

Good evening and welcome to the AGM

Where to start on such a busy year and another busy year to come.

Congratulations to everyone involved with Kinky Boots a fantastic show and very well received.

A complete contrast to last years excellent show Calendar Girls.

It highlights the extremely talented members of this company and we should all be very proud of its achievements.

Unfortunately the financial pressure we are under is of great concern and I am sure you will hear more about this from Jo and Kathryn.

True to say that what we know from these 2 shows is that choosing the right show is of the greatest importance, and not necessarily what we would like to do. Its bums on seats.

This is now more important than ever in the cost of living crisis that many are facing. Everything is going up and rehearsal venues are now twice as much as they were 4 years ago.

With the Derngate and Royals structural problems I am envisaging some difficult conversations over the next few weeks regarding what we normally pay and what we will have to pay next year.

This will push the budget up for our main shows from 75000 to possibly 95000. So we must strive to work together in every aspect of the company to keep the ship afloat. As thy say.

On this note, I want to mention the youth society, and the excellent shows they have put on for us.

They are feeling a bit isolated and that they are not important, this society is our future

They are our future, and as members we must support them as much as we can. So thank you for the excellent work and commitment that Katie and Fiona have given.

Likewise the concert singers are spreading the word around the county and should also be supported. Some of us might not have time to go on Wednesdays to sing but we can support the concerts.

This will now be much easier as Fiona has done an excellent job in updateing the website with help, but we should now have no excuse in not knowing what is going on.!!!

Guys and Dolls was challenging as it was the first time we had tried to incorporate a concert and show mainly due to the fact that they no longer did a concert version so sent us the whole score.

It was great to do it in the Royal and I know the audiences loved it so well done to all concerned.

Interestingly enough the sound in the Royal is much better as the equipment is by far superior to that in the Derngate, interesting. and the bonus is we don't have to have a sound technition.

My special thanks must go to Cat without her my life in particular would be very difficult

Her knowledge and expertise and the long hours we have to plan all the technical side and then put it together co-ordinating staff and the putting up and taking down of the set, calming grumpy

Derngate staff and finishing at 2.30 in the morning of the Saturday we have to appreciate all she does for us.

I know she gets paid , but I can assure you she does far more than most to support you all.

So I was upset to know that a couple of cast were rude to her which upset her, and Im glad I don't know who they are. We have to work hard all of us , and even though we are stressed we respect each other in working as a team.

So the message is well done to everyone whatever they do, whatever they did, respect that everyone on the crew side are also working as hard and help where we can and support everything that is going on, if we are to keep this wonderful company going. Let us all strive to carry on making this the best company in the area, and as professional as possible.

A lot of people commented that they thought our production was better than the touring company, as it had far more meaning being local.

It goes without saying that we have a lot to thank Martyn for and Rod. But at the end of the day they are getting paid and this is the time to thank those who do it for Love.

Finally thank you to all committee members who also work very hard to help put these shows together, for their commitment and loyalty to the company, here is to a very happy and busy 2024thank you.

Business Managers Report - 2023

Another busy year for NMTC. The Youth Society, Concerts and main shows have all gone ahead and thankfully we have managed to remain 'well off' financially, unlike some other companies. Our thanks go to everyone who has helped and supported our projects and performances.

Since the last set of Minutes, our productions have included a fantastic production of '*Sister Act*' by the Youth Society, (Cripps Theatre) '*Guys and Dolls - a Concert version*' and the show '*Kinky Boots*' at the Royal and Derngate. Once again we were on tender hooks as to whether Kinky Boots would go ahead due to their ongoing RAAC issues and for them we were their first show back in to see if new routes to the auditorium were manageable. It did mean for us a reduced number of seats on sale and this has been brought up with the theatre, but all in all it worked very well and we were incredibly gratefully not to be having to pull a show at such a close stage to production.

Our plans are coming together for the future and we already have a great set of shows - Avenue Q, Oliver (Youth Society), Footloose, Beauty and the Beast (Youth production) all in the pipeline. The NMTC Singers section have several concerts booked into their calendars – all advertised on our Facebook page – so lots to support, attend and get involved with. We are also looking into a potential concert for those not involved in Avenue Q during the Spring and if this can be arranged more information will follow via our normal communication channels.

Website and communications

Fiona Luck has taken this on and has worked on making this more user friendly, streamlined, and efficient, so any more suggestions and comments I am sure she is willing to take them on. This new version –

whilst still a work in progress - went live a few weeks ago and now we move to developing new ways of communicating so that all are kept in touch and involved. Andrew will be the liaison point for out for our VP's / Life members and anyone who will not be able to access online information from the website or FB channels. Thanks to Fiona for making this move forward.

Our thanks must go to a few people this year:

Thanks to all those who support our fundraising efforts - Andrew Percival who coordinate the concert raffles and FoH and Jay Upton for her organising of many quizzes, the grand raffle amongst other items.

Thanks also to Mindy Robinson, Hannah Taylor, Brett Hanson, Keith Loynes, Megan Fielding and Corrina Quarterman (and her mother) who gave up considerable time to help us sell programmes this year. We sold out - and hopefully a small profit has been made here. Card readers seem to be the way forward so we shall be looking into purchasing these in the near future for an easy way to pay for all your fundraising tickets and programmes and across all the different groups. Subs will remain in the usual way though, paying direct into the company account.

Mark Maryan for his work in generating income through sponsorship channels. A new sponsorship structure will be in place over the next year with different levels – Platinum, Gold, Silver, and Bronze. Shortly we shall have some new literature available about this on the website and available to anyone who wishes to pass on a leaflet to a company who may be interested. A sponsor can just be involved in advertising in the programme from £75 up to donating £2500 for extra benefits.

Once again, many thanks for all your support again this year.

TREASURER'S REPORT
FOR THE PERIOD 1 APRIL 2022 – 31 MARCH 2023

Introduction

This report covers the period 1 April 2022 - 31 March 2023 and includes a detailed breakdown of "Calendar Girls" (CG) which was performed at the Derngate in October 2022 as well as The Youth Society's show, "The Addams Family" (TAF) which was performed at the Cripps in April 2022

The accounts before you include the Company's Balance Sheet, the receipts and expenditure for CG and TAF (Profit and Loss Account) and the Revenue Account.

When reading the accounts, please bear in mind that whilst The Youth Society are responsible for their own budgets, they do not have their own bank account. As such, all payments in and out should pass through the Company's only bank account.

Balance Sheet

You will note from the Balance Sheet that the bank account showed a closing balance as at 31 March 2023 of £70,999.61 which is up by £1,970.64 from the same date in the previous year.

Profit & Loss Account

On paper, the two shows appear to have made a combined profit of £4,294.79 with £2,351.05 being allocated to CG and £1,943.74 being allocated to TAF.

The Addams Family

The Youth Society sold £7,405.60 of tickets which was supported by a net profit of £178.00 from the programmes (£747.00 – £569.00) and programme adverts of £320.00. They also raised £205.65 by selling TAF merchandise to the cast.

In addition, Mark Maryan successfully applied for and received a grant in the sum of £4,460.00 from the Leslie Church Memorial Fund via the Northampton Community Foundation.

You may recall from the previous year's accounts that as the show straddles two financial years, payments were made in 2021/22 for the following:

Materials: £165.00

Publicity: £188.00

Room hire: £640.00

Theatre hire: £416.40

TOTAL: £1,409.40

They also received an additional £193.64 in 2021/22 from the sale of TAF merchandise and £50.00 from a programme advert.

This means that TAF actually made a slightly lower overall profit of £777.98, but it's still a profit!

(Profit from 2022/23: £1,943.74

Plus £243.64

Less £1,409.40)

Calendar Girls

Ticket sales were slightly lower than we had hoped for for this show at £42,917.20 compared to £85,650.00 for Shrek. As you may recall, we were unable to secure our usual half term week for CG as the Derngate accepted a booking from Derren Brown, although they did compensate us with additional promotional assistance, including an advert on the lift in the foyer at the Derngate and a number of promotional emails.

Compared to Shrek, CG was a lot cheaper to bring to the stage and I have set out below some of the major expenses as a comparison:

	SHREK (2021)	CG (2022)
SOUND	£7,586.26	£7,763.22
COSTUMES & WIGS ETC	£3,827.57	£123.23
PROPS	£1,381.81	£929.31
ORCHESTRA	£5,250.00	£2,100.00
SCENERY	£4,404.00	£3,900.00

The programme cost £1,726.00 to print and raised £934.50 in sales. This was however subsidised by Kathryn and Mark's programme sponsorship in the sum of £2,500.00 and the income from Jay's pre-show stalls which raised an incredible £613.00. We also raised £1,094.00 from Jayne's Fish & Chip Quiz and Andrew's raffle as well as £78.00 from Mark's T-shirt / hoodie sales. Finally, a donation of £200.00 was received from one of our long-term supporters, Judy Maloney.

In the payments section you'll see that we had to pay £14,027.11 for the hire of the Derngate and £3,801.70 for royalties, as well as various payments to the backstage team.

Unfortunately, whilst the Profit & Loss Account shows a profit of £2,351.05, we did make payments out in the previous year as follows:

Rights: £5,468.40
Scores: £766.59
TOTAL: £6,234.99

This means that CG sadly made an overall loss of £3,883.94.

(Profit from 2022/23: £2,351.05
Less £6,234.99)

Revenue Account

The Revenue Account sets out the Company's other income and expenditure.

As far as membership fees are concerned, we received £7,064.89 from the adult members and £1,590.00 from the youth. Historically we have not apportioned fees between the main company and the NMTC Singers but I will talk about how we propose to deal with this in the future shortly.

Excluding the cost of the Musical Director, the pianist and the rehearsal room, the NMTC Singers' Christmas Concert at Moulton Theatre made a profit of £660.02. As a reminder, tickets are available now for this year's Christmas Concerts; the first at All Saints' Church in Brixworth on 2 December 2023 and the second at Moulton Parish Church on 13 December

2023. Please see Jayne before you leave to secure your tickets for either or both of these concerts!

We collected £455.00 from the sale of merchandise for the Youth Society's production of Sister Act which will be considered further at next year's AGM as this show also straddled two financial years.

In relation to the Expenditure, I would comment as follows:

- Our usual expenses include our insurance (£543.60), website and email addresses (£191.83), Companies House fees (£26.00) and AGM room hire (£35.00).
- We commissioned Tangerine Red to come up with some new logo designs for NMTC to coincide with the website relaunch which have been temporarily shelved and which cost £90.00.
- We made a partial payment of £1,800.00 towards the scenery and £800.00 towards costumes for Kinky Boots.
- We made payments of £535.00 for rehearsal room hire for Sister Act as well as an advance payment of £1,000.00 to the musical director and £261.06 towards costumes.
- A payment of £500.00 was made for the rights for Oliver and £500.00 for Guys & Dolls.
- We made a net loss of £1,179.67 on Janice's concert in May 2022. As with the Moulton Concert, the loss does not include the cost of the Musical Director, the pianist or the hire of the rehearsal room however most rehearsals did take place on a Wednesday which is the NMTC Singer's usual rehearsal night plus some additional Monday night rehearsals.
- A total of £3,985.00 was spent on the NMTC Singers' Musical Director, pianist and rehearsal room hire which covers the NMTC Singers, the Moulton Concert and Janice's concert.

- We made a donation to Cynthia Spencer of £400.00 which was in addition to the significant amounts of money the volunteers raised with their bucket collections during Calendar Girls.

Membership Fees

At last year's AGM, we agreed to increase our annual membership fees from £100.00 to £120.00 to try and keep up with rising costs. Since then, Moulton College wanted to increase our hire charges by an additional £12.00 per hour to cover the cost of employing a safeguarding officer as our rehearsal room and toilet facilities were within a building frequented by a number of college students. This would have taken the cost up from £35.00 per session to a minimum of £59.00 for a 2-hour session but probably more likely £71.00 if we used the room from 7pm until 10pm. We were offered an alternative room away from the main campus which many of you will know was not suitable. They were also unable to accommodate all of the nights we needed for the October show, the May show, the Youth Society and the NMTC Singers.

Janice and Jayne managed to source a new rehearsal space at Northampton Active for us, which whilst it isn't perfect, it does provide ample parking and the ability to stay as late as we need to. It also offers the ability to split the room in two so that two sessions can take place concurrently if necessary. Unfortunately this does come with an additional cost and we are now paying £675.00 per month, every month, for sessions on Mondays, Wednesdays and Thursdays which works out at about £56.25 per session. It does also mean we are required to pay for a session whether we use it or not, although they have agreed that we can bank some of our unused sessions for future use, subject to availability.

We are therefore proposing to make a change to the way our membership fees are paid to hopefully make them fairer for everyone.

We have cancelled our subscription with WebCollect since most members had switched over to a standing order anyway. Back in June, all payments were rejected for some reason which was brought to our attention by one member who had received an email to say their payment had been declined, despite having sufficient funds available to cover the payment. When we raised it with WebCollect they told us that every single WebCollect subscriber had decided to cancel their subscription on the same day! As a result, all members were informed that anybody still using WebCollect would also need to switch over to a standing order and we ended our contract with them altogether.

The New Proposal

All Members

All members will be required to make a payment of £40.00 on 1 April of each year to retain their membership as is currently the case. This applies to both performing and non-performing members. This will need to be paid in one lump sum like we always used to do. You will not be permitted to audition for a part unless you have paid the membership fee.

NMTC Singers

An NMTC Singers' Committee has been formed to assist with securing bookings and to help contribute towards the cost of paying Paul and the rehearsal pianist as well as making a contribution towards the rehearsal room hire. The cost of being an NMTC Singer is £120.00 which includes the £40.00 payment referred to above and can be paid in one lump sum on 1 April in each year or in 12 regular payments of £10.00 from the same date. For most NMTC Singers, there will be no change to the current position.

October Show

If you successfully audition for a part in the October show, the fee for doing so will be £80.00 which is in addition to your membership fee of £40.00. Payment becomes due on the date you accept a part in the show and is payable in full before the tech run. In practice, most people will pay as a lump sum however we are prepared to accept instalments of £20.00 per month with payment starting in June/July (depending on when the auditions take place) so that full payment is received before the tech run. If you are also an NMTC Singer, the £80.00 is in addition to your NMTC Singers' fees.

May Show

If you successfully audition for a part in a May show (as opposed to a concert), the fee for doing so will be £80.00 which is in addition to your membership fee of £40.00. Payment becomes due on the date you accept a part in the show and is payable in full before the tech run. In practice, most people will pay as a lump sum however we are prepared to accept instalments of £20.00 per month with payment starting in January/February so that full payment is received before the tech run.

Please note that if you wish to audition for Avenue Q, you will still need to clear any outstanding membership balance due for Kinky Boots if you are paying for that in monthly instalments. If you are also an NMTC Singer, the £80.00 is in addition to your NMTC Singers' fees.

May Concert

If a concert is proposed in May instead of a show, the fee for doing so will be £40.00 which is in addition to your membership fee of £40.00. Payment becomes due on the date you agree to take part in the concert and is payable in full before the tech run. In practice, most people will pay as a lump sum however we are prepared to accept instalments of £10.00 per month with payment starting in January/February so that full payment is received before the tech run.

Please note that if the concert is conducted by Paul and rehearsals take place on a Wednesday in the usual NMTC Singers' sessions, no additional payment will be due from paid up NMTC Singers. If rehearsals take place on Mondays and / or Thursdays, the £40.00 additional payment will be due.

Youth Show

If a youth successfully auditions for a part in a Youth Show, the fee for doing so will be £80.00 plus a £20.00 costume fee. Payment becomes due on the date that they accept a part in the show in one lump sum.

Conclusion

Please let me know if you have any queries on the accounts I have presented to you.

Jo Pusey
NMTC Treasurer

**THE NORTHAMPTON MUSICAL THEATRE COMPANY
LTD**

FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2023

**THE NORTHAMPTON MUSICAL THEATRE COMPANY
LTD (REGISTERED NUMBER: 07681043)**

**CONTENTS OF THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

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**THE NORTHAMPTON MUSICAL THEATRE COMPANY
LTD**

**COMPANY INFORMATION
FOR THE YEAR ENDED 31 MARCH 2023**

DIRECTORS: Ms J Hilton
Mrs J Minter-Maryan

SECRETARY: Mrs J Minter-Maryan

REGISTERED OFFICE: 22-24 Harborough Road
Kingsthorpe
Northampton
NN2 7AZ

REGISTERED NUMBER: 07681043 (England and Wales)

ACCOUNTANTS: Phipps Henson McAllister
Chartered Accountants
22-24 Harborough Road
Kingsthorpe
Northampton
NN2 7AZ

**THE NORTHAMPTON MUSICAL THEATRE COMPANY
LTD (REGISTERED NUMBER: 07681043)**

**BALANCE SHEET
31 MARCH 2023**

	2023 £	2022 £
CURRENT ASSETS		
Cash at bank	<u>71,000</u>	<u>69,029</u>
TOTAL ASSETS LESS CURRENT LIABILITIES	<u>71,000</u>	<u>69,029</u>
 RESERVES		
Income and expenditure account	<u>71,000</u>	<u>69,029</u>
	<u>71,000</u>	<u>69,029</u>

The company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2023.

The members have not required the company to obtain an audit of its financial statements for the year ended 31 March 2023 in accordance with Section 476 of the Companies Act 2006.

The directors acknowledge their responsibilities for:

- (a) ensuring that the company keeps accounting records which comply with Sections 386 and 387 of the Companies Act 2006 and
- (b) preparing financial statements which give a true and fair view of the state of affairs of the company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the company.

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

In accordance with Section 444 of the Companies Act 2006, the Statement of Comprehensive Income has not been delivered.

The financial statements were approved by the Board of Directors and authorised for issue on 14 December 2023 and were signed on its behalf by:

Ms J Hilton - Director

**THE NORTHAMPTON MUSICAL THEATRE COMPANY
LTD (REGISTERED NUMBER: 07681043)**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

1. STATUTORY INFORMATION

The Northampton Musical Theatre Company Ltd is a private company, limited by guarantee, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

The presentation currency of the financial statements is the Pound Sterling (£).

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" including the provisions of Section 1A "Small Entities" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Turnover

Turnover represents net invoiced sales of services, excluding value added tax.

Debtors and creditors

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in the profit and loss account in other administrative expenses.

3. EMPLOYEES AND DIRECTORS

The average number of employees during the year was NIL (2022 - NIL).

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of the Companies Act 2006.

**THE NORTHAMPTON MUSICAL THEATRE COMPANY
LTD**

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