

Registered number: 07149999

Charity number: 1135251

Vivat Music Foundation

Financial Statements

FOR THE YEAR ENDED 31/03/2021

Prepared by:

Elizabeth Klingaman MA FCA

Chartered Accountant

The Old Rectory

Worlington

Bury St Edmunds

Suffolk

IP28 8RU

**FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31/03/2021**

TRUSTEES

K T Hoffman
N I Orbell
H M Sykes

REGISTERED OFFICE

The Old Rectory
Old Bury Road
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CO10 9BT

COMPANY NUMBER

07149999

CHARITY NUMBER

1135251

ACCOUNTANTS

Elizabeth Klingaman MA FCA
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**ACCOUNTS
FOR THE YEAR ENDED 31/03/2021**

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FOR THE YEAR ENDED 31/03/2021

TRUSTEES' REPORT

STATEMENT OF THE TRUSTEES

The trustees present their report and accounts for the year ended 31/03/2021.

The year was hugely affected by the worldwide Covid-19 pandemic. This resulted in the cancellation of every scheduled live performance. UK lockdowns and other restrictions, coupled with the near-impossibility of reliable international travel even when a scheduled performance outside the UK remained theoretically possible, resulted in there being no live performances during the year. The majority of Vivat Music Foundation's work was therefore put on hold. The livelihoods of all our performers and suppliers were dreadfully affected.

Despite these unique restrictions, we further extended our online, recorded and digital performances, aiming to reach the widest possible global audience. In excess of one and a half million downloads have now been made of recordings on the Vivat label, with our informative video 'shorts' for our recorded projects receiving tens of thousands of further views through a wide variety of digital distribution channels. Our innovative "Musicians in Lockdown" video was the catalyst for our being able to raise funds to create a major new recording, "Purcell: Royal Odes", which subsequently has become a finalist in the 2021 "Gramophone" Awards. On the negative side, despite putting forward a strong, innovative proposal for a fully-streamed eight-concert series, we were amongst several hundreds of respected organisations who were unsuccessful in their applications for the government's emergency arts funding, administered by Arts Council England.

At the year end, financial reserves were £55,275 (2020: £79,478). With the loss of live performance income, due to the Covid-19 pandemic, the charity drew on its reserves by £24,203 (2020, also affected by early Covid cancellations, saw a loss of £30,626).

Despite the pandemic, recordings on our Vivat label have continued our objective to promote new and rising talent, benefitting their early careers by setting them alongside established artists. On our new disc of Purcell "Royal Odes", alongside renowned names who have been performing this repertoire for twenty years, were set three singers who were not even born when The King's Consort started its first, ground-breaking series of Purcell's Odes. Also released during the year was a recording of Mendelssohn Cello Sonatas performed by our principal cellist, Viola de Hoog, with the outstanding young Armenian pianist Mikael Balyan.

We are especially grateful to the benefactors who so generously made possible that large-scale pandemic Purcell recording (and, as the financial year ended, were contributing equally generously to enable a follow-up recording during 2021-22). We also pay tribute to the highly talented musicians from Vivat's orchestra and choir, The King's Consort, who have suffered such a terrible interruption to their professional lives and whose phlegmatic acceptance of each cancelled project was testament to their resilience and inner strength. We thank manager Viola Scheffel and artistic director Robert King for their work managing the charity and its administration through these troubled times. And we extend our appreciation to all our listeners for their continuing enthusiastic support for the charity's work, albeit via much-changed channels.

Looking ahead, due to the ongoing Covid-19 pandemic and the long lead times to set up future tours and projects, the immediate period will be thin. When regular, live concert performances are hopefully again possible, the true ramifications of the uncertainty and adjustment that will inevitably result from the UK's exit from the European Union, and the untidiness that has been created by there being no unified agreement on work permits and visas between the UK and the 27 EU states, will become clearer. However, thanks to its prudent financial planning and low fixed costs, the global brand of our ensemble, the ability of the charity to react rapidly to changing circumstances, and our ever-increasing digital presence, Vivat remains in a good position to weather this unprecedented coincidence of adverse global events.

FOR THE YEAR ENDED 31/03/2021

TRUSTEES' REPORT

STRUCTURE, GOVERNANCE AND MANAGEMENT

Status and governing instrument

Vivat Music Foundation (Vivat) is a charitable company limited by guarantee, incorporated on 8 February 2010 and governed by a memorandum and articles of association.

Organisational structure

Board of trustees

The activities of Vivat are controlled by the Board of Trustees, which meets at regular intervals to provide strategic direction and to monitor the work of the management and the orchestra. During the year here reported there were four Board meetings. The artistic director and manager attend meetings as appropriate. Trustees receive regular updates on the orchestra's progress from the artistic director and manager. Prior to being proposed for election to join the Board, new Trustees have meetings with existing Trustees, are provided with a detailed induction pack and meet the artistic director and manager. The Trustees ensure that procedures are in place for the nomination and selection of new members of the Board of Trustees, taking especial account of the required balance of skills, knowledge and experience.

Fundraising

Trustees work with the management on the development of Vivat's fundraising strategy, and play a leading role in soliciting contributions from individuals, trusts, foundations and corporate sponsors. No professional or external fundraisers were engaged or worked for or with the charity during the period reported.

Audit and risk

The Board of Trustees oversee the accounting systems, accounting policies and financial reporting.

Working with the management, trustees review significant risks to the organisation, assess their likely impact (probability and magnitude), and agree on the best ways of mitigating the risk. They are also responsible for reviewing and approving the orchestra's key performance indicators. The Board of Trustees review the accountants and/or auditors and if necessary make changes which are ratified at the annual general meeting. The Board reviews financial performance at each Board meeting. The Trustees are satisfied that all major risks have been identified and that systems are in place to mitigate those risks.

Appraisal of the Board

The Board reviews its own performance on an annual basis. It assesses how the Board functions as a whole, assessing individuals' contribution and possible further development of their skills, and, where appropriate, making changes.

Executive staff

The Artistic Director and Manager are vested with day-to-day responsibility for the running of the charity. They report regularly to the Board.

Privacy and Data Protection

The Board and executive staff continue to ensure that the General Data Protection Regulations which came into being on 25 May 2018 are fully complied with, reviewing and updating the Foundation's privacy and data protection policy, which is clearly stated on the website. The Foundation remains committed to protecting all personal information and being transparent about what it processes, how it does so, and why it does so, conducting all its operations, including fundraising, marketing, general administration and all other management in compliance with the key GDPR principles of data privacy and security.

FOR THE YEAR ENDED 31/03/2021

TRUSTEES' REPORT

OBJECTIVES AND ACTIVITIES

The objects of Vivat Music Foundation are “to advance the education of the public in the art and science of music and in particular of historically aware musical performance, by the presentation of concerts, recitals and lectures, publication of materials and other activities”. This is achieved through concerts, recordings both audio and video, an increasingly active digital presence, publication of performing editions, and through other relevant activity, primarily but not exclusively by its renowned performing ensemble The King's Consort, aiming to reach the widest possible audience with performances of world class musical standards.

As outlined above, all planned live performances in the UK and mainland Europe were cancelled. During October 2020 a world-class ensemble of singers and instrumentalists was assembled to record, under strict Covid protocols, a major new disc of Purcell Royal Odes.

Vivat recording label, broadcast and digital activity

Recordings released during the year included Mendelssohn Cello Sonatas, performed by TKC's principal cellist Viola de Hoog and the outstanding young Armenian pianist Mikael Balyan. Released in February 2021 was Purcell “Royal Odes”, a recording made possible thanks to generous donations from supporters: it garnered excellent reviews in the UK and abroad and was a finalist in the 2021 Gramophone Awards. Such recordings are also a vital tool in generating live performance opportunities. Throughout the year recordings have helped maintain our wider profile through broadcasts in the UK on BBC Radio 3, and abroad on stations such as Concertzender (Netherlands) and other networks: this in turn helps to stimulate growth in our digital and download activity. 1,697,000 reported downloads have now been made of recordings on the Vivat label (2020: 1,466,000), although it should be noted that even large streaming figures generate very low financial returns. Additionally, tens of thousands of viewings of the “video shorts” which accompany most of our CD releases have been recorded.

Audience enrichment and development

Our continuing aim is to enrich the lives of audiences through our performances of repertoire both familiar and lesser-known, whether in concerts, recordings, broadcasts, or on-line; we also continue to aim to discover and nurture especially talented musicians towards the start of their professional careers, providing them with enviable performing and recording opportunities. A pleasing number of our annual season supporters, deprived of their live concerts, instead supported our new Purcell recording, and, as the financial year came to an end, equally generously supported its follow-up.

FINANCIAL REVIEW

The net result for the year was a deficit of £24,203 (2020 a deficit of £30,626). Total income amounted to £35,790 (2020 £101,039) and expenditure to £59,993 (2020 £131,665).

Fundraising

Voluntary income for the year, comprising gifts from individual donors, and grants from trusts and foundations, stood at £18,515 (2020 £3,759). Vivat was extremely grateful to receive significant gifts and donations from private funders during the course of the year, the majority specifically given to support the recording of Purcell Odes. The Trustees are grateful to all our supporters for their generosity, without which the orchestra's current work and future plans would not be possible.

Reserves and investment policy

In view of fluctuations in concert and other income from year to year, the trustees consider it prudent to aim to maintain unrestricted reserves equivalent to six months' support costs together with three months' expenditure on own-promotion concerts. This amounts to approximately £30,000. Total unrestricted reserves at 31 March 2021 were £55,275 (2020 £79,478).

FOR THE YEAR ENDED 31/03/2021

TRUSTEES' REPORT

PUBLIC BENEFIT STATEMENT

The Trustees regularly review the charity's activities to ensure the highest benefit to the public. The Trustees confirm that they have considered the guidance contained in the Charity Commission's general guidance on public benefit in setting the charity's aims and objectives and in planning particular activities. The charity exists to educate and enrich people's lives through historically informed performance of music at the highest standards in live and digital performances, and by nurturing the audiences and artists of the future, ensuring that the charity's activities are accessible to all members of the public.

Examples of steps taken to ensure broad public accessibility include:

- Freely accessible videos on the Vivat website;
- Regular broadcasts of concerts and recordings on national radio stations both in the UK and abroad, making the music widely accessible through radio and internet;
- Programmes at own-promoted concerts which contain detailed notes on the music being performed as well as biographies of the principal performers;
- Making available editions of music prepared for TKC.

PLANS FOR FUTURE PERIODS

The recovery from the Covid-19 pandemic will take much time, with not only current and mid-term programming hugely disrupted, but funding models across the UK and beyond significantly affected for years to come. Equally, the continuing uncertainty for orchestral touring caused by the UK's exit from the European Union without a unified approach to work permits and visas between the UK and the 27 EU countries will have a strongly disadvantageous effect on the frequency and volume of future work in mainland Europe. Despite these negative factors, Vivat continues to plan for when live performance will once again be possible, notably by:

- developing the orchestra's artistic excellence through concerts, recordings, broadcasts and digital content;
- developing period instrument performance for a global audience by investing in our digital content (through Vivat Records) and using the web to distribute that content, whilst also enhancing our traditional forms of communication;
- educating and nurturing the audiences and artists of the future;
- maintaining Vivat's performing ensemble The King's Consort as a world-class ensemble capable of achieving its ambitious vision.

Normally we would mention our work scheduled for the coming financial year: but the Covid pandemic and constantly changing regulations for international travel continues to generate significant uncertainty for planned live performance. Consequently, the coming season will be very thin on the concert platform. We instead aim to continue developing our online and recorded performances to maintain existing and develop new audiences, whilst looking forward to the 2022-23 season, when live performance and European touring will once again hopefully be a more secure prospect.

Record label - Vivat

The catalogue of releases on Vivat Record at 31 March 2021 included twenty titles. Due to be issued during 2021-22 is a new recording of Purcell Birthday Odes for Queen Mary. As well as continuing to develop physical and digital distribution networks for these recordings, a priority over the coming years is to continue to develop a digital strategy that allows Vivat and TKC to reach audiences worldwide with its core product, through its recordings, website, video films and other digital content.

FOR THE YEAR ENDED 31/03/2021

TRUSTEES' REPORT

TRUSTEES RESPONSIBILITIES STATEMENT

The Trustees (who are also the Directors of Vivat Music Foundation for the purposes of company law) are responsible for preparing the Trustees' Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the trustees to prepare financial statements for each financial year. Under that law the trustees have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charity and the income and expenditure of the Charity for that period.

In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the Charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.



.....
K T Hoffman
Trustee

INDEPENDENT EXAMINER'S STATEMENT
FOR THE YEAR ENDED 31/03/2021

RESPECTIVE RESPONSIBILITIES OF THE TRUSTEES AND THE EXAMINER

I report on the accounts of the company for the year ended 31/03/2021 .

The charity's trustees (who are also the directors of the company for the purposes of company law) are responsible for the preparation of the accounts. The charity's trustees consider that an audit is not required for this year under section 144(2) of the Charities Act 2011(the 2011 Act) and that an independent examination is needed.

Having satisfied myself that the charity is not subject to an audit under company law and is eligible for independent examination, it is my responsibility to:

- examine the accounts under section 145 of the 2011 Act;
- follow the procedures laid down in the general directions given by the Charity Commission (under section 145(5)(b) of the 2011 Act, as amended); and
- state whether particular matters have come to my attention.

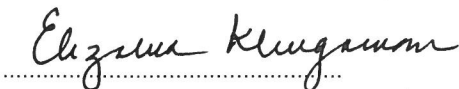
BASIS OF INDEPENDENT EXAMINERS STATEMENT

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

INDEPENDENT EXAMINERS STATEMENT

In connection with my examination, no matter has come to my attention

(1) which gives me reasonable cause to believe that in any material respect the requirements to keep accounting records in accordance with section 130 of the 2011 Act and to prepare accounts which accord with the accounting records and comply with accounting requirements of the 2011 Act have not been met;



13/10/2021

Elizabeth Klingaman MA FCA
The Old Rectory
Worlington
Bury St Edmunds
Suffolk
IP28 8RU

**Statement of Financial Activities
for the year ended 31/03/2021**

			2021	2020
	Unrestricted funds	Restricted funds	Total	Total
	£	£	£	£
Income				
Income from generated funds				
Donations and legacies	18,515	-	18,515	3,759
Income from investments	32	-	32	161
Income from charitable activities	17,243	-	17,243	97,119
Total Income and endowments	35,790	-	35,790	101,039
Expenses				
Costs of generating funds				
Expenditure on Raised funds	2,146	-	2,146	658
Expenditure on Charitable activities	57,847	-	57,847	131,007
Total Expenses	59,993	-	59,993	131,665
Net gains on investments				
Net Income	(24,203)	-	(24,203)	(30,626)
Gains/(losses) on revaluation of fixed assets				
Net movement in funds:				
Net income for the year	(24,203)	-	(24,203)	(30,626)
Total funds brought forward	79,478	-	79,478	110,104
Net funds carried forward	55,275	-	55,275	79,478

This statement of financial activities includes all gains and losses recognised in the year. All income and expenditure derive from continuing activities

BALANCE SHEET AT 31/03/2021

	Notes	2021 £	2020 £
CURRENT ASSETS			
Debtors (amounts falling due within one year)	2	1,351	-
Cash at bank and in hand		<u>76,084</u>	<u>80,738</u>
		77,435	80,738
CREDITORS: Amounts falling due within one year	3	<u>22,160</u>	<u>1,260</u>
NET CURRENT ASSETS		55,275	79,478
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>55,275</u>	<u>79,478</u>
CAPITAL AND RESERVES			
Unrestricted funds	5		
General fund		180,193	193,037
Designated funds		<u>(124,918)</u>	<u>(113,559)</u>
		<u>55,275</u>	<u>79,478</u>

For the year ending 31/03/2021 the company was entitled to exemption under section 477 of the Companies Act 2006 relating to small companies.

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

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

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

Approved by the board of trustees on 13/10/2021 and signed on their behalf by



K T Hoffman
Trustee

**NOTES TO THE ACCOUNTS
FOR THE YEAR ENDED 31/03/2021**

1. ACCOUNTING POLICIES

1a. Basis of accounting

The accounts have been prepared under the historical cost convention.

The accounts have been prepared in accordance with FRS102 - The Financial Reporting Standard applicable in the UK and Republic of Ireland and the Companies Act 2006 and the requirements of the Statement of Recommended Practice, Accounting and Reporting by Charities.

1b. Incoming resources

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.

1c. Resources expended

Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

1d. Allocation and apportionment of costs

All costs relate to the single activity of the charitable company and are recognised accordingly.

1e. Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Designated funds are funds set aside by the trustees out of unrestricted general funds for the specific future purposes or projects.

1f. Turnover

Turnover represents the invoiced value of goods and services supplied by the company, net of value added tax and trade discounts.

2. DEBTORS

	2021	2020
	£	£
Amounts falling due within one year:		
Trade debtors	490	-
VAT	688	-
Other debtors	173	-
	<u>1,351</u>	<u>-</u>

3. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2021	2020
	£	£
Taxation and social security	-	19
Other creditors	22,160	1,241
	<u>22,160</u>	<u>1,260</u>

4. LIMITED BY GUARANTEE

The company is limited by guarantee and does not have a share capital. Each member gives a guarantee to contribute a sum not exceeding £1, to the company should it be wound up. At 31/03/2021 there were 3 members.

5. UNRESTRICTED FUNDS

	Brought forward	Incoming resources	Outgoing resources	Transfers	Carried forward
	£	£	£	£	£
General fund	193,037	10,272	(23,116)	-	180,193
Recording production	(113,559)	25,519	(36,878)	-	(124,918)
	<u>79,478</u>	<u>35,791</u>	<u>(59,994)</u>	<u>-</u>	<u>55,275</u>

6. RESTRICTED FUNDS

Brought forward	Incoming resources	Outgoing resources	Transfers	Carried forward
£	£	£	£	£

7. RELATED PARTY TRANSACTIONS

During the year, Robert King, the artistic director, received £1,000 in performance fees, £781 in reimbursed expenses and £20,000 as a general management fee.

8. CD SALES

	2021	2020
	£	£
CD sales	7,442	14,768
Royalties	802	239
Donations	17275	625
 Total Income	 <u>25519</u>	 <u>15,632</u>
 Administration costs	 3,529	 4,444
Marketing costs	3,319	6,224
Performance cost	20,214	291
Production costs	12,030	9,727
 Total Expenses	 <u>39,092</u>	 <u>20,686</u>
 Surplus / (Deficit)	 (13,572)	 (5,054)
Brought forward	(113,559)	(108,505)
Carried forward	(127,132)	(113,559)

Incoming Resources
for the year ended 31/03/2021

	2021	2020
	£	£
Incoming resources		
Incoming resources from generated funds		
Donations		
Donations	<u>18,515</u>	<u>3,759</u>
	18,515	3,759
	<u>18,515</u>	<u>3,759</u>
Investment income		
Interest income	<u>32</u>	<u>161</u>
	32	161
	<u>32</u>	<u>161</u>
Performance		
Gift aid	8,999	3,263
CD Sales	7,442	14,768
Royalties	802	239
Performance fees	<u>-</u>	<u>78,849</u>
	17,243	97,119
	<u>17,243</u>	<u>97,119</u>
	<u>35,790</u>	<u>101,039</u>

Vivat Music Foundation

**Expenses
for the year ended 31/03/2021**

	2021	2020
	£	£
Expenses		
Costs of generating funds		
Costs of generating voluntary Income		
Postage and stationery	112	658
	<u>112</u>	<u>658</u>
	<u>112</u>	<u>658</u>
Charitable Activities		
Performance		
Advertising and marketing	800	2,545
Travel	235	10,117
Instrument tuning & transport	1,420	1,696
Performers' fees	15,560	59,152
Hall hire	-	2,854
Printing and design	-	649
Compact disc purchases	-	2,906
Rehearsal and recording venue hire	3,000	-
Recording production	12,030	6,172
Postage and stationery	861	598
Dues and subscriptions	453	400
Public relations	829	1,647
Conference fees	-	288
Tour management fees	-	1,380
CD selling costs	1,689	2,032
Agents' commission	-	2,242
Computer, telephone & internet	2,034	4,410
Insurance <i>note 1</i>	-	626
Bank charges <i>note 2</i>	-	221
	<u>38,911</u>	<u>99,935</u>
	<u>38,911</u>	<u>99,935</u>
Governance Costs		
Annual filing fee	13	13
Accountancy	880	981
Bank charges	77	78
Management charges	20,000	30,000
	<u>20,970</u>	<u>31,072</u>
	<u>59,993</u>	<u>131,665</u>
	<u>59,993</u>	<u>131,665</u>

note 1: due to a change in renewal date, the insurance premium for 2020-21 was paid during 2019-20.

note 2: with no foreign touring due to Covid, only bank charges relating to governance were due - see below.