACHIEVEMENTS AND PERFORMANCE

Despite the challenges presented by the COVID-19 Pandemic, 2020/21 has been a further year of growth for Music Mark.

Membership has increased and there has been significant increase in engagement in the charity's activities as it took much of its offer online.

The 2020 Annual Conference moved online and yet continued the steady increase in delegates observed over the past few years. It had a focus on The Music in Music Education, and, with support from some of the Corporate Partners, the event provided a day of valuable live training and discussion as well as an online offer of recorded sessions and a virtual exhibition, which extended the length of the conference to over 6 weeks. Feedback from this re-imagined conference was very positive and although there were many who were hoping for a face-to-face conference in 2021, there was a clear indication that elements of the online event were welcome and would be valuable to consider ongoing.

The partnership with Arts Council England (ACE) continued in 2020/21, with enhanced grant funding which enabled Music Mark to develop and deliver both resources and further training programmes and provide increased support for its (English) Membership during a very challenging year.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2021

In September 2020 the Communication and Marketing Manager, Fi Simpson, went on maternity leave and the CEO promoted the Finance and Administration Officer to Communications and Marketing Officer to cover some of the role with a consultant, Carmel Cardona, brought in to provide strategic support. Rachel Shirley was engaged on a short term freelance contract to cover some administrative tasks. In addition a consultant, Gary Griffiths, was contracted to provide vital COVID-19 support to the membership, funded by the ACE grant in 2020/21.

The financial year closed with confirmation of significant ongoing funding from April 2021 to October 2022 from ACE for Music Mark to continue to support Music Education Hubs with managing the challenges presented by the COVID-19 Pandemic. This ongoing funding has enabled the charity to continue to engage some key consultants to provide that support as well as to increase the staff team with Rachel Shirley being appointed on a 1-year fixed term contract as 0.8fte Finance and Administration Officer from April 2021.

Going concern

The financial statements have been prepared under the going concern basis. The Board agreed a budget for 2021/22 which reflects the possibility of some reductions in membership fees and advertising as the COVID-19 Pandemic continues to have an effect on the sector, but continues to develop the Charities role as a key part of the support for the sector, especially following the confirmation in March 2021 of funding from ACE which will include financial support for the charities core costs.

FINANCIAL REVIEW

Music Mark recorded an overall surplus of income over expenditure for the year of £342,879. Accounting rules under the Statement of Recommended Practice (SORP) require that grant income be recognised in the accounts when certain criteria are met; being entitled, probable and measurable. This means that in these accounts the grant from ACE for the period March 2021 to October 2022 has to be recognised in full, even though the majority of the expenditure will be incurred over the next two years (2021/22 and 2022/23).

Restricted income comprised of grants received and yet to be received from ACE, for funding towards three strands of a Hub Support programme, underpinning hubs, hub workforce development and the innovation pot.

Unrestricted income decreased this year compared to last by £64,268 to £260,739. This decrease was partly due to lower advertising income, replacing the ticketed Spring Summit to an online webinar-based event due to COVID-19 and an online conference meaning lower ticket prices.

Expenditure of £74,025 against restricted funds, represented ACE grants money used towards the Hub Support Programme, together with the costs of £2,975 for Underpinning Hubs.

Expenditure from unrestricted funding decreased by £74,596 to £221,213. This decrease was primarily due to the annual conference transferring purely to online attendance which meant that venue hire and associated costs were greatly reduced.

Following the surplus recorded during the year, unrestricted reserves increased from £141,484 to £181,010 Restricted funds carried forward of £312,967 represent unspent funds remaining from the North West members' conferences 2017-2019 of £9,364, South Yorkshire Conference £250 with the remainder being ACE grants for future planned support projects.

Cash balances increased by £63,768 to £306,395, significantly helped by a number of Music Services applying for 2021/22 memberships in advance of the new year. In addition, a reduction in spending and good credit control processes.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2021

Reserves Policy

Through careful management of income and expenditure, Music Mark has built up reserves over past years for general contingency requirements.

The Trustees have reviewed the level of free reserves (those not tied up in fixed assets, designated for a specific purpose or restricted) and consider that a level free reserves equivalent to six months' management and administration costs to be sufficient to ensure that the Charity could continue to meet the needs of beneficiaries and stakeholders in the event of unexpected, substantial adverse financial circumstances.

Unrestricted reserves standing at £181,010 represent a little more than 11 months of 2021/22 budgeted management and administration expenditure, excluding costs of delivering conferences, training and other events. This level is therefore in line with the policy.

Investment Policy

The aim of the Investment Policy is to protect the capital value of funds held and, ideally, allow them to be inflation proofed over the long-term. Given the value of funds held and the need to meet short and medium-term requirements, in an environment of low risk-free investment returns, funds are held in an interest-bearing bank deposit account. All income from investments is used for furthering the charitable objectives.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Constitution of the Charity and the nature of the Governing Document

The Charity is a company limited by guarantee (registered number 6134823) and is governed by its Memorandum and Articles of Association (adopted 18 May 2007, revised 7 February 2013). The Charity is registered with the Charity Commission (registered number 1118542) and does not have share capital, cannot pay dividends and must utilise all its funds to further its stated charitable objectives.

Recruitment and Appointment of Trustees

The appointment of the Board of Trustees is governed by the Charity's constitution. Elected trustees are drawn by nomination from the Membership, with a voting process for eligible Members where there are more candidates than available posts. Elected trustees generally serve for a term of three years ending on the third AGM following election. The Board also has the option to co-opt a further four trustees by skill set to complement the elected board. Co-opted trustees serve for terms of one year which can be renewed at the discretion of the board.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2021

Those who served during the year were:

James Dickinson	(Chair)	Co-opted member
Peter Bolton		Elected Member
Yogesh Dattani		Elected member (remaining on the Board for a 4 th year as only two Trustees were required to step down and to ensure Board stability during the COVID-19 pandemic)
Martin Fautley		Co-opted member
Jan Ford		Elected Member appointed November 2021
Jennifer Gilbert		Elected Member
Maureen Hanke		Elected Member – stood down following three years of service at the AGM November 2021
David Little	(Treasurer)	Co-opted member
Peter Smalley		Elected member – stood for re-election following three years of service and reappointed at the AGM in November 2021
Kerry Watson		Stood down in April 2021

Induction and Training of New Trustees

All new Trustees attend an induction Trustee Board Meeting where their roles are fully explained. They receive regular information about the work of the charity, where appropriate, signposted to relevant trustee training and, in the view of the Trustees, have enough knowledge of their specific field to understand the nature of the Charity and fully comply with the Charity's current views of its progression. Trustees may claim for reasonable expenses (as determined by an agreed policy) incurred in undertaking the Charity's business, but they receive no remuneration or other financial benefit.

Organisational Structure and Management

According to the Charity's constitution, the Board of Trustees must hold at least three meetings per year to take decisions about the strategic direction and running of the Charity, as guided by the Chief Executive.

Strategic and operational delivery is undertaken by the Chief Executive. Additional, specialist support is brought in by way of a number of freelance contractors and suppliers (including conference management, IT and finance).

Equality of Opportunity

Music Mark is committed to a policy of equal opportunities for all employees and to ensuring within the framework of the law that its workplaces are free from unlawful or unfair discrimination. The principles of equality are embedded within the Music Mark ethos and are consistently adhered to in all activity including recruitment (Board and staff), planning and delivering events and services, marketing and communications and within programme development.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2021

Risk management

The Trustees and the Chief Executive pay due care and attention to risk management and it is a standing agenda item at all Board Meetings. The Chief Executive, on behalf of the Trustees, maintains an ongoing 'risk matrix' covering all areas of reputation, operation, delivery and finances.

The Chief Executive is tasked to alert Trustees to new or increased risks identified in any category so that mitigating actions can be agreed and implemented as appropriate. Risk assessment of all new activities is fully undertaken by way of Trustee discussions and, where necessary, expert advice is sought and followed.

The principal risks faced by the Charity, and the actions to mitigate these risks, are considered to be:

<i>Risk</i>	<i>Mitigation</i>
Degree of dependence on Music Service and lead organisation of Music Education Hub (MEH) membership income.	Continued review and development of Membership benefits alongside messaging that membership is available to all those music education working in the sector across the UK and the diversifying of income streams to include grants, partnerships and sponsorship.
Membership dissatisfaction with support services provided.	Understanding by the staff team as to what constitutes success for a membership organisation. Clarity of commitment to purpose, analysis of feedback and to action. Regular regional and peer-group consultation and networking events for Members to ensure understanding of the value of membership. An annual membership survey.
Loss of key staff.	Review of remuneration packages, roles and responsibilities and staff development opportunities.
Elected trustee body lacking in all relevant skills.	Co-option of Trustees with desired knowledge areas or skill-sets to supplement those of elected Trustees.
COVID-19 Impact – income loss (i.e. Membership fees and/or event cancellation)	Regular ongoing consultation with the Membership, and work with partners such as ACE, to ensure that services provided meet their needs following a year of impact from the COVID-19 Pandemic and that events are relevant, affordable and accessible through the use of online platforms.

Related Parties

None of the current Trustees have any beneficial interest in any contract with the Charity. Eight of the Trustees who served during the year were employed during the year by Music Services or Music Education Organisations that paid annual Membership fees. Two of the Trustees are individual Members of Music Mark.

In carrying out its objectives the Charity works in partnership with other organisations. None of these organisations is a related party within the terms of the SORP.

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2021

Funds held on behalf of others

In the ordinary course of business, Music Mark holds and administers funds, from time to time, on behalf groups of Music Education Organisation Members. Funds are held within Music Mark's bank accounts but are accounted for separately (see Note 17). Disbursement of these funds is made on written agreement from the fund holder(s).

PLANS FOR THE FUTURE

In 2021/22 Music Mark will continue to position itself as the provider of support for the organisations and individuals who work as part of Music Education Hubs in England, continue to expand its support of Music Services in Wales, Northern Ireland and the Crown Dependencies of Guernsey, Jersey and the Isle of Man, as well as looking to further strengthen its links and partnerships with Music Services and other music education providers in Scotland.

Having established a valued programme of online training and events for its membership and the wider sector this will continue, adapting to the needs of, and based on feedback from, the membership. The Music Mark Annual Conference will run as a hybrid event providing access to some elements online as well as providing a face-to-face event in Brighton (unless the current COVID-19 Roadmap to Reopening is restricted due to significant increases in cases or concerns regarding new variants). Members' meetings will continue to offer the opportunity to network at regional and national levels.

Objectives for 2021/22

During next year the key objective for Music Mark will be to support its membership to manage the ongoing the impact of the COVID-19 Pandemic, including advocating at a national, regional and local level for the importance of, and ongoing support for, Music Education.

The Board of Trustees and the Chief Executive have agreed upon the following specific activities for the forthcoming year in line with the organisation's charitable objectives:

- To identify ways to continue to listen to the voice of the membership to ensure that Music Mark is working to support, connect and influence on their behalf
- To provide professional development opportunities for the Membership and wider sector, including regular webinars, peer-to-peer networking and topic-based meetings
- To run Member/sector events such as Big Meets for English Music Education Hubs, a Spring Summit (March 2022) and the Annual Conference (November 2021)
- To deliver a relevant programme of support to Music Education Hub Partners through the grant received from ACE
- Continue to develop and promote resources and consider providing training for classroom teachers as a Music Subject Association, and champion the work of schools in providing music education through the Music Mark Schools programme
- Maintain the strong links Music Mark has with music education providers across the four UK Nations

The UK Association for Music Education – Music Mark

TRUSTEES' REPORT

For the year ended 31 March 2021

- Be a key voice in the development of the English 'Refreshed' National Plan for Music Education as it is developed and published and champion the need for realistic funding for Music Education Hubs
- Review and strengthen the governance of the charity
- Identify further ways to become more financially resilient through stronger partnerships such as with ACE

STATEMENT OF TRUSTEES' RESPONSIBILITIES

The Trustees (who are also directors of The UK Association for Music Education – Music Mark for the purposes of company law) are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company, including the income and expenditure of the charitable 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 SORP;
- make judgments 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 charitable company will continue in business.

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

This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small entities.

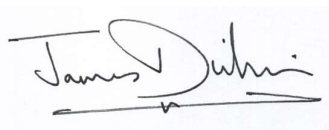
INDEPENDENT EXAMINATION

For the year ended 31 March 2021 the Charity qualifies for an independent examination of its financial statements.

Approval

Approved by the Trustees on 7th October 2021 and signed on their behalf by:

James Dickinson
Chair of Trustees



REPORT OF THE INDEPENDENT EXAMINER TO THE MEMBERS OF THE UK ASSOCIATION FOR MUSIC EDUCATION – MUSIC MARK

Independent examiner's report to the trustees of Music Mark

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2021.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5) (b) of the 2011 Act.

Independent Examiner's Statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

- 1 accounting records were not kept in respect of the Company as required by section 386 of the 2006 Act; or
- 2 the accounts do not accord with those records; or
- 3 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
- 4 the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities.

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



James Cross
(FCA, ICAEW)

For and on behalf of Moore Kingston Smith LLP

Chartered Accountants

Devonshire House
60 Goswell Road
London EC1M 7AD

Date: 8 October 2021

The UK Association for Music Education – Music Mark
STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING AN INCOME AND
EXPENDITURE ACCOUNT)

For the year ended 31 March 2021

		Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	<i>Note</i>	Funds	Funds	Funds	Funds	Funds	Funds
		£	£	2021	£	£	2020
				£			£
Income from:							
Donations and legacies	2	15,376	380,353	395,729	3,010	4,627	7,637
Charitable activities	3	217,880	-	217,880	279,292	17,589	296,881
Other trading activities	4	27,359	-	27,359	42,310	-	42,310
Investments	5	124	-	124	395	-	395
Total income		260,739	380,353	641,092	325,007	22,216	347,223
Expenditure on:							
Raising funds	6	7,959		7,959	7,484	-	7,484
Charitable activities	7	205,687	77,000	282,687	280,431	26,518	306,949
Other	8	7,567		7,567	7,894	-	7,894
Total expenditure		221,213	77,000	298,213	295,809	26,518	322,327
Net income/(expenditure)		39,526	303,353	342,879	29,198	(4,302)	24,896
Net movement in funds		39,526	303,353	342,879	29,198	(4,302)	24,896
Reconciliation of funds:							
Total funds brought forward		141,484	9,614	151,098	112,286	13,916	126,202
Total funds carried forward		181,010	312,967	493,977	141,484	9,614	151,098

All activities derive from continuing operations.

A Statement of Recognised Gains and Losses is not required as all gains and losses are included in the Statement of Financial Activities.

The notes on pages 15 to 25 form part of these financial statements

The UK Association for Music Education – Music Mark

BALANCE SHEET as at 31 March 2021

	<i>Note</i>	£	Total funds 31-Mar-21	£	Total funds 31-Mar-20
Current assets:					
Debtors	15	349,446		57,842	
Cash at bank and in hand	16	306,395		242,627	
Total current assets		655,841		300,469	
Liabilities:					
Creditors: amounts falling due within one year	17	(161,864)		(149,371)	
Net current assets			493,977		151,098
Total net assets			<u>493,977</u>		<u>151,098</u>
The funds of the charity:	21				
Unrestricted funds			181,010		141,484
Restricted income funds			312,967		9,614
Total charity funds			<u>493,977</u>		<u>151,098</u>


For the year ended 31 March 2021 the charity was entitled to exemption from audit under Section 477 of the Companies Act 2006 relating to small companies.

The members have not required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

The directors acknowledge their responsibility for complying with the requirements of the Act with respect accounting records and for the preparation of the accounts.

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements were approved by the Trustees and authorised for issue on 7th October 2021 and were signed on their behalf by:



.....

James Dickinson
Chair



.....

David Little
Trustee and Honorary Treasurer

Registered Company Number 6134823

The UK Association for Music Education – Music Mark

CASH FLOW STATEMENT

For the year ended 31 March 2021

	<i>Note</i>	Total funds 2021	Total funds 2020
Cash flows from operating activities:			
Net cash provided by operating activities	21	63,644	34,108
Cash flows from investing activities:			
Dividends, interest and rents from investments		124	395
Net cash provided by investing activities		124	395
Cash flows from financing activities:			
Change in cash and cash equivalents in the reporting period	22	63,768	34,503
Cash and cash equivalents at the beginning of the reporting period		242,627	208,124
Cash and cash equivalents at the end of the reporting period		306,395	242,627

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

1 ACCOUNTING POLICIES

1.1 ACCOUNTING CONVENTIONS

The financial statements have been prepared under the historical cost convention and in accordance with the Companies Act 2006 and, as a public benefit entity, also with the requirements of the Statement of Recommended Practice Accounting and Reporting by Charities under Financial Reporting Standard (FRS) 102.

The financial statements are prepared in sterling, which is the functional currency of the Charity.

Monetary amounts in these financial statements are rounded to the nearest pound.

1.2 GOING CONCERN

The financial statements have been prepared on a going concern basis.

Having carried out regular review of services and provision together with appropriate risk analysis in light of the current pandemic relating to COVID-19 and adapted services and provision accordingly, including taking much of its provision online, the indication is that the charity will remain solvent. Trustees remain satisfied that the charity has sufficient cash flow to meet its liabilities as they fall due for at least one year from the date of approval of the financial statements.

1.3 ACCOUNTING ESTIMATES

In the view of the Trustees in applying the accounting policies adopted, no judgements were required that have a significant effect on the amounts recognised in the financial statements, nor do any estimates or assumptions made carry a significant risk of material adjustment in the next financial year.

1.4 TANGIBLE FIXED ASSETS AND DEPRECIATION

Assets with a cost in excess of £500 that are intended to be of on-going use to Music Mark in carrying out its activities are capitalised as fixed assets.

Depreciation is provided at rates calculated to write off the cost of fixed assets, less their residual value, over their expected useful lives on the following basis:

Office Equipment - 3 years on a straight-line basis

1.5 INCOME

All incoming resources are included on the Statement of Financial Activities when the Charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

Some Music Service and corporate members' membership fees relate to the twelve months following joining Music Mark. These fees are credited to income pro rata in accordance with the financial year.

Income received in advance of the period or the event to which it relates is shown as deferred income at the balance sheet date.

1.6 EXPENDITURE

All expenditure is accounted for on an accruals basis as the liability is incurred and has been classified under headings that aggregate all costs related to each activity.

1.7 VALUE ADDED TAX

The Charity is registered for Value Added Tax and charges and remits and recovers tax as appropriate on its income and expenditure.

1.8 TAXATION

The Charity is exempt from tax on income and gains falling within sections 472-489 of the Corporation Tax Act 2010 or section 252 of the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objects.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

1.9 FUND ACCOUNTING

Unrestricted funds can be used in accordance with the charitable objectives at the Trustees' discretion.

Restricted funds can only be used for prescribed purposes, within the objects of the Charity, when specified by the donor or when funds are raised for particular identified purposes. Further explanation of the nature of each fund is included in the notes to the financial statements.

1.10 STAFF AND SUPPORT COSTS

Staff costs are attributed to activities based on estimates of time spent by each member of staff on each activity. The costs of support activities, being General management and Governance as detailed in Notes 9a and 9b, are allocated to the expenditure headings that appear on the Statement of Financial Activities in proportion to the directly attributed staff costs, subject to any specific allowances specified in the terms of the use of restricted funds.

1.11 FINANCIAL INSTRUMENTS

The Charity has elected to apply the provisions of Section 11 'Basic Financial instruments' of FRS102 to all of its financial instruments. Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Basic financial assets, which include trade and other receivables and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest.

Basic financial liabilities, including trade and other payables that are classified as debt, are initially recognised at the transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities then, in which case, trade payables are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest rate method.

1.12 CASH AND CASH EQUIVALENTS

Cash and cash equivalents include cash at banks and in hand and short-term deposits with a maturity date of three months or less.

2 INCOME - DONATIONS AND LEGACIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2021	£	£	2020
	£	£	£	£	£	£
Arts Council England (ACE)	15,274	380,353	395,627	-	4,627	4,627
Other	102	-	102	3,010	-	3,010
Total donations and legacies	15,376	380,353	395,729	3,010	4,627	7,637

Music Mark had confirmation that they will receive grants from ACE that will be used over the next 2 years. This grant income is recognised in full as it required under the Statement of Recommended Practice. Expenditure of these grants will be recognised as they are incurred.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

3 INCOME - CHARITABLE ACTIVITIES

	Unrestricted Funds	Restricted Funds	Total Funds 2021	Unrestricted Funds	Restricted Funds	Total Funds 2020
	£	£	£	£	£	£
Membership services:						
Membership subscriptions	44,570	-	44,570	142,361	-	142,361
Annual conference fees	144,975	-	144,975	103,097	-	103,097
Other conference fees	-	-	-	234	17,589	17,823
Education services:						
Training course fees	21,805	-	21,805	20,753	-	20,753
Services	6,530	-	6,530	12,847	-	12,847
Total charitable activities	217,880	-	217,880	279,292	17,589	296,881

4 INCOME - OTHER TRADING ACTIVITIES

	Unrestricted Funds	Restricted Funds	Total Funds 2021	Unrestricted Funds	Restricted Funds	Total Funds 2020
	£	£	£	£	£	£
Advertising	7,200	-	7,200	28,560	-	28,560
Sponsorship	15,159	-	15,159	13,750	-	13,750
Services	5,000	-	5,000	-	-	-
Total other trading activities	27,359	-	27,359	42,310	-	42,310

Advertising income relates to the placement of job adverts on behalf of members on the Music Mark website. Sponsorship income is received for promotional services provided for the Associated Board of the Royal Schools of Music (ABRSM).

Services relates to admin support supplied to Printed Music Licensing Ltd (PMLL).

5 INCOME – INVESTMENTS

	Unrestricted Funds	Restricted Funds	Total Funds 2021	Unrestricted Funds	Restricted Funds	Total Funds 2020
	£	£	£	£	£	£
Bank interest	124	-	124	395	-	395
Total investment income	124	-	124	395	-	395

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

6 EXPENDITURE - RAISING FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2021	£	£	2020
			£			£
Staff costs (direct)	3,665	-	3,665	3,622	-	3,622
Support and indirect staff costs	4,293	-	4,293	3,862	-	3,862
Total Raising funds	7,958	-	7,958	7,484	-	7,484

Costs of raising funds represents staff time, associated support costs for identifying and applying for grant income and developing other income streams.

7 EXPENDITURE - CHARITABLE ACTIVITIES

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2021	£	£	2020
			£			£
Membership support:						
Freelance and consultants	7,833	-	7,833	-	-	-
Technical support and other	3,948	44,117	48,065	11,265	-	11,265
Staff costs (direct)	35,835	32,883	68,718	73,790	-	73,790
Support and indirect staff costs	55,003	-	55,003	78,677	-	78,677
Annual and other conferences:						
Hotel and venue hire	-	-	-	40,766	11,456	52,222
Technical support and other	27,079	-	27,079	24,149	541	24,690
Freelance and consultants	8,250	-	8,250	6,782	4,993	11,775
Staff costs (direct)	7,916	-	7,916	7,363	3,900	11,263
Support and indirect staff costs	9,273	-	9,273	7,851	-	7,851
Training and education:						
Venue hire	-	-	-	4,411	3,643	8,054
Freelance and consultants	1,169	-	1,169	9,740	1,406	11,146
Technical support and other	2,428	-	2,428	2,934	579	3,513
Staff costs (direct)	21,623	-	21,623	6,148	-	6,148
Support and indirect staff costs	25,330	-	25,330	6,555	-	6,555
Total Charitable activities	205,687	77,000	282,687	280,431	26,518	306,949

During 2020/21 membership support costs increased as online support and training via the Hub Support Programme were provided to members of Music Mark as physically attended events were unable to happen. These activities are part-ACE funded and comprise a mix of paid-for and free-to-member support and training. A new membership support cost this year is the freelance and consultants line, for services enabling Music Mark to deliver said events. A new cost in Technical support includes software for online webinars, the remainder is postage and office supplies. Annual and other conferences include the annual conference which was held online, under technical and support the costs are the majority of the audiovisual technician fees & equipment hire for recording the conference, event management, speaker fees, however there are minimal catering and travel fees. Training and Education costs are from CPD sessions held online, this is made up of consultants who ran the sessions and software costs.

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NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

8 OTHER EXPENDITURE

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2021	£	£	2020
Other trading activities:						
Technical support and other	1,281	-	1,281	-	-	-
Staff costs (direct)	2,895	-	2,895	3,821	-	3,821
Support and indirect staff costs	3,392	-	3,392	4,074	-	4,074
Total	7,568	-	7,568	7,895	-	7,895

9a SUPPORT COSTS – General management

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2021	£	£	2020
General management:						
IT & general office costs	9,065	-	9,065	10,804	-	10,804
Office rent	10,431	-	10,431	13,707	-	13,707
Insurance	728	-	728	209	-	209
Consultancy & support fees	10,584	-	10,584	-	-	-
Travel and subsistence	1,788	-	1,788	818	-	818
Printing and advertising	893	-	893	1,561	-	1,561
Accountancy services	7,750	-	7,750	13,035	-	13,035
Staff costs	28,953	-	28,953	35,719	-	35,719
Staff training	572	-	572	75	-	75
Bad debts & miscellaneous	457	-	457	604	-	604
Total General management	71,221	-	71,221	76,532	-	76,532

General management costs include IT, accommodation, other general office costs and staff costs for the day-to-day management of the charity.

9b SUPPORT COSTS – Governance

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2021	£	£	2020
Governance:						
Staff costs	10,995	-	10,995	14,487	-	14,487
Accounts preparation	3,084	-	3,084	600	-	600
Independent examination	4,025	-	4,025	3,399	-	3,399
Travel and meeting costs	-	-	-	1,947	-	1,947
Strategic development	7,966	-	7,966	4,053	-	4,053
Total Governance costs	26,070	-	26,070	24,486	-	24,486
Total support costs	97,291	-	97,291	101,018	-	101,018

Governance costs include staff costs for supporting the Trustee meetings for the strategic planning for the charity, the preparation of statutory accounts and independent examination fees.

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

10 ALLOCATION OF SUPPORT COSTS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2021	£	£	2020
Raising funds	4,293	-	4,293	3,862	-	3,862
Charitable activities:						
Membership support	55,003	-	55,003	78,677	-	78,677
Annual and other conferences	9,273	-	9,273	3,951	3,900	7,851
Education services	25,330	-	25,330	6,555	-	6,555
Other expenditure	3,392	-	3,392	4,074	-	4,074
Total allocated support costs	97,291	-	97,291	97,119	3,900	101,019

Support costs are allocated to other activities in proportion to direct staff costs incurred by those activities.

11 EMPLOYEES

	Year ended 31-Mar	Year ended 31-Mar
	2021	2020
	No.	No.
The average number of employees during the year was:		
Chief Executive	1	1
Office and administrative support	3	2.8
	<u>4</u>	<u>3.8</u>
The average number of full-time equivalent employees during the year	<u>4</u>	<u>3.8</u>

12a STAFF COSTS

	Year ended 31-Mar	Year ended 31-Mar
	2021	2020
	£	£
Staff costs for the above employees:		
Wages and salaries	137,421	134,884
National insurance	4,231	11,078
Pension contributions	3,113	2,890
	<u>144,765</u>	<u>148,852</u>

Pension contributions relate to payments made for members of staff in the NEST auto-enrolment scheme.

The number of higher paid employees was as follows:

	Year ended 31-Mar	Year ended 31-Mar
	2021	2020
	No.	No.
Total emoluments (salary)		
£60,000 to £69,999	1	1

The Trustees consider that the Chief Executive represents the key management personnel for the Charity. The total remuneration (salary, Employer's National insurance costs and pension contributions) for the Chief Executive for the year was £73,301.69 (2020 - £72,437).

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

12b ALLOCATION OF STAFF COSTS BY ACTIVITY

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
			2021			2020
Activities:	£	£	£	£	£	£
Raising funds	3,665	-	3,665	3,622	-	3,622
Membership support	35,835	32,883	68,718	73,790	-	73,790
Annual and other conferences	7,916	-	7,916	7,363	3,900	11,263
Education services	21,623	-	21,623	6,148	-	6,148
Other trading activities	2,895	-	2,895	3,821	-	3,821
Support costs:						
General management	28,953	-	28,953	35,719	-	35,719
Governance	10,995	-	10,995	14,487	-	14,487
Total staff costs	111,882	32,883	144,765	144,950	3,900	148,850

Staff costs have been allocated to activities, including to support costs, based on the estimated time spent.

13 NET INCOME

	Year ended 31-Mar	Year ended 31-Mar
	2021	2020
	£	£
Net income is stated after charging:		
Independent examiner's fee: - current year	4,025	3,500
Independent examiner's fee: - prior year	<u>(500)</u>	<u>(101)</u>

14 TRUSTEES' REMUNERATION AND BENEFITS

During the year no payments were made to Trustees. (2020 - £632 was paid to 4 Trustees).

15 DEBTORS

	Year ended 31-Mar	Year ended 31-Mar
	2021	2020
	£	£
Trade debtors	26,282	39,620
Other debtors:		
Supplier refunds due	-	7,492
Train ticket loan	-	1,827
PMLL advance	-	1,000
Undeposited funds	-	60
Prepayments	5,874	7,843
Accrued income	317,290	-
	<u>349,446</u>	<u>57,842</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

16 CASH AT BANK AND AT HAND

	Year ended 31-Mar	Year ended 31-Mar
	2021	2020
	£	£
Bank – current accounts	1,647	500
Bank – deposit accounts	304,748	242,127
	<u>306,395</u>	<u>242,627</u>

17 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Year ended 31-Mar	Year ended 31-Mar
	2021	2020
	£	£
Other taxes and social security costs	13,920	13,478
Other creditors (see below)	38,377	50,803
Accruals & deferred income	89,579	84,486
Trade creditors	19,988	604
	<u>161,864</u>	<u>149,371</u>
Other Creditors breakdown		
Monies held for regional groups of music service members		
North west	1,557	1,557
West Midlands	24,694	31,177
Eastern	6,000	6,000
North East	1,426	4,326
	<u>33,677</u>	<u>43,060</u>
PMLL liabilities for licence invoices raised	4,700	-
Pensions liability	-	593
Provision for credit notes	-	7,150
	<u>38,377</u>	<u>50,803</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

18 ACCRUALS AND DEFERRED INCOME

	Year ended 31-Mar	Year ended 31-Mar
	2021	2020
	£	£
Trade accruals	17,204	10,645
Trade creditors	19,988	604
Total Accruals and creditors	<u>37,192</u>	<u>11,249</u>
Deferred income:		
Annual subscriptions	62,825	51,387
Training fees	4,550	11,954
Sponsorship and other funding	5,000	10,500
Total Deferred income	<u>72,375</u>	<u>73,841</u>
Totals	<u><u>109,567</u></u>	<u><u>85,090</u></u>

Deferred income includes annual subscriptions paid by Music Service members for 2021/22 that were invoiced in advance by request before 31 March 2021 together with other annual membership options that were paid for periods extending beyond 31 March 2021. Sponsorship is ABRSM for training events in 2021/22 and training fees for CPD ticket income for sessions in 2021/22.

Deferred Income

	Year ended 31-Mar
	2021
	£
Deferred income at 1 April 2020	73,841
Income deferred in the year	72,375
Amounts released from previous years	<u>(73,841)</u>
Deferred income at 31 March 2021	<u><u>72,375</u></u>

19 ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	Funds	Funds	Funds	Funds	Funds	Funds
	£	£	2021	£	£	2020
	£	£	£	£	£	£
Current assets	342,874	312,967	655,841	290,855	9,614	300,469
Current liabilities	(161,864)	-	(161,864)	(149,371)	-	(149,371)
Total funds	<u>181,010</u>	<u>312,967</u>	<u>493,977</u>	<u>141,484</u>	<u>9,614</u>	<u>151,098</u>

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

20 MOVEMENT IN FUNDS

	At 1st April 2020	Income	Expenditure	Transfer between funds	At 31st March 2021
	£	£	£	£	£
Unrestricted funds:					
General fund	141,484	260,739	(221,213)	-	181,010
Restricted income funds:					
Arts Council England LDP	-	380,353	(77,000)	-	303,353
North West Conference	9,364	-	-	-	9,364
South Yorks. Conference	250	-	-	-	250
Total Restricted Funds	9,614	380,353	(77,000)	-	312,967
Total Funds	151,098	641,092	(298,213)	-	493,977

20 MOVEMENTS IN FUNDS (continued)

	At 1st April 2019	Income	Expenditure	Transfer between funds	At 31st March 2020
	£	£	£	£	£
Unrestricted funds:					
General fund	112,286	325,007	(295,809)	-	141,484
Restricted income funds:					
Arts Council England LDP	1,000	4,627	(5,627)	-	-
North West Conference	12,916	15,525	(19,077)	-	9,364
South Yorks. Conference	-	2,064	(1,814)	-	250
Total Restricted Funds	13,916	22,216	(26,518)	-	9,614
Total Funds	126,202	347,223	(322,327)	-	151,098

21 RECONCILIATION OF NET INCOME TO CASH FLOWS FROM OPERATING ACTIVITIES

	Year ended 31-Mar 2021	Year ended 31-Mar 2020
	£	£
Net income	342,879	24,896
Interest received	(124)	(395)
Increase in debtors and prepayments	(291,604)	22,035
Increase in creditors, accruals and deferred income	12,493	(12,428)
Net cash flow from operating activities	63,644	34,108

22 NET MOVEMENT IN CASH FOR THE YEAR

	At 1st April 2020	Cash flow	At 31st March 2021
	£	£	£
Cash at bank and in hand	242,627	63,768	306,395

The UK Association for Music Education – Music Mark

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2021

RELATED PARTY

23 TRANSACTIONS

Eight trustees who served during the year; James Dickinson, Yogesh Dattani, Jan Ford, David Little, Peter Smalley, Kerry Watson, Peter Bolton, and Jennifer Gilbert were employed during the year by Music Education Organisations that paid membership fees, and for conference and training attendance. Maureen Hanke and Martin Fautley were individual paid-up members of Music Mark during the year. These fees were at standard, advertised 'arms-length' rates.