# The Guildhall Trust

England & Wales · Charity number 1153358

## Details

| | |
|---|---|
| **Other names** | PORTSMOUTH CULTURAL TRUST |
| **Status** | Registered |
| **Legal form** | Charitable company |
| **Company number** | 07519927 |
| **Registered** | 2013-08-12 |
| **Register** | View on the Charity Commission register |

## Contact

| | |
|---|---|
| **Address** | The Guildhall<br>Guildhall Square<br>Portsmouth<br>PO1 2AB |
| **Phone** | 02392834158 |
| **Email** | enquiries@portsmouthguildhall.org.uk |
| **Website** | www.portsmouthguildhall.org.uk |

## Activities

**Objects:** THE CHARITY HAS BEEN ESTABLISHED FOR PUBLIC BENEFIT TO PROMOTE THE APPRECIATION OF AND ADVANCE EDUCATION IN THE ARTS, IN PARTICULAR THE PERFORMING, CREATIVE AND VISUAL ARTS, IN SUCH WAYS AS THE DIRECTORS MAY FROM TIME TO TIME DECIDE.

**Activities:** The Guildhall Trust is committed to investing our skills and resources so that we can deliver cultural and learning experiences of the highest quality whilst becoming increasingly more resilient and sustainable.

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## Classification

- **How:** Provides Buildings/facilities/open Space, Provides Services, Provides Advocacy/advice/information, Acts As An Umbrella Or Resource Body
- **What:** Education/training, Arts/culture/heritage/science, Environment/conservation/heritage, Economic/community Development/employment, Recreation
- **Who:** Children/young People, Elderly/old People, People With Disabilities, Other Charities Or Voluntary Bodies, The General Public/mankind

## Geography

- Throughout England

## Finances

| Period end | Income | Expenditure | Assets | Employees |
|---|---|---|---|---|
| 2025-03-31 | £5,360,774 | £6,026,775 | £573,880 | 222 |
| 2024-03-31 | £4,381,378 | £4,109,527 | £1,248,633 | 142 |
| 2023-03-31 | £4,305,115 | £3,487,325 | £975,011 | 137 |
| 2022-03-31 | £2,515,856 | £2,234,033 | £169,333 | 98 |
| 2021-03-31 | £1,372,565 | £1,578,853 | £-125,953 | 29 |

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## Trustees

| Name | Role | Appointed |
|---|---|---|
| Adrian Price | | 2021-07-29 |
| Alison Lee | | 2023-05-01 |
| Benjamin Edward French | | 2018-07-25 |
| Christopher John Gilder Mr | | 2023-04-26 |
| DECLAN MURPHY | | 2018-01-08 |
| Julia Charlotte Walter | | 2022-04-28 |
| Mark Leonard Glasson Turner | | 2018-10-01 |
| Michael Harris | | 2022-10-25 |
| Ming Wu | | 2022-04-28 |
| PETER GARETH GUNN | | 2020-01-20 |
| Pamela Hamilton | | 2022-02-01 |
| Samantha Cox | | 2019-08-20 |
| Trevor William Keeble | | 2018-08-22 |

## Linked charities

- HORNPIPE THEATRE COMPANY LIMITED (1153358-1)

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**The Guildhall Trust**

England & Wales - Charity number 1153358

# Accounts

**Charity number: 1153358**
**Company number: 07519927**

# The Guildhall Trust

**(A Company limited by guarantee)**

**Trustees' annual report and Consolidated financial statements**

**For the year ended 31 March 2025**

Compass Accountants Limited
Chartered Accountants
Venture House
The Tanneries
East Street
Titchfield
Hampshire
PO14 4AR

**The Guildhall Trust**
**Company number: 07519927**

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**The Guildhall Trust**
**Company number: 07519927**

**Chair's Report**

The Guildhall Trust continues to evolve as a cultural organisation. This year we integrated the White Rock Theatre Hastings into the Trust, having taken it over in February'24. The support from the team at the White Rock was vital in building towards a busy Autumn'24 and Spring'25. Our new colleagues have had to transition from a large organisation to a smaller one, as well as moving from the commercial sector into the not-for-profit sector.

This has been a challenging year with many external factors having impact on our margins. Accommodating an increase in minimum wage for a staff heavy organisation, as well as dealing with supplier inflation has been a challenge. We've responded as best as we can, and I'm confident that we'll continue to grow. Our success over the past five years has been our ability to maximise the returns from the events we've created such as Dance Live and Portsmouth Comic Con. It's clear that these activities are transferrable to new locations such as Hastings.

As a charitable trust we take responsibility for the buildings we manage. This goes way beyond programming concerts and events. At the Guildhall our long-term investment, matched by the city council, and funders such as Arts Council, has resulted in major improvements and new creative spaces. This year we finally upgraded our main toilets in the basement, as well as introducing a new creative space for young people, now called The Base. Equally, we have started to realise the opportunity to improve the White Rock Theatre, most significantly the upgrading of the studio, and earlier this year the creation of a new learning suite, also to be called The Base.

We continue to enjoy a strong working relationship with Portsmouth City Council, and a newer but equally good relationship with Hastings Borough Council. We will do our best to support them where we can, given the challenges councils are now facing with devolution and local government re-organisation.

We've enjoyed close working ties between the Board and senior management. My fellow trustees have dedicated a huge amount of time and effort to the Guildhall Trust and their support continues to be invaluable. We continue to diversify, engage and develop as we know our role as trustees is integral to the running of this organisation.

The Board recognises as critical to our success the effort and expertise of the CEO, the senior management team and the whole of the staff and are appreciative of their commitment to the Trust

**Mr M Turner**

**On behalf of the Board of Trustees**
**Date:**

**The Guildhall Trust**
**Company number: 07519927**

## Chief Executive Review

### Sector Background

We are members of several national sector bodies. Within the music sector this includes LIVE (Live Music Industry association) of which I sit on the 'venues subcommittee' which reviews and informs policy and venue related issues such as 'Martin's Law'. The British Association of Concert Halls (BACH), a national network of concert halls, and the Concert Promoters Association (CPA). We are also members and supporters of the Music Venues Trust (MVT).

Whilst larger arenas and venues have reported strong years, there is a general consensus that increases in minimum wage, building related costs such as utilities and insurance, and supplier price increases has created greater pressure on venues. For many of us sitting within the 'not-for-profit' sector this is further compounded by the constant pressure on local authorities to reduce grant funding and cultural investment.

### Our Business This Year

This year we realised a strategic objective by taking over a second venue, the White Rock Theatre in Hastings. Within this sector it isn't always easy to plan for such opportunities which come along at relatively short notice. There was little to no programming in place, so this first year felt like a start-up. We had to build a new customer database, a new programme including pantomime, and building works in order to make the venue fully compliant. Whilst we recognised many of the risks, first year costs were pushed beyond forecasts as several building related issues emerged. However, we sold 74k tickets for main house shows, and we were delighted with the performance of the pantomime which took an additional £100k over the previous year.

Portsmouth Guildhall saw a small increase in income, up £29k on the previous year, however the impact of higher prices and minimum wage resulted in a deficit for the period.

Dance Live! continues to grow with a turnover of £404k and costs of £208k, contributing £196k.

Most of our non-cultural income is focused on building our conferencing and meetings business. The sector took some time to recover from the Covid period, however at Guildhall it contributed a turnover of £661k, a 10% increase on the previous year, with contributing gross profit of £368k. The contribution of 'meetings' income is a key component of our business model. When identifying White Rock as a venue it was important that it had the space to accommodate meetings and occasions. The new Studio27 and Base, formerly the Campbell Room, are perfect areas to diversify the venue's income, and therefore introduce additional revenue streams.

Finally, after several years in the planning we completed a significant phase of Guildhall Renaissance, a major set of new toilets in the basement, and a new creative space for your people aged 11-25 years old. The Base opened in July'24, part of the £1.4m scheme along with the toilets. It became immediately successful, attracting young people across the city of Portsmouth. The model has been adapted for the White Rock, where skills funding enabled us to convert an old meeting room into a multi-disciplinary space, taking in previously unused rooms.

Our existing partnership with Portsmouth City Council continues to thrive. In Hastings, we're delighted with our growing relationship with the Council, and we hope we've given them some insight into the potential of the White Rock to go way beyond where it's been before.

**Andy Grays**

**Chief Executive Officer**

**The Guildhall Trust**
**Company number: 07519927**

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

The Trustees present their report and the financial statements for the year ended 31 March 2025. The Trustees, who are directors of company for the purposes of company law and, who served during the year and up to the date of this report are set out below. The Trustees have had due regard to the guidance issued by the Charity Commission on Public Benefit.

**Reference and administrative details**

| | |
|---|---|
| **Trustees** | Mr M Turner - Chair<br>Mr D Murphy<br>Mr B French<br>Mr T Keeble – resigned 8 August 2025<br>Ms S Cox<br>Mr P Gunn<br>Mr A Price – resigned 8 August 2025<br>Ms A Lee<br>Ms P Hamilton<br>Mr M Wu<br>Ms J Walters<br>Mr M Harris<br>Mr C Gilder<br>Mr S Brookes – from 8 August 2025<br>Mr P New – from 8 August 2025 |

The executive team are responsible for the day-to-day management of the Charitable Company and its Subsidiary Companies:

| | |
|---|---|
| **Executive team** | Andy Grays (Chief Executive)<br>Rachel Maryan (Chief Operating Officer)<br>Sonia Chahal (Head of Finance)<br>Nick Coles (Events Director & Support Services Manager)<br>Kelly Haswell (Head of Marketing)<br>Hayley Reay (Head of Learning and Participation)<br>Craig Paterson (Head of Technical & Production) |
| **Principal address and registered office** | Portsmouth Guildhall<br>Guildhall Square<br>Portsmouth<br>Hampshire PO1 2AB |
| **Charity number** | 1153358 |
| **Company number** | 07519927 |
| **Auditors and accountants** | Compass Accountants Limited<br>Venture House, The Tanneries<br>East Street<br>Titchfield<br>Hampshire PO14 4AR |

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

| | |
|---|---|
| **Bankers** | Barclays Bank<br>67-69 West Street<br>Fareham<br>Hampshire PO16 0AW |

## Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025

### Status and History

The Guildhall Trust (formerly Portsmouth Cultural Trust) is a charity registered in England and Wales and is a not-for-profit company, limited by guarantee, which is registered in England and Wales. The company was incorporated on 7th February 2011 and commenced its operations on 1st April 2011.

A trading subsidiary, Solent Cultural Enterprises Limited, was incorporated on 7 February 2011 as a company limited by shares, whose issued share capital is owned 100% by The Guildhall Trust. The Purpose of the company is to manage the associate commercial activities for the sole benefit of the Charity. A cost sharing agreement is in place with The Guildhall Trust to ensure that Solent Cultural Enterprises Limited makes fair payment to The Guildhall Trust for any use of Portsmouth Guildhall and other costs. Solent Cultural Enterprises Limited, previously dormant, began trading on 1st April 2017 and all profits are gift-aided to The Guildhall Trust.

Solent Cultural Enterprises is a company whose share capital of £1 is wholly owned by the Guildhall Trust and is governed by its Memorandum and Articles of Association dated 7 February 2011. Company number 07520080.

The Hornpipe Theatre Company is a not-for-profit company limited by guarantee, registered in England and Wales, company no 01644700 and charity no 285284, and is governed by its Memorandum and Articles of Association dated 4 July 1982, and amended by a special resolution on 31 August 2017, which resolved that The Guildhall Trust would have the controlling interest in Hornpipe Theatre Company.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

**Who We Are and What We Do**

**Background**

The Guildhall Trust was formed in 2011 under its original name the Portsmouth Cultural Trust. The organisation became a charity in 2013 delivering a programme of local arts and education opportunities through people's engagement with the Portsmouth Guildhall and its programme of concerts and activities.

In 2018-19 the trustees and senior management undertook a strategic review of the organisation. This initiated a rebrand and name change to The Guildhall Trust plus a redefining of core purpose, mission, vision and values.

In February 2024 we took over the management of the White Rock Theatre, Hastings.

**Our Core Purpose**

To deliver inspirational opportunities so that people want to engage with culture and the creative economy.

**Our Vision**

The Guildhall Trust will become a leading cultural organisation which places our communities at the centre of everything we do so that we can inspire, entertain and transform lives.

**Our Mission**

The Guildhall is committed to investing our skills and resources so that we can deliver cultural and learning experiences of the highest quality whilst becoming increasingly more resilient and sustainable.

**Our Values**

- To Educate – to promote the arts and our heritage to support local education through performance and creative participation.
- To Inspire – to continue to inspire our communities through our work and our passion for the arts.
- To Collaborate – we work and develop partnerships so that we can achieve more together.
- To Develop – to continue to develop our people so that they can contribute more towards our success.
- To Diversify – to develop and diversify our offer, thereby engaging with our audience and client base.

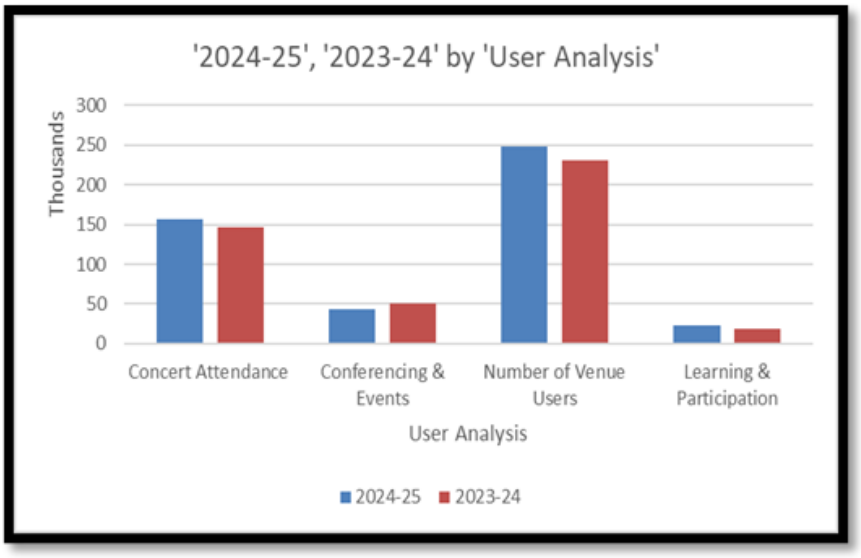
**The Guildhall Trust**
**Company number: 07519927**

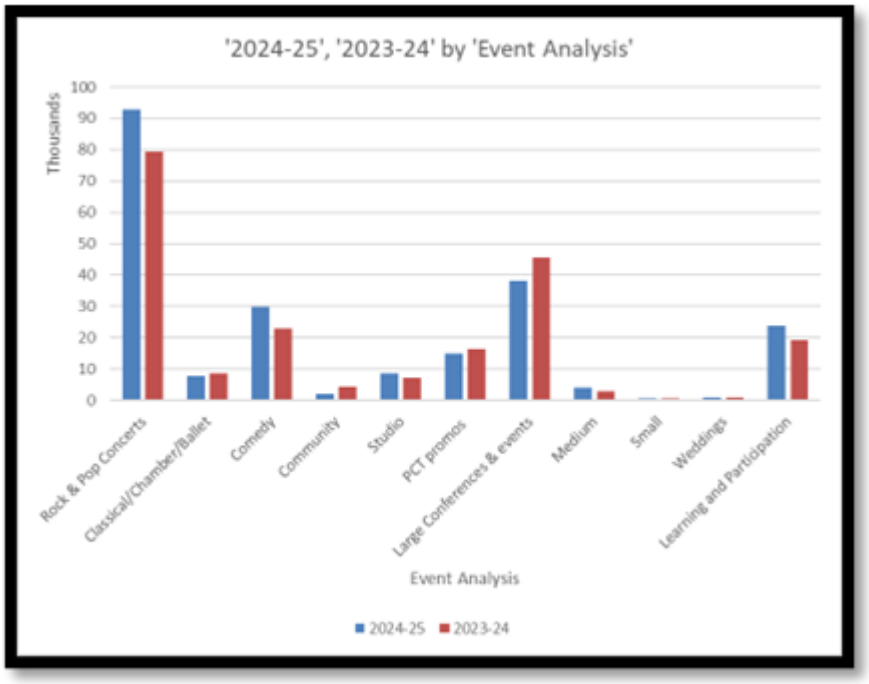
**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

**Review of the Year**

**Portsmouth Guildhall**

- 247k users engaging with 994 events & activities, an increase of 7% in user engagement.
- 156k tickets sold, an increase of 7%.
- Conference & events turnover increased by 9%.
- Learning and participation achieved 24k engagements, an increase of 23%, the main increase a result of addition activity via The Base.
- Gross margin dropped from 62% to 57%.
- Overheads increased by 6%.

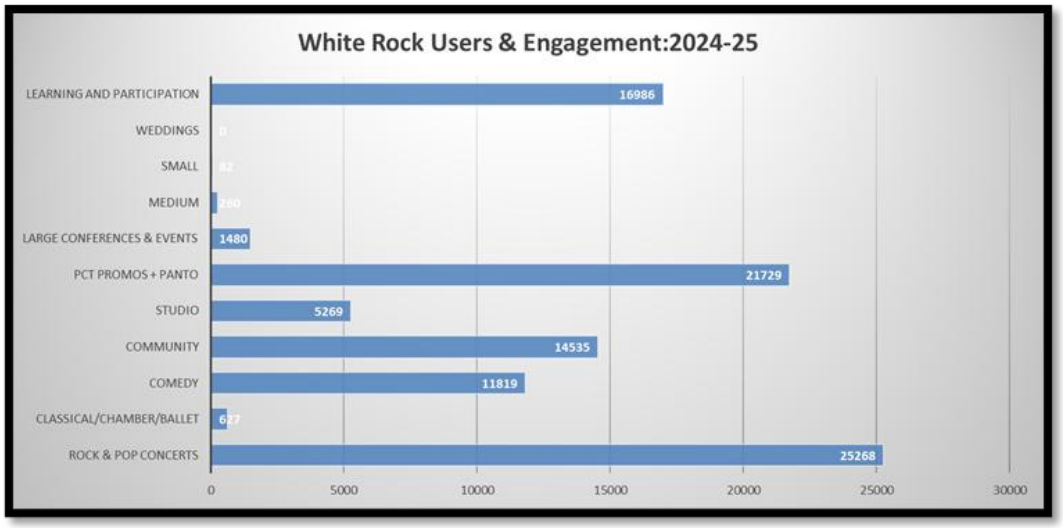


**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

**White Rock Theatre**

- The venue didn't have a proper trading year, as GHT took it over shortly before financial year began.
- 98k users engaging with 732 events and activities.
- 79k tickets sold for 253 performances including pantomime.
- Community events accounts for 30%.
- Learning and participation achieved 17k engagements.
- Gross margin was 53%.




**Concerts and Events**

**Portsmouth Guildhall**

**Concerts**

We have never had a busier concert year than 2024-25, with 13,500 more tickets sold for rock and pop, and 7,000 more tickets sold for comedy. There were many first-class music concerts to suit all ages and tastes, such as The Pretenders, Paul Weller, Skindred, Lulu, Jamie Culum, RIDE, Aussie Pink Floyd and 10cc. Comedy is immensely popular, and we saw the likes of Ben Elton returning for the first time in many years as well as regular visitors Al Murray, Katherine Ryan, Jimmy Carr and John Bishop.

The Classical Series, now in its second year, featured 23 performances, a record for the venue. The BSO continue to be the staple of this programme alongside our chamber series of concerts. Equally, we're keen to embrace new artists and works, *Sounds of Now,* were three new contemporary works performed by younger artists The Bridge Ensemble, Rakhi Singh performing 'Purnima' and The Hermes Experiment. London Sinfonietta visited the Guildhall for the first time, with 'Minimalism', a truly exciting concert which used our LED screens. The Orchestra of the Age of Enlightenment returned with The Brandenburg Concertos, whilst The Holiday and Love Actually in Concert were popular concerts drawing in large audiences.

Since it opened in 2018, The Lens Studio, capacity 150, is now very much a part of the smaller venues' scene in the city. The programme is split between the artists and shows programmed by us, and by third party promoters/artists. We covered a huge and diverse range of music and comedy styles, appealing to all ages. From the Small Fakers and Duran, to Will Wilde and We Are Not Devo. In 2024-25, 8655 tickets sales were a 19% improvement on the year before.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

**Community Events and Exhibition**

Portsmouth Comic Con continues to thrive. Our 5th event was as successful as ever. Our producers introduced the *Comic Con Fringe* a series of event held across the city leading to the main event. This year's celebrity guests included Doctor Who's Sylvester McCoy and Paul McGann.

Portsmouth Gamesfest took place on the weekend of the 14th & 15th Sept'24, with nearly 1,200 people attending. The event combines retro gaming, board gaming, esports, an area for independent gaming and much more. All our events involve local collaboration and partnerships with the likes of the University, Gameover, Dice and St Vincents College.

Our volunteers run the Portsmouth Music Experience. The PME attracts thousands of customers each year, whether they walk in during the day or visit before an evening's concert.

**Conferencing, Meetings and Dinners**

The Guildhall is one of the largest meeting's venues on the south coast. Our team has developed a strong offer to local, regional and national businesses and community clients. Nearly 44,000 people attended 220 events, these included our own Christmas parties, the annual Shaping Portsmouth conference, graduations, and many meetings in our smaller meeting rooms. The net effect was an increase in revenue by 9% over the previous year.

**The Lens Studio**

The Guildhall's smaller performing space, with a seated capacity of 130/standing 170, saw a 19% increase in attendance compared to the previous year. 8,655 tickets were sold for 103 performances. The Lens offered the best in high quality 'niche' music performers including Gordon Giltrap and John Etheridge, Julia Fordham plus high-quality cover bands such as Small Fakers and Bootleg Blondie. The Lens also features family theatre shows and an annual community pantomime. Some of the best emerging comedic talent is features, such as Steve Bugeja, Ania Magliano and Sarah Keyworth.

**Learning & Participation**

The Guildhall's *Get Involved* programme has developed over the past 10-years, and much of what we've practised and delivered has informed the development of *The Base.* We continued to deliver our creative skills programme, which included 5 Creative Career Roadshow sessions with local schools. Two intern placements supported by Artswork were successfully completed, and we continued to manage and fund the Urban Vocal Group.

Our associate artist programme, *Harbour,* concluded with good progress made by both Luke Brown and Thomas Buckley. Thomas has new held 2 conferences for creative organisations at the Guildhall.
Once again, we hosted 2 children's concerts, one presented by the BSO, and the other in partnership with Music in The Round. A total of 2,132 young people attended these concerts.

*The Base,* a new creative space for young people, opened in July'24. The project is a response to the many young people and groups who regularly use the Guildhall but had no proper home for their work. An amalgam of specialist areas such as the band room and production suite, the AV suite and the highly flexible lounge and exhibition area.

The objective is to enable young creatives from the Portsmouth area, 11-25 to have free access via a membership, so that they can develop their creative practises. This is achieved through the access to our first-class facilities alongside workshop and training programmes, delivered both by the Guildhall, and many local partners. Since it opened over 400 young people have signed up, with 5,000 instances of engagement.

Funding for the Base came from several sources including Arts Council, City Council, trusts and foundations, and our own organisation.

**White Rock Theatre**

The challenge of taking over a venue from another management, is to consider the additional value you can add as an organisation, where are the marked differences in approach and how quickly can you make this happen. The takeover of the White Rock was further complicated by the speed of takeover. There was no programme in place, and the Venue Director moved on. There was an impact on the first 2 quarters, there was some community activity, but most of the professional programme didn't kick in until the third quarter, October'24.

**Concerts**

In its first year under our management the venue sold 73,350 tickets for shows in the main auditorium. 20% of these were for community led work, and 24% was for the annual pantomime. The year featured many great shows including Groove Armada, Al Murray, The Illegal Eagles and our pantomime *The Magical Pantomime Adventures of Peter Pan* which starred Alexandra Mardell from Coronation Street and Emily Steel from Gladiators. Comedy is a particular strength of the venue with several top comedians including Russell Kane, Mo Gilligan and Jimmy Carr. Allied to these shows, we invested in a new rock PA system and turned the main auditorium into a flexible performance space capable of hosting standing and seated concerts. The new approach to this space will engage more promoters and event organisers to the possibilities of the main auditorium.

**New Development**

**Studio27**

In April'24, we reconfigured the old Sussex Hall, turning it into a modern, flexible and dynamic studio. Introducing a rock PA system, Studio27, as it's since been rebranded, sold 5,260 tickets in its first year. Our programming policy is to encourage local and emerging artists, work aimed at attracting younger audiences, LGBTQ work, as well as niche music, comedy, and children's theatre shows.

Shows includes Martin Turner's Wishbone Ash, Martin Simpson, The Salts, Rob Auton, Jo Caulfield, and Salty, the latter a queer performance party showcasing dance, drag and music. Studio27 is now the home each month to Millie's Nightclub, a pop-up night club for adults with learning disabilities.

**Events Programme**

Hastings Games Fest took place for the first time in late Janaury'25, almost a sell out with 1067 ticket sold. A similar set up to the event in Portsmouth, with retro gaming, board gaming, and indie gaming. Plus, a new activity called Dabblezone, for young people aged 16-25 who are ready to dabble in work taster activities related to games. This was a local partnership with the *Adventures and Wisdom Institute.*

**Learning & Participation**

GHT has its own tailored programme called *Get Involved.* Successful programmes which have taken place at the White Rock for many years were embedded into *Get Involved.* The venue had 16,986 engagements, this included The West End Experience, theatre classes for young people, the Community Choir and Summer Youth Project. *Charlie and the Chocolate Factory* in August'24, feature over 100 young people who for 2 weeks rehearsed and performed to 2,680 people, across 5 shows.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

**Dance Live!** continues to be a unique event within our cannon of activity. A schools focused event which raises aspirations, aids mental wellbeing and develops key creative skills. Anyone who has experienced Dance Live! can't fail to be impressed by the talent and energy of all the young people that take part. Part of what makes the event unique is that it reaches into schools where it's developed prior to performance. The equal focus on both digital and performance related skills aids its inclusivity.

Another unique trait is that Dance Live! supports our business by generating healthy surpluses from the heats and finals which take place at the Guildhall. Whilst the tour hasn't been profit making, its feeds into the finals which are, contributing several schools from the south of England.

'*Dance Live has made such a difference to so many of our pupils. For a number of our vulnerable pupil's attendance has improved.'* ***Dance Live! Teacher.***

In 2025, 121 schools from across the UK participated in Dance Live! The regions that were covered were;

- Solent & central south coast (Hampshire, Isle of Wight, West Sussex)
- High Wycombe and South Buckinghamshire
- Blackpool
- Guildford and Surrey
- Hasting and East Sussex

**121** schools took part, across 5 venues. **7060** engaged with the event, **69** school's workshops.

Teachers reported on the key areas of impact;

- **Boosting confidence and self esteem**
- **Fostering a sense of community and belonging**
- **Providing a creative outlet for self-expression**
- **Improving school engagement.**

Gender Pay Gap

**What is the gender pay gap?**

The gender pay gap is a measure of workplace inequality, expressed in terms of a comparison between men's and women's average hourly rates of pay.

It provides a framework within which gender pay gaps can be identified so that, both inside and outside of the workplace, employers and society at large can think constructively about why gender pay gaps exist and how we can all work to minimise them.

The gender pay gap compares pay of all men and women across a workforce without considering differences in roles, experience, and qualifications. The gender pay gap is not the same as 'equal pay' – paying men and women equally for performing identical roles – which has been a legal requirement since 1970.

- **Analysis and findings**
- This is the second year that The Guildhall Trust as reported on the Gender Pay gap.
- **Gender Representation**
- Percentage of total staff
- Women 52.75%
- Men 47.25%

**Pay- Hourly Rate**

At The Guildhall Trust, the average hourly gender pay gap across the organisation is -0.77% by mean (in favour of men) and 5.01% by median, based on April 2025 payroll figures. This falls below the latest reported UK National Gender Pay Gap (2024) of 13.1% (according to ONS figures) and is also a slight reduction compared to last year's figures

In the Upper Pay Quartile, the Pay Gap is 0.79% in favour of men
In the Upper Middle Pay Quartile, the Pay gap is 3.15% in favour of men
In the Lower Middle Pay Quartile, the Pay Gap is -7.08% in favour of women
In the Lower Pay Quartile, the Pay Gap is -2.36% in favour of women

We are pleased to be able to report a Gender Pay Gap that is below the national average, however we also know that we have further to go to address the gap.

**Future Plans**

Over the next 2 years, The Guildhall Trust would like to complete Guildhall Renaissance, the upgrade and refurbishment of the Guildhall. Our priority is new seating in the main concert hall, a major new bar, and decoration to the foyers on the ground floor.

We're beginning a similar journey at the White Rock. We've recently commissioned an options and masterplan from our architects. The immediate need is to complete roof repairs and then move onto the first phase of the Options Plan within a couple of years. The development of the White Rock, along with rebranding the venue, as a multi-purpose entertainment and meetings venue is a priority for the organisation.

**Structure, Governance and Management**

The Guildhall Trust has a Board of Trustees who meet quarterly. The Board monitors the progress of the Trust, this is achieved through quarterly Board Meetings, regular contact between the CEO, Finance Manager and trustees and the scrutiny by sub-committees.

There are 5 sub-committees each with a trustee Chair, the relevant senior management and a second trustee. The oldest and most established committee is Audit and Finance. This oversees budget setting, reforecasting, the annual audit and appointment of auditors. It has a key role of scrutinising the management accounts and assessing the ongoing business risk. The Committee receives reports from the Head of Finance who sits on the Committee along with the CEO.

The HR and Nominations Committee meets up to four times a year and receives reports concerning HR related activity which the management feel warrants their advice and attention. The Committee seeks to ensure that the Board is diverse and representative. The Chair of this committee receives recommendations concerning possible new trustees' nominations, meeting with them and discussing their merits with the Board and Chair. The Committee also receives reports and updates concerning Health and Safety.

The Strategic Marketing Committee meets twice a year. Its focus is on the institutional communication messaging of the organisation, therefore how it positions and represents itself. It fully utilises the expertise of trustees who are well versed in marketing and PR, who have experience in the corporate world.

The Programming, Learning and Participation Committee meets up to four times a year. It has a good mix of trustees from a cultural and education background who sit alongside management from the organisation who work in these areas. The Committee considers some of the organisations key projects and their development, such as The Base, Dance Live and Summer Youth Project.

The Premises and Projects Committee considers building improvement, remedial works and future capital projects. It meets up to four times a year and has been busy with recent capital programmes at the Guildhall.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

**Induction and Training**

All newly appointed Trustees meet with the Chair and CEO and follow and induction programme, which comprises governance and responsibilities of a Trustee. All Trustees are mindful of their duty to act solely in the interest of The Guildhall Trust and those members who are cabinet members/officers of Portsmouth City Council understand their duties (under company and charity law) to avoid conflicts of interest. The organisations' Articles contain detailed provisions for declaring any interests a Trustee has and managing any conflicts that arise from such interests.

**Solent Cultural Enterprises**

Solent Cultural Enterprises is controlled, and is activity managed, by The Guildhall Trust. The Financial Statements for Solent Cultural Enterprises are available to view at the offices of The Guildhall Trust.

**Hornpipe Theatre Company**

The Board of Trustees has responsibility for the governance and administration of the Charity.

**Financial Review**

The 2024/25 financial year was one of significant operational activity for The Guildhall Trust, driven by strong programming at Portsmouth Guildhall and the first full year of integrating the White Rock Theatre into the Group. Total incoming resources increased to £5.36m (2023/24: £4.38m) reflecting higher event income, improved restoration levy receipts, and continued growth in conferencing and commercial activity. The White Rock Theatre contributed positively to audience engagement and ticket sales, although its first year of transition brought additional costs as the Trust invested in compliance, infrastructure and early-stage programming.

Expenditure for the year increased to £6.03m (2023/24: £4.11m), driven primarily by national increases to the minimum wage, supplier and utilities inflation, and the Trust's decision to maintain a high-quality cultural programme across both venues. These factors, combined with the investment required during the White Rock transition year, resulted in a consolidated net deficit of £675k (2023/24: £274k surplus).

While the Group reported a deficit, the underlying operating activity continues to demonstrate strong audience engagement, resilient earned income streams and ongoing development opportunities across both venues. The Trustees remain confident that the long-term strategy—particularly the phased Renaissance development at Portsmouth Guildhall and the multi-year plan for the White Rock Theatre—will strengthen future financial performance and support the Trust's growth ambitions.

**Going Concern**

The Trustees have considered the financial position of the Trust and its subsidiaries, including the level of reserves, cash balances, debtor and creditor profiles, and forecast trading performance for at least 12 months from the date of approval of these financial statements.

During the year, the Trust has faced pressures arising from sector-wide inflation, increased staffing costs following changes to the National Living Wage, and the early operational challenges associated with taking over the White Rock Theatre. These factors have contributed to a reduction in free reserves. However, despite these financial challenges, the Trustees remain confident in the organisation's ability to continue as a going concern.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

The Trustees have prepared detailed financial forecasts, that incorporate prudent assumptions, sensitivity analysis and stress testing. These forecasts demonstrate that the Trust has sufficient liquidity to meet its obligations as they fall due. The Trust continues to benefit from strong ticket sales, diverse earned income streams, robust forward bookings, and its long-standing relationships with Portsmouth City Council, Hastings Borough Council, Arts Council England, and other funders.

Based on the forecasts and the mitigations available, the Trustees are satisfied that the Trust has adequate resources to continue in operational existence for the foreseeable future and therefore continue to adopt the going concern basis in preparing these financial statements.

**Reserves Policy**

The Guildhall Trust operates within a unique financial model where a significant proportion of cash balances at any point in time relates to ticket income received in advance for future events. As a result, operational cashflows remain strong throughout the year, but the Trust historically operates with negative free reserves once deferred income and fixed assets are accounted for. This model is typical for organisations within the live events and venue-management sector.

At 31 March 2025 the Trust's free reserves were (£1.668m), compared with (£492k) in the prior year, reflecting both the operational deficit for the year and the continued investment required to support major projects and the integration of the White Rock Theatre.

The Trustees remain confident that free reserves will improve over the medium term. The following actions are in place to support this:

• Revenue Growth – Continued expansion of core income streams including concerts, conferencing, Dance Live!, restoration levy receipts, and new commercial opportunities within both Portsmouth Guildhall and the White Rock Theatre.

• Renaissance Project Delivery – Completing the multi-year capital programme at Portsmouth Guildhall will materially improve commercial performance through enhanced customer experience, improved seat capacity, and increased secondary spend.

• Operational Efficiencies – Further refinement of cost controls, procurement efficiencies, workforce planning and improved budgeting processes across both venues.

• Strengthening Cashflows – Maximising forward ticket sales, managing settlement cycles efficiently and maintaining tight working capital controls.

• White Rock Theatre Integration – The transfer of the venue has now stabilised, and the Trustees expect improved programme margins and operating performance as the venue moves beyond its transition year.

The Trustees remain committed to improving the reserves position and are confident that the actions above, combined with the organisation's strong operating model and forward visibility of income, will support progress towards the reserves target over the coming years.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2025**

**Investments Policy**

Under the Memorandum and Articles of Association, the charity has the power to make any investment that the Board of Trustees sees fit.

**Remuneration and Recruitment Policy – Senior Management**

The Trust's recruitment policy states that vacant posts for management positions should be externally advertised and that, where necessary, specialist recruitment agencies should be used. Agencies are verified on the Trust's equal opportunities priorities and guidance on renumeration is sought by the Trust from those agencies which are best placed to benchmark salaries within specific job roles and industries.

**Auditors**

The accounts have been audited by Compass Accountants Limited. So far as the Trustees are aware, there is no relevant audit information of which the company's auditors are unaware. Trustees have taken all the steps necessary to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

This report has been prepared in accordance with the small companies' regime under the Companies Act 2006.

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:**

**The Guildhall Trust**
**Company number: 07519927**

**Statement of trustees' responsibilities for the year ended 31 March 2024**

The Trustees (who are also directors of The Guildhall Trust for the purposes of company law) are responsible for preparing the Trustees' Annual Report (including the Strategic 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 and of the incoming resources and application of resources, 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 Charities SORP 2019 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation.

The Trustees are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the 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.

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:**

## Independent auditors' report to the members of The Guildhall Trust

### Opinion

We have audited the financial statements of The Guildhall Trust (the 'parent charitable company') for the year ended 31 March 2025 which comprise the Consolidated Statement of Financial Activities, the Consolidated Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and parent charitable company's affairs as at 31 March 2025, and of the group's incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Basis for opinion

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

### Conclusions relating to going concern

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

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

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

### Other information

The Trustees are responsible for the other information. The other information comprises the information included in the Trustees' annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine

whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

**Opinions on other matters prescribed by the Companies Act 2006**
In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Trustees' report (incorporating the directors' report) for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

**Matters on which we are required to report by exception**
In the light of our knowledge and understanding of the group and parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

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

- adequate accounting records have not been kept by the parent charitable company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company's financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the Trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

**Responsibilities of Trustees**
As explained more fully in the Trustees' responsibilities statement set out on page 14, the Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

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

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

- We gained an understanding of the legal and regulatory framework applicable to the company and the sector in which it operates through discussions with management, sector research, and the application of relevant audit knowledge and experience
- We made enquiries of management around actual and potential litigation and claims
- We made enquiries of management and relevant staff, and designed our audit procedures, including reviewing financial statement disclosures and testing of supporting documentation, to assess compliance with applicable laws and regulations. We focussed on laws and regulations which could give rise to material misstatement in the financial statements including, but not limited to, the Companies Act 2006, the Charities Act 2011, the Charities SORP, and the Financial Reporting Standard 102.
- We identified the risk of material misstatement of the financial statements due to fraud and designed audit procedures to respond to the risk. We performed audit procedures designed to address the risk of fraud arising from management override of controls, including, but not limited to, testing of journal entries and other adjustments, reviewing accounting estimates for evidence of bias, and evaluating the business rationale of significant transactions outside the normal course of business

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the accounts or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the accounts, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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

**Use of our report**

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

**Kerry Lawrance FCA (Senior Statutory Auditor)**
**For and on behalf of Compass Accountants, Statutory Auditor**

**Compass Accountants Limited**
**Venture House, The Tanneries**
**East Street, Titchfield**
**Hampshire, PO14 4AR**

**Date:**

**The Guildhall Trust**
**Company number: 07519927**

## Consolidated Statement of financial activities (incorporating the income and expenditure account)

## For the year ended 31 March 2025

| | Notes | Unrestricted funds £ | Restricted funds £ | 2025 Total £ | Unrestricted funds £ | Restricted funds £ | 2024 Total £ |
|---|---|---|---|---|---|---|---|
| **Income from:** | | | | | | | |
| Donations and legacies | | | | | | | |
| Donations | 2 | 116,684 | 262,744 | 379,428 | 177,150 | 483,471 | 660,621 |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 3 | 3,965,926 | 75 | 3,966,001 | 2,697,922 | 666 | 2,698,588 |
| Other trading activities | | | | | | | |
| Commercial trading operations | 4 | 907,601 | - | 907,601 | 974,965 | - | 974,965 |
| Investment income | 5 | 15,107 | - | 15,107 | 18,895 | - | 18,895 |
| Other income | | 11,430 | - | 11,430 | 11,560 | - | 11,560 |
| Extraordinary Income | | 81,207 | - | 81,207 | 16,749 | - | 16,749 |
| **Total income** | | 5,097,955 | 262,819 | 5,360,774 | 3,897,241 | 484,137 | 4,381,378 |
| **Expenditure on:** | | | | | | | |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 6 | 6,026,700 | 75 | 6,026,775 | 4,078,303 | 31,224 | 4,109,527 |
| **Total expenditure** | | 6,026,700 | 75 | 6,026,775 | 4,078,303 | 31,224 | 4,109,527 |
| Net gains/(losses) on investments | | (8,752) | - | (8,752) | 1,771 | - | 1,771 |
| **Net income/(expenditure)** | | (937,497) | 262,744 | (674,753) | (179,291) | 452,913 | 273,622 |
| **Transfers between funds** | | 305,646 | (305,646) | - | 728,482 | (728,482) | - |
| **Net movement in funds** | | (631,851) | (42,902) | (674,753) | 549,191 | (275,569) | 273,622 |
| **Reconciliation of funds:** | | | | | | | |
| Total funds brought forward | | 1,205,731 | 42,902 | 1,248,633 | 656,540 | 318,471 | 975,011 |
| **Total funds carried forward** | | 573,880 | - | 573,880 | 1,205,731 | 42,902 | 1,248,633 |

All recognised gains and losses are included in the statement of financial activities

**The notes on pages 23 to 33 form an integral part of these financial statements.**

**The Guildhall Trust**
**Company number: 07519927**

## Consolidated Balance Sheet
## as at 31 March 2025
## Company number: 07519927

| | Notes | Group 2025 £ | Group 2024 £ | Charity 2025 £ | Charity 2024 £ |
|---|---|---|---|---|---|
| **Fixed assets** | | | | | |
| Tangible assets | 12 | 2,300,432 | 1,798,035 | 2,299,509 | 1,796,362 |
| Investments | 13 | 179,106 | 187,858 | 1 | 1 |
| | | 2,479,538 | 1,985,893 | 2,299,510 | 1,796,363 |
| **Current assets** | | | | | |
| Stocks | 14 | 114,693 | 133,105 | 114,693 | 133,105 |
| Debtors | 15 | 1,254,135 | 987,636 | 1,460,547 | 1,076,193 |
| Cash at bank and in hand | | 813,583 | 1,411,452 | 494,419 | 1,245,654 |
| | | 2,182,411 | 2,532,193 | 2,069,659 | 2,454,952 |
| **Creditors: amounts falling due within one year** | 16 | (4,024,952) | (3,161,219) | (3,916,781) | (3,091,709) |
| **Net current assets** | | (1,842,541) | (629,026) | (1,847,122) | (636,757) |
| **Total assets less current liabilities** | | 636,997 | 1,356,867 | 452,388 | 1,159,606 |
| **Creditors falling due after 1 year** | 17 | (62,886) | (107,916) | (62,886) | (107,916) |
| **Provisions for liabilities** | | (231) | (318) | - | - |
| **Net assets** | | 573,880 | 1,248,633 | 389,502 | 1,051,690 |
| **Funds** | | | | | |
| Unrestricted funds | | 573,158 | 1,204,345 | 389,502 | 1,008,788 |
| Restricted funds | | - | 42,902 | - | 42,902 |
| Non Charitable Trading funds | | 722 | 1,386 | - | - |
| **Total funds** | 18 | 573,880 | 1,248,633 | 389,502 | 1,051,690 |

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

The financial statements were approved by the Board and signed on its behalf by

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:**

**The notes on pages 23 to 33 form an integral part of these financial statements.**

**The Guildhall Trust**
**Company number: 07519927**

## Cash flow statement

## For the year ended 31 March 2025

| | Group 2025 | Group 2024 |
|---|---|---|
| **Cash flows from operating activities:** | | |
| **Net cash provided by (used in) operating activities** | 199,382 | 1,676,156 |
| **Cash flows from investing activities:** | | |
| Interest income | 15,107 | 18,895 |
| Purchase of tangible fixed assets | (812,358) | (1,103,173) |
| **Net cash provided by/(used in) investing activities** | (797,251) | (1,084,278) |
| **Increase/(decrease) in cash and cash equivalents in the year** | (597,869) | 591,878 |
| **Cash and cash equivalents at 1 April 2024** | 1,411,452 | 819,574 |
| **Cash and cash equivalents at 31 March 2025** | **813,583** | **1,411,452** |
| | | |
| Net income/(expenditure) for the reporting period | (674,753) | 273,622 |
| Depreciation and loss on disposal of assets | 309,961 | 147,853 |
| Income from investments | (15,107) | (18,895) |
| Losses/(Gains) on investments | 8,752 | (1,771) |
| (Increase)/Decrease in stocks | (18,412) | (57,540) |
| (Increase)/Decrease in debtors | (266,499) | 1,910 |
| Increase/(Decrease) in creditors | 863,733 | 1,223,203 |
| (Decrease)/Increase in long term liabilities | (45,030) | 107,916 |
| (Decrease)/Increase in provisions | (87) | (142) |
| **Net cash provided by/(used in) operating activities** | 199,382 | 1,676,156 |

## Notes to the financial statements
## For the year ended 31 March 2025

### 1. Accounting policies

### 1.1. Charity information

The Guildhall Trust is a private company limited by guarantee and incorporated in England and Wales. The registered office The Portsmouth Guildhall, Guildhall Square, Portsmouth, Hampshire, PO1 2AB.

The Guildhall Trust meets the definition of a public benefit entity under section 34 of FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value, unless otherwise stated in the relevant accounting policy.

The principal objectives of the charity are detailed in the Trustees report.

### 1.2. Basis of preparation of financial statements

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice. The financial statements have been prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value.

The financial statements are presented in sterling which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

Consolidated financial statements have been prepared in respect of the charitable company, and its wholly owned subsidiaries, Solent Cultural Enterprise Limited (company number 07520080) and Hornpipe Theatre Company Limited (a linked charity of The Guildhall Trust – charity number 1153358-1).

The Consolidated Statement of Financial Activities includes the results of Solent Cultural Enterprise Limited, Guildhall Security Services Limited and the Hornpipe Theatre Company Limited on a line by line basis. The Consolidated Balance Sheet includes the net assets of the subsidiaries and the linked charity on a line by line basis.

**Going concern**

The financial statements have been prepared on a going concern basis as the trustees believe that no material uncertainties exist. The Trustees have considered the financial position of the Trust and its subsidiaries, including the level of reserves, cash balances, debtor and creditor profiles, and forecast trading performance for at least 12 months from the date of approval of these financial statements.

During the year, the Trust has faced pressures arising from sector-wide inflation, increased staffing costs following changes to the National Living Wage, and the early operational challenges associated with taking over the White Rock Theatre. These factors have contributed to a reduction in free reserves. However, despite these financial challenges, the Trustees remain confident in the organisation’s ability to continue as a going concern.

The Trustees have prepared detailed financial forecasts, that incorporate prudent assumptions, sensitivity analysis and stress testing. These forecasts demonstrate that the Trust has sufficient liquidity to meet its obligations as they fall due. The Trust continues to benefit from strong ticket sales, diverse earned income streams, robust forward bookings, and its long-standing relationships with Portsmouth City Council, Hastings Borough Council, Arts Council England, and other funders.

Based on the forecasts and the mitigations available, the Trustees are satisfied that the Trust has adequate resources to continue in operational existence for the foreseeable future and therefore continue to adopt the going concern basis in preparing these financial statements.

## Notes to the financial statements
## For the year ended 31 March 2025

### 1.3. Income

Income is recognised when the company has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received and the amount can be measured reliably.

Income from investments is included in the year in which it is receivable.

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

Deferred income relates to income received in advance for future events and bookings.

### 1.4. Expenditure

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

Governance costs include those costs incurred in the governance of the company and its assets and are primarily associated with constitutional and statutory requirements.

### 1.5. Tangible fixed assets and depreciation

Tangible fixed assets with a cost or value greater than £100 and a useful life exceeding one year are capitalised at historic cost. Depreciation has been provided at rates calculated to spread the cost of each asset over its expected useful life as follows:

| | |
|---|---|
| Improvements to property | 25% and 10% straight line |
| Plant and machinery | 20% straight line |
| Fixtures and fittings | 20% and 12.5% straight line |
| Computer equipment | 33% and 25% straight line |

Assets under construction are not depreciated.

### 1.6. Basic financial instruments

The company's financial assets and liabilities consist of cash and cash equivalents, short term investments, trade and other debtors, trade and other creditors and accrued expenses. The fair value of these items approximates their carrying value due to their short term value. Unless otherwise noted, the company is not exposed to significant interest, foreign exchange or credit risks arising from these instruments.

Term deposits of less than one year are classified as investments within current assets.

### 1.7. Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

### 1.8. Fund accounting

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

Restricted funds are to be used for specified purposes as laid down by the donor. Expenditure which meets these criteria is identified to the fund, together with a fair allocation of overheads and support costs.

### 1.9. Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the Statement of Financial Activities on a straight line basis over the period of the lease.

### 1.10. Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. Contributions payable to the company's pension scheme are charged to the Statement of Financial Activities in the period to which they relate and for the year to 31 March 2025 totalled £62,942 (2024: £40,501).

### 1.11. Termination benefits

The group recognises a liability for termination benefits at the point where the group is committed to making the payments in return for employee redundancy.

## 2. Donations and legacies

| | Unrestricted funds £ | Restricted funds £ | 2025 Total £ | Unrestricted funds £ | Restricted funds £ | 2024 Total £ |
|---|---|---|---|---|---|---|
| Donations and legacies | - | - | - | 150 | - | 150 |
| Portsmouth City Council: | | | | | | |
| Core funding | 103,000 | - | 103,000 | 177,000 | - | 177,000 |
| Basement funding | - | - | - | - | 412,500 | 412,500 |
| Arts Council England grant | - | 47,358 | 47,358 | - | - | - |
| Miscellaneous grant income | 13,684 | 215,386 | 229,070 | - | 70,971 | 70,971 |
| | 116,684 | 262,744 | 379,428 | 177,150 | 483,471 | 660,621 |

## 3. Charitable activities

| **Operations of the Guildhall:** | Unrestricted funds £ | Restricted funds £ | 2025 Total £ | Unrestricted funds £ | Restricted funds £ | 2024 Total £ |
|---|---|---|---|---|---|---|
| Venue and events income | 2,350,708 | - | 2,350,708 | 1,571,049 | - | 1,571,049 |
| Studio | 131,031 | - | 131,031 | 91,285 | - | 91,285 |
| Learning and participation | 536,130 | 75 | 536,205 | 363,104 | 666 | 363,770 |
| Booking fees | 520,481 | - | 520,481 | 311,775 | - | 311,775 |
| Tenants income | 72,342 | - | 72,342 | 89,125 | - | 89,125 |
| Membership income | 6,745 | - | 6,745 | 7,752 | - | 7,752 |
| Restoration fee levy | 348,489 | - | 348,489 | 263,832 | - | 263,832 |
| | 3,965,926 | 75 | 3,966,001 | 2,697,922 | 666 | 2,698,588 |

## 4. Other trading activities

| | Unrestricted funds £ | 2025 Total £ | Unrestricted funds £ | 2024 Total £ |
|---|---|---|---|---|
| Conferences and events | 902,194 | 902,194 | 974,965 | 974,965 |
| Fundraising and sponsorship | 5,407 | 5,407 | - | - |
| | 907,601 | 907,601 | 974,965 | 974,965 |

## 5. Investment income

| | Unrestricted funds £ | 2025 Total £ | Unrestricted funds £ | 2024 Total £ |
|---|---|---|---|---|
| Dividends and interest | 15,107 | 15,107 | 18,895 | 18,895 |

## 6. Costs of charitable activities - by fund type

| | Unrestricted funds £ | Restricted funds £ | 2025 Total £ | Unrestricted funds £ | Restricted funds £ | 2024 Total £ |
|---|---|---|---|---|---|---|
| Operations of the Guildhall | 6,026,700 | 75 | 6,026,775 | 4,078,303 | 31,224 | 4,109,527 |

## 7. Costs of charitable activities - by activity

| | Activities undertaken directly £ | Governance and support costs £ | 2025 Total £ | 2024 Total £ |
|---|---|---|---|---|
| Venue and events | 1,178,237 | 940,463 | 2,118,700 | 1,480,962 |
| Conferences and events | 662,604 | 305,065 | 967,669 | 739,643 |
| Studio | 144,401 | 4,173 | 148,574 | 124,231 |
| Learning and participation | 340,638 | 351,891 | 692,529 | 446,092 |
| Marketing | 299,232 | 204,690 | 503,922 | 265,100 |
| Operations | 144,302 | - | 144,302 | 89,435 |
| Facilities | 515,320 | 289,997 | 805,317 | 515,544 |
| Finance and HR | 354,214 | 221,838 | 576,052 | 383,953 |
| CEO, programming and commercial | 24,703 | - | 24,703 | 19,851 |
| Sundry | 45,007 | - | 45,007 | 44,716 |
| | 3,708,658 | 2,318,117 | 6,026,775 | 4,109,527 |

## Notes to the financial statements
## For the year ended 31 March 2025

### 8. Analysis of governance and support costs

| | 2025 Total £ | 2024 Total £ |
|---|---|---|
| Wages | 1,742,637 | 1,133,627 |
| Social security | 193,379 | 117,207 |
| Pensions | 62,942 | 40,501 |
| Depreciation of tangible assets | 309,969 | 147,853 |
| Loss on disposal of assets | - | - |
| **Governance costs** | | |
| Auditor's remuneration | 3,300 | 3,075 |
| Accountancy fees | 5,890 | 2,057 |
| | 2,318,117 | 1,444,320 |

### 9. Employees

| | 2025 £ | 2024 £ |
|---|---|---|
| **Employee costs** | | |
| Wages and salaries | 2,678,152 | 1,661,406 |
| Social security costs | 193,379 | 117,207 |
| Pension costs | 62,942 | 40,501 |
| | 2,934,473 | 1,819,114 |

The average number of employees during the year was as follows:

| | 2025 | 2024 |
|---|---|---|
| | 222 | 142 |

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was as follows:

| | 2025 | 2024 |
|---|---|---|
| £80,001 - £90,000 | - | 1 |
| £100,001 - £110,000 | 1 | - |

**Key management personnel**
The key management personnel of the company comprise the Chief Executive Officer, General Manager, Head of Technical and Support Services, Head of Marketing, Finance Manager, Head of Learning & Participation and Stage & Technical Manager. Employee benefits received by key management personnel total £400,637 (2024: £402,842).

**Trustees**
No trustees received remuneration during the period (2024: Nil). No trustees were reimbursed for expenses in the year (2024: No trustees).

## 10. Income and expenses from trading activities of subsidiaries

Solent Cultural Enterprise Limited is a wholly owned trading subsidiary incorporated in the United Kingdom (company number 07520080). A summary of the trading results is shown below:

| **Profit and Loss Account** | **2025** | **2024** |
|---|---|---|
| | **£** | **£** |
| Turnover | 702,382 | 766,614 |
| Cost of sales | (430,056) | (450,882) |
| Gross Profit | 272,326 | 315,732 |
| Sundry income | 1,758 | 6,289 |
| Overheads | (177,673) | (206,702) |
| Operating profit before taxation | 94,411 | 115,319 |
| Tax on profit | 87 | 142 |
| Retained profit for the period | 96,498 | 115,461 |
| Gift aid contribution to The Guildhall Trust | (97,161) | (116,069) |
| Retained profit/(loss) brought forward | 1,386 | 1,994 |
| Retained profit/(loss) carried forward | 723 | 1,386 |
| Called up Ordinary Share Capital | 1 | 1 |
| Capital and reserves | 724 | 1,387 |

## 11. Linked charity of The Guildhall Trust

Hornpipe Theatre Company Limited is a wholly owned trading subsidiary and a linked charity of The Guildhall Trust. A summary of the results is shown below:

| **Statement of Financial Activities** | **2025** | **2024** |
|---|---|---|
| | **£** | **£** |
| Income | 5,110 | 9,558 |
| Expenditure | (8,259) | (10,770) |
| Net gains/(losses) on investments | (8,752) | 1,771 |
| Net movement in funds | (11,091) | 559 |
| Funds brought forward | 195,557 | 194,998 |
| Funds carried forward | 183,656 | 195,557 |

| **Balance Sheet** | **2025** | **2024** |
|---|---|---|
| | **£** | **£** |
| Investments | 179,106 | 187,858 |
| Current assets | 6,342 | 9,310 |
| Current liabilities | (1,792) | (1,611) |
| Net assets | 183,656 | 195,557 |
| Unrestricted funds | 183,656 | 195,557 |
| Total funds | 183,656 | 195,557 |

## 12. Tangible fixed assets - Group

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2024 | 1,116,911 | 452,116 | 630,230 | 179,337 | 326,581 | 2,705,175 |
| Additions | 622,815 | 7,586 | 106,758 | 56,677 | 18,522 | 812,358 |
| Transfer between categories | (1,590,381) | 1,590,381 | - | - | - | - |
| Disposals | - | - | - | - | - | - |
| At 31 March 2025 | 149,345 | 2,050,083 | 736,988 | 236,014 | 345,103 | 3,517,533 |
| **Depreciation** | | | | | | |
| At 1 April 2024 | - | 293,550 | 284,197 | 119,771 | 209,622 | 907,140 |
| Charge for the year | - | 137,500 | 106,090 | 24,230 | 42,141 | 309,961 |
| On disposals | - | - | - | - | - | - |
| At 31 March 2025 | - | 431,050 | 390,287 | 144,001 | 251,763 | 1,217,101 |
| **Net book values** | | | | | | |
| At 31 March 2025 | 149,345 | 1,619,033 | 346,701 | 92,013 | 93,340 | 2,300,432 |
| At 31 March 2024 | 1,116,911 | 158,566 | 346,033 | 59,566 | 116,959 | 1,798,035 |

### Tangible fixed assets - Charity

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2024 | 1,116,911 | 452,116 | 630,230 | 175,588 | 325,139 | 2,699,984 |
| Additions | 622,815 | 7,586 | 106,758 | 56,677 | 18,522 | 812,358 |
| Transfer between categories | (1,590,381) | 1,590,381 | - | - | - | - |
| Disposals | - | - | - | - | - | - |
| At 31 March 2025 | 149,345 | 2,050,083 | 736,988 | 232,265 | 343,661 | 3,512,342 |
| **Depreciation** | | | | | | |
| At 1 April 2024 | - | 293,550 | 284,197 | 117,695 | 208,180 | 903,622 |
| Charge for the year | - | 137,500 | 106,090 | 23,480 | 42,141 | 309,211 |
| On disposals | - | - | - | - | - | - |
| At 31 March 2025 | - | 431,050 | 390,287 | 141,175 | 250,321 | 1,212,833 |
| **Net book values** | | | | | | |
| At 31 March 2025 | 149,345 | 1,619,033 | 346,701 | 91,090 | 93,340 | 2,299,509 |
| At 31 March 2024 | 1,116,911 | 158,566 | 346,033 | 57,893 | 116,959 | 1,796,362 |

## Notes to the financial statements
## For the year ended 31 March 2025

### 13. Investments - Group

| | Listed investments | Total |
|---|---|---|
| | £ | £ |
| **Valuation** | | |
| At 1 April 2024 | 187,858 | 187,858 |
| Revaluations | (8,752) | (8,752) |
| At 31 March 2025 | 179,106 | 179,106 |

Investments are held by the Hornpipe Theatre Company Limited.

The company holds the share capital of the following company:

| Company name | Company number | Nature of business | Share class held | % Share holding | Value of shares |
|---|---|---|---|---|---|
| Solent Cultural Enterprise Limited | 07520080 | Associate commercial activities of the parent company | Ordinary | 100% | £1 |

### 14. Stocks

| | Group 2025 | Group 2024 | Charity 2025 | Charity 2024 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Stocks | 114,693 | 133,105 | 114,693 | 133,105 |

### 15. Debtors

| | Group 2025 | Group 2024 | Charity 2025 | Charity 2024 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Trade debtors | 390,592 | 260,328 | 309,320 | 185,229 |
| Other debtors | 480,264 | - | 480,264 | - |
| Prepayments and accrued income | 383,279 | 727,308 | 378,417 | 725,937 |
| Amount owed by group undertakings | - | - | 292,546 | 165,027 |
| | 1,254,135 | 987,636 | 1,460,547 | 1,076,193 |

## 16. Creditors: amounts falling due within one year

| | Group 2025 £ | Group 2024 £ | Charity 2025 £ | Charity 2024 £ |
|---|---|---|---|---|
| Trade creditors | 692,956 | 629,502 | 690,887 | 628,958 |
| Other taxes and social security | 161,970 | 70,887 | 112,061 | 49,083 |
| Other creditors | 68,924 | 65,298 | 68,924 | 65,298 |
| PRS control | 12,365 | 29,788 | 12,365 | 29,788 |
| Deferred income | 158,865 | 221,830 | 109,764 | 177,544 |
| Accrued expenditure | 221,698 | 344,241 | 214,606 | 341,365 |
| Ticket income in advance | 2,678,354 | 1,769,853 | 2,678,354 | 1,769,853 |
| Loans | 29,820 | 29,820 | 29,820 | 29,820 |
| | 4,024,952 | 3,161,219 | 3,916,781 | 3,091,709 |

### Deferred income

| | Group 2025 £ | Group 2024 £ | Charity 2025 £ | Charity 2024 £ |
|---|---|---|---|---|
| Balance at 1 April 2024 | 213,763 | 79,273 | 171,477 | 28,423 |
| Amounts released to incoming resources | (126,116) | (50,520) | (83,829) | (1,670) |
| Amounts deferred in year | 101,006 | 213,763 | 51,904 | 171,477 |
| Movement on PRS control | (17,423) | 9,102 | (17,423) | 9,102 |
| Balance as at 31 March 2025 | 171,230 | 251,618 | 122,129 | 207,332 |

## 17. Creditors: amounts falling due after one year

| | Group 2025 £ | Group 2024 £ | Charity 2025 £ | Charity 2024 £ |
|---|---|---|---|---|
| Loans | 62,886 | 107,916 | 62,886 | 107,916 |

## 18. Analysis of net assets between funds

| | Tangible Fixed Assets £ | Investment Assets £ | Net Current Assets £ | Long Term Liabilities £ | 2025 Total £ |
|---|---|---|---|---|---|
| Unrestricted funds | 2,299,509 | 1 | (1,847,122) | (62,886) | 389,502 |
| Restricted funds | - | - | - | - | - |
| Charity only | 2,299,509 | 1 | (1,847,122) | (62,886) | 389,502 |
| Linked charity | - | 179,106 | 4,550 | - | 183,656 |
| Non-charitable trading funds | 923 | (1) | 31 | (231) | 722 |
| Total | 2,300,432 | 179,106 | (1,842,541) | (63,117) | 573,880 |

| | Tangible Fixed Assets | Investment Assets | Net Current Assets | Long Term Liabilities | 2024 Total |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Unrestricted funds | 1,796,362 | 1 | (679,659) | (107,916) | 1,008,788 |
| Restricted funds | - | - | 42,902 | - | 42,902 |
| Charity only | 1,796,362 | 1 | (636,757) | (107,916) | 1,051,690 |
| Linked charity | - | 187,858 | 7,699 | - | 195,557 |
| Non-charitable trading funds | 1,673 | (1) | 32 | (318) | 1,386 |
| Total | 1,798,035 | 187,858 | (629,026) | (108,234) | 1,248,633 |

## 19. Restricted funds

| | At 1 April 2024 | Incoming resources | Outgoing resources | Fund transfers | At 31 March 2025 |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Basement Project | 42,902 | 247,744 | - | (290,646) | - |
| White Rock Theatre - Campbell Room | - | 15,000 | - | (15,000) | - |
| Urban Vocal Group | - | 75 | (75) | - | - |
| Total | 42,902 | 262,819 | (75) | (305,646) | - |

| | At 1 April 2023 | Incoming resources | Outgoing resources | Fund transfers | At 31 March 2024 |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Basement Project | 313,884 | 483,471 | (25,971) | (728,482) | 42,902 |
| Urban Vocal Group | 4,587 | 666 | (5,253) | - | - |
| Total | 318,471 | 484,137 | (31,224) | (728,482) | 42,902 |

Basement Project are funds which have been set aside for improvements to the Basement of the Guildhall building.

Transfers from restricted funds to unrestricted funds represents the capitalised cost of assets purchased in the year.

## 20. Related party transactions

The Guildhall Trust manages the activities of its wholly owned subsidiary, Solent Cultural Enterprise Limited, and during the year recharged a fee of £60,000 (2024: £60,000) for the use of facilities and recharged salaries totaling £304,989 (2024: £327,730). At 31 March 2025, The Guildhall Trust was owed £292,546 by the company (2024: £165,014).

## 21. Analysis of changes in net debt

| | Group 2025 £ | Group 2024 £ | Charity 2025 £ | Charity 2024 £ |
|---|---|---|---|---|
| Long-term borrowings | (62,886) | (107,916) | (62,886) | (107,916) |
| Short-term borrowings | (29,820) | (29,820) | (29,820) | (29,820) |
| | (92,706) | (137,736) | (92,706) | (137,736) |
| Cash at bank and in hand | 813,583 | 1,411,452 | 494,419 | 1,245,654 |
| Total net debt | 720,877 | 1,273,716 | 401,713 | 1,107,918 |

**The Guildhall Trust**

England & Wales - Charity number 1153358

# Accounts

Charity number: 1153358
Company number: 07519927

# The Guildhall Trust

## (A Company limited by guarantee)

## Trustees' annual report and Consolidated financial statements

## For the year ended 31 March 2024

Compass Accountants Limited
Chartered Accountants
Venture House
The Tanneries
East Street
Titchfield
Hampshire
PO14 4AR

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A5 24/08/2024 #129
COMPANIES HOUSE

**The Guildhall Trust**
**Company number: 07519927**

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**The Guildhall Trust**
**Company number: 07519927**

**Chair's Report**

This has been a year of some remarkable development at the Guildhall Trust. Against a backdrop of a cost-of-living crisis, political uncertainty at a national level and challenging economic conditions for many cultural businesses, we've remained true to our business model and our work.

The Guildhall has continued to go from strength-to-strength, supporting all those who work with us, whilst playing an active role in building local partnerships. Perhaps our biggest challenge has been the development of the Guildhall, our self-titled Guildhall Renaissance programme. This year work took place to completely refurbish the main basement toilets alongside a new creative facility for young people. The Base comprises of a band rehearsal room, DJ/Acoustic Studio, AV Suite and lounge. The work has been accomplished due to significant investment from Portsmouth City Council, Arts Council England, several trusts and foundations and a sizeable investment from the Guildhall Trust. I am excited about the Base's potential impact on our young people in Portsmouth and the region.

On another positive note we were successful in tendering for the White Rock Theatre in Hastings. Our approach is to identify venues in locations where we can make a real difference to the local community through strong programming, a focused approach to learning and participation which supports local schools and young people, and a progressive relationship with local authorities and the wider sector. The White Rock is our second large venue after Portsmouth Guildhall, and we're excited about its potential.

Although profits are reduced from 2023 we were particularly pleased with the growth in guildhall income and commercial trading activities, which enables our organisation to progress these projects. We recognise that the sector has many challenges concerning funding, the impact on our audiences regards to cost of living, and the immediate concern about our environmental impact. We constantly evolve our approach, challenging ourselves to contribute, and to take a lead on these crucial issues facing today's society.

We continue to work hard on ensuring the Guildhall is one of this country's leading concert halls and conference venues. We were therefore delighted to see it both shortlisted in this year's LIVE Awards, and to receive an award for its conferencing and hospitality at the Business South Awards.

We've enjoyed close working ties between the Board and senior management. My fellow trustees have dedicated a huge amount of time and effort to the Guildhall Trust and their support continues to be invaluable. We continue to diversify, engage and develop as we know our role as trustees is integral to the running of this organisation.

Finally, a big thank you to Andy and the team for a very successful year. Their leadership and belief in all that we do and stand for, is a platform for future growth and development.

Mr M Turner

**On behalf of the Board of Trustees**
**Date:** 31st July 2024

## Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2024

The Trustees present their report and the financial statements for the year ended 31 March 2024. The Trustees, who are directors of company for the purposes of company law and, who served during the year and up to the date of this report are set out below. The Trustees have had due regard to the guidance issued by the Charity Commission on Public Benefit.

### Reference and administrative details

| | |
|---|---|
| **Trustees** | Mr M Turner - Chair<br>Mr D Murphy<br>Mr B French<br>Mr T Keeble<br>Ms S Cox<br>Mr P Gunn<br>Mr A Price<br>Ms A Lee<br>Ms P Hamilton<br>Mr M Wu<br>Ms J Walters<br>Mr M Harris<br>Mr C Gilder |

The executive team are responsible for the day-to-day management of the Charitable Company and its Subsidiary Companies:

| | |
|---|---|
| **Executive team** | Andy Grays (Chief Executive)<br>Rachel Maryan (Chief Operating Officer)<br>Alan Mockford (Director of Finance)<br>Nick Coles (Events Director & Support Services Manager)<br>Kelly Haswell (Head of Marketing)<br>Hayley Reay (Head of Learning and Participation)<br>Craig Paterson (Head of Technical & Production) |
| **Audit and finance committee** | Adrian Price (Chair)<br>Mark Turner<br>Andy Grays<br>Alan Mockford |
| **Human resources committee** | Declan Murphy (Chair)<br>Trevor Keeble<br>Samantha Cox<br>Rachel Maryan<br>Alan Mockford |
| **Strategic marketing committee** | Peter Gunn (Chair)<br>Pamela Hamilton<br>Amir Hussain<br>Mark Waldron<br>Kelly Haswell<br>Andy Grays |

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2024**

| | |
|---|---|
| **Principal address and registered office** | Portsmouth Guildhall<br>Guildhall Square<br>Portsmouth<br>Hampshire PO1 2AB |
| **Charity number** | 1153358 |
| **Company number** | 07519927 |
| **Auditors and accountants** | Compass Accountants Limited<br>Venture House, The Tanneries<br>East Street<br>Titchfield<br>Hampshire PO14 4AR |
| **Bankers** | Barclays Bank<br>67-69 West Street<br>Fareham<br>Hampshire PO16 0AW |

## Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2024

### Status and History

The Guildhall Trust (formerly Portsmouth Cultural Trust) is a charity registered in England and Wales and is a not-for-profit company, limited by guarantee, which is registered in England and Wales. The company was incorporated on 7th February 2011 and commenced its operations on 1st April 2011.

A trading subsidiary, Solent Cultural Enterprises Limited, was incorporated on 7 February 2011 as a company limited by shares, whose issued share capital is owned 100% by The Guildhall Trust. The Purpose of the company is to manage the associate commercial activities for the sole benefit of the Charity. A cost sharing agreement is in place with The Guildhall Trust to ensure that Solent Cultural Enterprises Limited makes fair payment to The Guildhall Trust for any use of Portsmouth Guildhall and other costs. Solent Cultural Enterprises Limited, previously dormant, began trading on 1st April 2017 and all profits are gift-aided to The Guildhall Trust.

Solent Cultural Enterprises is a company whose share capital of £1 is wholly owned by the Guildhall Trust and is governed by its Memorandum and Articles of Association dated 7 February 2011. Company number 07520080.

The Hornpipe Theatre Company is a not-for-profit company limited by guarantee, registered in England and Wales, company no 01644700 and charity no 285284, and is governed by its Memorandum and Articles of Association dated 4 July 1982, and amended by a special resolution on 31 August 2017, which resolved that The Guildhall Trust would have the controlling interest in Hornpipe Theatre Company.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2024**

## Who We Are and What We Do

### Background

The Guildhall Trust was formed in 2011 under its original name the Portsmouth Cultural Trust. The organisation became a charity in 2013 delivering a programme of local arts and education opportunities through people's engagement with the Portsmouth Guildhall and its programme of concerts and activities.

In 2018-19 the trustees and senior management undertook a strategic review of the organisation. This initiated a rebrand and name change to The Guildhall Trust plus a redefining of core purpose, mission, vision and values.

In February 2024 we took over the management of the White Rock Theatre, Hastings.

### Our Core Purpose

To deliver inspirational opportunities so that people want to engage with culture and the creative economy.

### Our Vision

The Guildhall Trust will become a leading cultural organisation which places our communities at the centre of everything we do so that we can inspire, entertain and transform lives.

### Our Mission

The Guildhall is committed to investing our skills and resources so that we can deliver cultural and learning experiences of the highest quality whilst becoming increasingly more resilient and sustainable.

### Our Values

- To Educate – to promote the arts and our heritage to support local education through performance and creative participation.
- To Inspire – to continue to inspire our communities through our work and our passion for the arts.
- To Collaborate – we work and develop partnerships so that we can achieve more together.
- To Develop – to continue to develop our people so that they can contribute more towards our success.
- To Diversify – to develop and diversify our offer, thereby engaging with our audience and client base.

**The Guildhall Trust**
**Company number: 07519927**

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2024**

**Review of the Year**

**The Year in Summary**

- 230k users and visitors to the Guildhall engaging with 727 events.
- 146k people attended concerts and our own events such as Comic Com a record for the venue.
- 7,254 people attended theatre, comedy and gigs in the Studio, an increase of 8%
- 45k users attended conferences, meetings, dinners and exhibitions, an increase of 5%
- 19,233 engagements with our learning and participation programme, an increase of 45%
- Dance Live! in Portsmouth engaged with 71 schools and 3,435 young people aged 8-18, an increase of 13%. On tour at Blackpool, High Wycombe, Guildford and Poole schools, 51 schools and 2,496 young people participated, an increase of 45%.

***Income vs net movement comparison 2020-24***

| Year end | *2020 | *2021 | 2022 | 2023 | 2024 |
|---|---|---|---|---|---|
| Total Income | £2.58m | £1.37m | £2.47m | £3.7m | £3.9m |
| Net movement | (86k) | (136k) | 383k | £505k | £582k |

***Concert hall attendance comparison***

| | 2018-19 | *2021-22 | 2022-23 | 2023-24 |
|---|---|---|---|---|
| Tickets sold | 115,017 | 83,621 | 145,571 | 145,896 |
| No. of Perfs. | 119 | 100 | 141 | 133 |
| Average attendance | 966 | 836 | 1,032 | 1,096 |

**Concerts and Events**

**Guildhall**

A record number of attendees visited concerts at the Guildhall. The variety of concert saw 17 standing concerts accounting for an audience of over 32k. For the first time we featured our 'Classical Series', 19 concerts across both the main hall and Lens Studio, welcoming the Orchestra of the age of Enlightenment for the first time. In the Lens Studio working with our partners, Music in the Round, we introduced Sounds of Now, a new platform for musicians creating and exploring the most exciting artistic ideas today.

We work with many of this country's leading promoters in the fields of music, comedy, dance and unique events. The latter category included visit from Kaleb Cooper, Simon Reeve and Miriam Margolyes. We've been encouraging promoters to introduce younger artists, this year this include bands such as Electric Callboy, Royal Blood and the Lottery Winners. One of the highlights of the year at Guildhall was Noel Gallagher's High Flying Birds in March.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2024**

The BSO remain a focal point of our classical programme. They continue to deliver large orchestral concerts of high quality. This year they featured works by Mahler, Smertna and Mozart, as well as the highly popular Symphonic Space.

In April'23, we co-promoted the Takedown Festival, a heavy metal event with headliners Sleep Token and Skindred. Nearly 3,000 attended and enjoyed this event.

The Box, our 1,000 standing venue concept, has proven highly popular with regional and national promoters. Several concerts took place in this formation including Reef, Stiff Little Fingers and The Dualers.

The Lens Studio had a busy year, hosting 81 performances with 7,294 ticket sales. From bands such as Space, folk legend Martin Carthy and acclaimed acoustic guitarist Martin Simpson. Our focus this past year has been to increase the number of gigs in the Lens. We work with partners such as Wemsfest to secure first class folk artists, and we continue to encourage local talent such as the excellent blues rock outfit Brave Rival. Our regular Future Folk events invite local artists to showcase their talent.

Comedy continues to prove immensely popular. We had several sold out shows by Sarah Millican, Jimmy Carr, Paul Smith and Russell Howard. First timers to the Guildhall included Troy Hawke and Jonathan Pie. Several comedians featured in our Lens Studio programme including Mike Wozniak, Sophie Duker and Jayde Adams.

**The White Rock**

Due to the previous operator's lease coming to an end, there had been little active programming prior to our takeover in February. However, we were able to support our community partners, most critically the Hastings International Piano Concerto Competition and the Hastings Music Festival.

The Piano Competition culminated in two performances by the Royal Philharmonic Orchestra. We were delighted that Robert Plant included White Rock on his latest tour and performed at the venue in March.

Our intention is to return the venue to its roots, a music/entertainment venue, featuring a wide diversity of artists and events. A second space, The Sussex Hall, has been converted to a full time studio, and will feature a programme of music, comedy and much more. We'll work with community partners so that they have access and use of this facility.

**Learning and Participation**

The Guildhall's Trust investment in learning and participation is at the heart of our core values and purpose as a charity, to deliver inspirational opportunities so that more people want to engage with culture.

There is such a rich tapestry of activity which spans schools, extracurricular, older people and developing artist work. Some of the highlights from the year are listed below;

Implemented The Base youth pilot project, 29 workshops with 137 instances of engagement.

5 Creative Career roadshow sessions

Introduced Young Creatives to the Lens Studio, holding weekly drama classes.

Recruited 10 young people to form the first 'Base' panel.

Harbour artist, Thomas Buckley, hosted his own conference, Past Makes Future.

1,100 young people, from key stage 1, attended this year's Music In the Round (MITR) concert.

We worked with MITR on We Compose, a key stage 2 concert attended by 500 young people.

Urban Vocal Group hosted free weekly singing lessons for young people up to the age of 18.

The L & P programme had a record 19,233 engagements.

**Dance Live!**

We continue to develop Dance Live! at Portsmouth and on tour in the regions. Every year we see more new schools take part, and a higher standard of dance and digital design skills. The digital content on the large LED screen produced by each school is both dramatic, inventive and fun. We challenge the schools to create dance which interacts with the screen, and therefore judges get to see a strong and coherent narrative.

There is strong demand from Portsmouth and the Solent region, this resulted in an increase from 64 to 71 schools. There is an annual retention rate of 88% from schools, some schools chose to participate every other year due to the workload and commitment required from teachers. The Dance Live! team continue to support schools with workshops and new on-line content so that they have everything available to them.

The tour was boosted by a £30k grant from Arts Council aimed at supporting schools to engage with the event. A new venue and location were added, Blackpool Winter Gardens, further events took place in Poole, Guildford and High Wycombe. The latter two locations are building in popularity and we're planning to increase the number of days for the 2025 tour.

We continue to get very positive feedback from the pupils, teachers and parents. The team ensure that the is a collegial feel to Dance Live! by hosting regular teacher briefings and taking on board feedback throughout the year.

**Community Events and Exhibitions**

Portsmouth Comic Con took place in June'23, moving back 4 weeks due to the Kings coronation in May. We hosted a number of celebrity Doctor Who actors including Peter Davidson and Colin Baker, both of whom played the role of the Doctor in the 1980's.

Our events team created a spectacular Jurassic Park feature, dressing the venue's car park gates to represent the entry to the event. Once again over 7,000 people attended the weekend, and the theme was villains and the multiverse. Hundreds of those attending dressed up in cosplay costumes and took part in the cosplay parade.

Exhibitions: Our volunteers who run the Portsmouth Music Experience continued to present 'Icons of Rock', a photographic exhibition featuring the wonderful work of Barrie Wentzell, one of rock music's most renown photographers. Barrie worked for Melody Maker between 1965-75 and photographed Elton John, Marc Bolan, Bob Dylan, Rod Stewart and many more. This wonderful exhibition curated by Nigel and Audrie Grundy captures the fashion of the times and the impact of the weekly music paper. In September Barrie popped over from Canada to the Guildhall and gave a talk on his work accompanied by music journalist Chris Welch.

Nigel added a new Beatles exhibition to the first floor which recounted their appearance at the Guildhall in 1963. The exhibition was accompanied by a book.

Takedown'23 was the rebirth of a heavy metal festival which was in Southampton. With co-promoters Divergent Promotions, we presented a day of heavy metal music across several stages inside the Guildhall and one large

stage outside. The headliners Sleep Token and Skindred accompanied by another 20+ acts attracted nearly 2,500 people.

**Commercial Initiatives**

The Board recognise the importance of generating increased income from commercial activity. The Council grant to the Guildhall has been maintained at £177k per year for the past 3 years. However, inflationary pressures to goods and supplies requires us to constantly review our prices, our suppliers and to find new sources of income.

Our events surpluses remain an important source for growth and development. Equally, the returning strength of the conferencing, meetings and events market has been a key contributor to our financial surplus this year. We hosted 227 events ranging from small meetings to large scale conferences and exhibitions attracting 50,000 people, a 3% increase on the year before. Our clients included the University of Portsmouth, the annual Shaping Portsmouth Conference, the Titchfield Boxing dinner and the News Business Awards. Every December the team create a unique Christmas Party offer, this year's them of circus was well received and resulted in 3 sold out evenings and over 1,000 clients. These events prove to be highly valuable to the Trust.

It's also worth recognising the contribution to earnings from well-run bars, pre-show dining and hospitality and the introduction of a cashless system, which speeds up customer transactions.

We will shortly be introducing a new booking system, IVVY, which will allow clients to book rooms on-line.

**Future Plans**

The Trustees have supported a significant amount of development this past year which included a strategic review and Board training. The Board welcomed new members who have added both experience and youth, and the 4 sub-committees have been active, meeting several times.

Our plans are both ambitious and challenging;

- To continue working towards the Guildhall Renaissance within the next 5-year business plan cycle which commenced in April 2023.
- To take Dance Live! to more regions so that more young people can engage and benefit from it.
- To continue to diversify our work so that we can engage with more people.
- To seek new opportunities for growth and development both in Portsmouth and beyond.

**Structure, Governance and Management**

The Guildhall Trust has a Board of Trustees who meet quarterly. The Board monitors the progress of the Trust, this is achieved through quarterly Board Meetings, regular contact between the CEO, Head of Finance and trustees and the scrutiny by sub-committees. The CEO and Head of Finance present the Board with a series of reports covering the business of the Trust. The annual Corporate Plan establishes the Trust's main objectives for the year, against a series of KPI's. The Plan comprises of a series of departmental plans created and owned by senior managers and their team.

There are three sub-committees each with a Trustee Chair, the relevant senior management and a second Trustee. The oldest and most established committee is Audit and Finance. This oversees budget setting, reforecasting, the annual audit and appointment of auditors. It has a key role of scrutinising the management accounts and assessing

the ongoing business risk. The Committee receives reports from the Head of Finance who sits on the Committee along with the CEO.

The HR and Nominations Committee normally meets up to four times a year and receives reports concerning HR related activity which the management feel warrants their advice and attention. The Committee seeks to ensure that the Board is diverse and representative. The Chair of this committee receives recommendations concerning possible new trustees' nominations, meeting with them and discussing their merits with the Board and Chair.

The Strategic Marketing Committee comprises of experts from both the Trust's main board and it's trading company board, Solent Cultural Enterprises. The team of experts work with members of the executive to consider how to strengthen and develop the organisation's market position and key messaging.

The Guildhall Renaissance Committee is a task and finish group working in partnership with Portsmouth City Council to monitor and scrutinise the works to the Guildhall. The Committee meets regularly taking reports from the CEO and project consultants on current or forthcoming works.

**Induction and Training**

All newly appointed Trustees meet with the Chair and CEO and follow and induction programme, which comprises governance and responsibilities of a Trustee. All Trustees are mindful of their duty to act solely in the interest of The Guildhall Trust and those members who are cabinet members/officers of Portsmouth City Council understand their duties (under company and charity law) to avoid conflicts of interest. The organisations' Articles contain detailed provisions for declaring any interests a Trustee has and managing any conflicts that arise from such interests.

**Solent Cultural Enterprises**

Solent Cultural Enterprises is controlled, and is activity managed, by The Guildhall Trust. The Financial Statements for Solent Cultural Enterprises are available to view at the offices of The Guildhall Trust.

**Hornpipe Theatre Company**

The Board of Trustees has responsibility for the governance and administration of the Charity.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2024**

**Financial Review**

We are happy to report a surplus of £274k (2023: £806k) for The Guildhall Trust's second full year of activity since the Pandemic. This includes some major one-time adjustments and income recognition in the financial year. We continued to recognise income from further phases of the Renaissance project in the Basement in this year with the continuation of the grant from Arts Council England. With additional funding from the Local Authority and other funders, we have secured over 90% of the project's budget. We also entered a new ticketing partnership with Eventim, which will bring more income and benefits for the Trust and the Customer over the contract's duration.

The total incoming resources for the Trust totalled £4.38m (£4.31m 22/23) which is a slight improvement on the previous year. Below is a short summary of the significant components of our activity:

- ***Concert / Studio*** –The Trust had a strong calendar of events over the year with a wide variety of events. Due to the unprecedented finish to the year, of sell out events not originally anticipated, meant the last quarter was one of the highest of any quarter. The Trust received £264k (£202k 22/23) from its Restoration Levy which funds ongoing works within Portsmouth Guildhall over the year and supports specific projects such as the Renaissance Project.
- ***Conference / Events*** – This area of our business continued with a significant growth of greater than 20% on the prior year. This is now close to our pre-pandemic levels which is helping to drive a promising income stream.
- ***Learning & Participation*** – This financial year a significant amount of activity was undertaken with the key event Dance Live! Which once again grew far beyond previous years in Portsmouth. The event for the second year running went on tour which financially is less appealing but significantly increases our social impact in supporting young people.

The total outgoing resources for the Trust totalled £4.11m (£3.49m 21/22). Costs continued to increase, with Minimum wage having a big effect on our cost of operation. This meant a requirement to pass on these costs in an even way to customers and promoters.

We have held funds that are specifically for the Basement phase of the Renaissance project in a restricted fund, with the directly associated spend against the fund.

The net income/expenditure for the organisation was a surplus of £274k (£806k 22/23). This leaves a consolidated fund value of £1,249k (£975k 22/23) as at 31st March 2024.

**Going Concern**

The Trust's financial position has improved this year, thanks to higher incomes from our new Ticketing partner and strong operating performance. We are confident that the Trust has overcome the uncertainty caused by the Pandemic. In the next 5 years, we intend to generate more revenue to support the ongoing Renaissance project whilst maintaining our financial position.

**Report of the Trustees (Incorporating the Director's report) for the year ended 31 March 2024**

**Reserves Policy**

The Guildhall Trust operates in a unique sector that differentiates itself from not only other Charitable organisations but even organisations in its sector. The Trust has heavily relied on its relationship with the Local Authority to provide grant funding to subsidise the cultural activity and the ongoing Investment within the Guildhall. Given pressures on local government and the national economy since its inception, the Trust has needed to raise significantly more income to offset cuts in its grant funding.

The Trust also operates with significant cash reserves from events held in the future, so can operate with little to no Free Reserves. The constant turnover of new events going on sale and settlements paid to promoters allows the organisation to continue to operate.

With these points in mind, Trustees aim to achieve 1 month of overhead expenditure in Reserve which equates to around £150k.

The calculation of the organisations Free Reserve position is below:

- Total Assets
- Less Restricted
- Less Unrestricted Fixed Assets
- Free Reserves

The Free Reserve position as at 31st March 2024 is (£441k), a position that has reduced from (£186k) over the prior 12 months. For the last five years the Trust has viewed Renaissance (extensive refurbishment and extension of the Guildhall) as the key to move from having negative free reserves to position of balance. The first phase of this project is almost complete with the basement, with further phases to be completed over the next 5 years.

Trustees hold the view that in the short to medium term the Free Reserves of the Trust will improve towards its target.

**Investments Policy**

Under the Memorandum and Articles of Association, the charity has the power to make any investment that the Board of Trustees sees fit.

**Remuneration and Recruitment Policy – Senior Management**

The Trust's recruitment policy states that vacant posts for management positions should be externally advertised and that, where necessary, specialist recruitment agencies should be used. Agencies are verified on the Trust's equal opportunities priorities and guidance on renumeration is sought by the Trust from those agencies which are best placed to benchmark salaries within specific job roles and industries.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2024**

**Auditors**

The accounts have been audited by Compass Accountants Limited. So far as the Trustees are aware, there is no relevant audit information of which the company's auditors are unaware. Trustees have taken all the steps necessary to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

This report has been prepared in accordance with the small companies' regime under the Companies Act 2006.

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:** 31st July 2024

**The Guildhall Trust**
**Company number: 07519927**

**Statement of trustees' responsibilities for the year ended 31 March 2024**

The Trustees (who are also directors of The Guildhall Trust for the purposes of company law) are responsible for preparing the Trustees' Annual Report (including the Strategic 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 and of the incoming resources and application of resources, 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 Charities SORP 2019 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation.

The Trustees are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the 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.



**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:** 31ST July 2024

## Independent auditors' report to the members of The Guildhall Trust

### Opinion

We have audited the financial statements of The Guildhall Trust (the 'parent charitable company') for the year ended 31 March 2024 which comprise the Consolidated Statement of Financial Activities, the Consolidated Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and parent charitable company's affairs as at 31 March 2024, and of the group's incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Basis for opinion

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

### Conclusions relating to going concern

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

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

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

### Other information

The Trustees are responsible for the other information. The other information comprises the information included in the Trustees' annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other

information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

**Opinions on other matters prescribed by the Companies Act 2006**
In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Trustees' report (incorporating the directors' report) for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

**Matters on which we are required to report by exception**
In the light of our knowledge and understanding of the group and parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

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

- adequate accounting records have not been kept by the parent charitable company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company's financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the Trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

**Responsibilities of Trustees**
As explained more fully in the Trustees' responsibilities statement set out on page 14, the Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

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

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

- We gained an understanding of the legal and regulatory framework applicable to the company and the sector in which it operates through discussions with management, sector research, and the application of relevant audit knowledge and experience
- We made enquiries of management around actual and potential litigation and claims
- We made enquiries of management and relevant staff, and designed our audit procedures, including reviewing financial statement disclosures and testing of supporting documentation, to assess compliance with applicable laws and regulations. We focussed on laws and regulations which could give rise to material misstatement in the financial statements including, but not limited to, the Companies Act 2006, the Charities Act 2011, the Charities SORP, and the Financial Reporting Standard 102.
- We identified the risk of material misstatement of the financial statements due to fraud and designed audit procedures to respond to the risk. We performed audit procedures designed to address the risk of fraud arising from management override of controls, including, but not limited to, testing of journal entries and other adjustments, reviewing accounting estimates for evidence of bias, and evaluating the business rationale of significant transactions outside the normal course of business

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the accounts or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the accounts, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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

**Use of our report**

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



**Kerry Lawrance FCA (Senior Statutory Auditor)**
**For and on behalf of Compass Accountants, Statutory Auditor**

**Compass Accountants Limited**
**Venture House, The Tanneries**
**East Street, Titchfield**
**Hampshire, PO14 4AR**

**Date:** 13TH AUGUST 2024

**The Guildhall Trust**
**Company number: 07519927**

## Consolidated Statement of financial activities (incorporating the income and expenditure account)

## For the year ended 31 March 2024

| | Notes | Unrestricted funds £ | Restricted funds £ | 2024 Total £ | Unrestricted funds £ | Restricted funds £ | 2023 Total £ |
|---|---|---|---|---|---|---|---|
| **Income from:** | | | | | | | |
| Donations and legacies | | | | | | | |
| Donations | 2 | 177,150 | 483,471 | 660,621 | 178,088 | 499,000 | 677,088 |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 3 | 2,697,922 | 666 | 2,698,588 | 2,360,273 | 17,914 | 2,378,187 |
| Other trading activities | | | | | | | |
| Commercial trading operations | 4 | 974,965 | - | 974,965 | 787,212 | - | 787,212 |
| Investment income | 5 | 18,895 | - | 18,895 | 12,377 | - | 12,377 |
| Other income | | 11,560 | - | 11,560 | 25,251 | - | 25,251 |
| Extraordinary Income | | 16,749 | - | 16,749 | 425,000 | - | 425,000 |
| **Total income** | | 3,897,241 | 484,137 | 4,381,378 | 3,788,201 | 516,914 | 4,305,115 |
| **Expenditure on:** | | | | | | | |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 6 | 4,078,303 | 31,224 | 4,109,527 | 3,456,063 | 31,262 | 3,487,325 |
| **Total expenditure** | | 4,078,303 | 31,224 | 4,109,527 | 3,456,063 | 31,262 | 3,487,325 |
| Net gains/(losses) on investments | | 1,771 | - | 1,771 | (12,112) | - | (12,112) |
| **Net income/(expenditure)** | | (179,291) | 452,913 | 273,622 | 320,026 | 485,652 | 805,678 |
| **Transfers between funds** | | 728,482 | (728,482) | - | 185,116 | (185,116) | - |
| **Net movement in funds** | | 549,191 | (275,569) | 273,622 | 505,142 | 300,536 | 805,678 |
| **Reconciliation of funds:** | | | | | | | |
| Total funds brought forward | | 656,540 | 318,471 | 975,011 | 151,398 | 17,935 | 169,333 |
| **Total funds carried forward** | | 1,205,731 | 42,902 | 1,248,633 | 656,540 | 318,471 | 975,011 |

All recognised gains and losses are included in the statement of financial activities

**The notes on pages 23 to 33 form an integral part of these financial statements.**

The Guildhall Trust
Company number: 07519927

## Consolidated Balance Sheet
## as at 31 March 2024
## Company number: 07519927

| | Notes | Group 2024 £ | Group 2023 £ | Charity 2024 £ | Charity 2023 £ |
|---|---|---|---|---|---|
| **Fixed assets** | | | | | |
| Tangible assets | 12 | 1,798,035 | 842,715 | 1,796,362 | 840,292 |
| Investments | 13 | 187,858 | 186,087 | 1 | 1 |
| | | 1,985,893 | 1,028,802 | 1,796,363 | 840,293 |
| **Current assets** | | | | | |
| Stocks | 14 | 133,105 | 75,565 | 133,105 | 75,565 |
| Debtors | 15 | 987,636 | 989,546 | 1,076,193 | 1,095,141 |
| Cash at bank and in hand | | 1,411,452 | 819,574 | 1,245,654 | 564,737 |
| | | 2,532,193 | 1,884,685 | 2,454,952 | 1,735,443 |
| **Creditors: amounts falling due within one year** | 16 | (3,161,219) | (1,938,016) | (3,091,709) | (1,797,716) |
| **Net current assets** | | (629,026) | (53,331) | (636,757) | (62,273) |
| **Total assets less current liabilities** | | 1,356,867 | 975,471 | 1,159,606 | 778,020 |
| **Creditors falling due after 1 year** | 17 | (107,916) | - | (107,916) | - |
| **Provisions for liabilities** | | (318) | (460) | - | - |
| **Net assets** | | 1,248,633 | 975,011 | 1,051,690 | 778,020 |
| **Funds** | | | | | |
| Unrestricted funds | | 1,204,345 | 654,546 | 1,008,788 | 459,549 |
| Restricted funds | | 42,902 | 318,471 | 42,902 | 318,471 |
| Non Charitable Trading funds | | 1,386 | 1,994 | - | - |
| **Total funds** | 18 | 1,248,633 | 975,011 | 1,051,690 | 778,020 |

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

The financial statements were approved by the Board and signed on its behalf by

Mr M Turner
**On behalf of the Board of Trustees**

Date: 31ST JULY 2024

**The notes on pages 23 to 33 form an integral part of these financial statements.**

The Guildhall Trust
Company number: 07519927

## Cash flow statement

## For the year ended 31 March 2024

| | Group 2024 | Group 2023 |
|---|---|---|
| **Cash flows from operating activities:** | | |
| **Net cash provided by (used in) operating activities** | 1,676,156 | 89,976 |
| **Cash flows from investing activities:** | | |
| Interest income | 18,895 | 12,377 |
| Purchase of tangible fixed assets | (1,103,173) | (391,243) |
| **Net cash provided by (used in) investing activities** | (1,084,278) | (378,866) |
| **Increase/(decrease) in cash and cash equivalents in the year** | 591,878 | (288,890) |
| **Cash and cash equivalents at 1 April 2023** | 819,574 | 1,108,464 |
| **Cash and cash equivalents at 31 March 2024** | **1,411,452** | **819,574** |
| Net income/(expenditure) for the reporting period | 273,622 | 805,678 |
| Depreciation and loss on disposal of assets | 147,853 | 286,530 |
| Income from investments | (18,895) | (12,377) |
| (Gains)/losses on investments | (1,771) | 12,112 |
| (Increase)/decrease in stocks | (57,540) | (21,046) |
| (Increase)/decrease in debtors | 1,910 | (519,706) |
| Increase/(decrease) in creditors | 1,223,203 | (461,072) |
| Increase/(decrease) in long term liabilities | 107,916 | - |
| Increase/(decrease) in provisions | (142) | (143) |
| **Net cash provided by (used in) operating activities** | 1,676,156 | 89,976 |

## Notes to the financial statements
## For the year ended 31 March 2024

### 1. Accounting policies

### 1.1. Charity information

The Guildhall Trust is a private company limited by guarantee and incorporated in England and Wales. The registered office The Portsmouth Guildhall, Guildhall Square, Portsmouth, Hampshire, PO1 2AB.

The Guildhall Trust meets the definition of a public benefit entity under section 34 of FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value, unless otherwise stated in the relevant accounting policy.

The principal objectives of the charity are detailed in the Trustees report.

### 1.2. Basis of preparation of financial statements

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice. The financial statements have been prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value.

The financial statements are presented in sterling which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

Consolidated financial statements have been prepared in respect of the charitable company, and its wholly owned subsidiaries, Solent Cultural Enterprise Limited (company number 07520080) and Hornpipe Theatre Company Limited (a linked charity of The Guildhall Trust – charity number 1153358-1).

The Consolidated Statement of Financial Activities includes the results of Solent Cultural Enterprise Limited, Guildhall Security Services Limited and the Hornpipe Theatre Company Limited on a line by line basis. The Consolidated Balance Sheet includes the net assets of the subsidiaries and the linked charity on a line by line basis.

**Going concern**

The financial statements have been prepared on a going concern basis as the trustees believe that no material uncertainties exist. The trustees have considered the level of funds held and the expected level of income and expenditure for 12 months from authorising these financial statements. The budgeted income and expenditure is sufficient with the level of reserves for the charity to be able to continue as a going concern.

### 1.3. Income

Income is recognised when the company has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received and the amount can be measured reliably.

Income from investments is included in the year in which it is receivable.

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

Deferred income relates to income received in advance for future events and bookings.

## Notes to the financial statements
## For the year ended 31 March 2024

### 1.4. Expenditure

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

Governance costs include those costs incurred in the governance of the company and its assets and are primarily associated with constitutional and statutory requirements.

### 1.5. Tangible fixed assets and depreciation

Tangible fixed assets with a cost or value greater than £100 and a useful life exceeding one year are capitalised at historic cost. Depreciation has been provided at rates calculated to spread the cost of each asset over its expected useful life as follows:

| | |
|---|---|
| Improvements to property | 25% and 10% straight line |
| Plant and machinery | 20% straight line |
| Fixtures and fittings | 20% and 12.5% straight line |
| Computer equipment | 33% and 25% straight line |

Assets under construction are not depreciated.

### 1.6. Basic financial instruments

The company's financial assets and liabilities consist of cash and cash equivalents, short term investments, trade and other debtors, trade and other creditors and accrued expenses. The fair value of these items approximates their carrying value due to their short term value. Unless otherwise noted, the company is not exposed to significant interest, foreign exchange or credit risks arising from these instruments.

Term deposits of less than one year are classified as investments within current assets.

### 1.7. Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

### 1.8. Fund accounting

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

Restricted funds are to be used for specified purposes as laid down by the donor. Expenditure which meets these criteria is identified to the fund, together with a fair allocation of overheads and support costs.

### 1.9. Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the Statement of Financial Activities on a straight line basis over the period of the lease.

### 1.10. Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. Contributions payable to the company's pension scheme are charged to the Statement of Financial Activities in the period to which they relate and for the year to 31 March 2024 totalled £40,501 (2023: £31,293).

### 1.11. Termination benefits

The group recognises a liability for termination benefits at the point where the group is committed to making the payments in return for employee redundancy.

## Notes to the financial statements
## For the year ended 31 March 2024

### 2. Donations and legacies

| | Unrestricted funds | Restricted funds | 2024 Total | Unrestricted funds | Restricted funds | 2023 Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| Donations and legacies | 150 | - | 150 | 1,088 | - | 1,088 |
| Portsmouth City Council: | | | | | | |
| Core funding | 177,000 | - | 177,000 | 177,000 | - | 177,000 |
| Basement funding | - | 412,500 | 412,500 | - | - | - |
| Arts Council England grant | - | - | - | - | 499,000 | 499,000 |
| Miscellaneous grant income | - | 70,971 | 70,971 | - | - | - |
| | 177,150 | 483,471 | 660,621 | 178,088 | 499,000 | 677,088 |

### 3. Charitable activities

| | Unrestricted funds | Restricted funds | 2024 Total | Unrestricted funds | Restricted funds | 2023 Total |
|---|---|---|---|---|---|---|
| **Operations of the Guildhall:** | £ | £ | £ | £ | £ | £ |
| Venue and events income | 1,571,049 | - | 1,571,049 | 1,530,168 | - | 1,530,168 |
| Studio | 91,285 | - | 91,285 | 81,727 | - | 81,727 |
| Learning and participation | 363,104 | 666 | 363,770 | 245,688 | 17,914 | 263,602 |
| Booking fees | 311,775 | - | 311,775 | 206,290 | - | 206,290 |
| Tenants income | 89,125 | - | 89,125 | 88,492 | - | 88,492 |
| Membership income | 7,752 | - | 7,752 | 5,370 | - | 5,370 |
| Restoration fee levy | 263,832 | - | 263,832 | 202,538 | - | 202,538 |
| | 2,697,922 | 666 | 2,698,588 | 2,360,273 | 17,914 | 2,378,187 |

### 4. Other trading activities

| | Unrestricted funds | 2024 Total | Unrestricted funds | 2023 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Conferences and events | 974,965 | 974,965 | 783,212 | 783,212 |
| Fundraising and sponsorship | - | - | 4,000 | 4,000 |
| | 974,965 | 974,965 | 787,212 | 787,212 |

### 5. Investment income

| | Unrestricted funds | 2024 Total | Unrestricted funds | 2023 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Dividends and interest | 18,895 | 18,895 | 12,377 | 12,377 |

## Notes to the financial statements
For the year ended 31 March 2024

### 6. Costs of charitable activities - by fund type

| | Unrestricted funds £ | Restricted funds £ | 2024 Total £ | Unrestricted funds £ | Restricted funds £ | 2023 Total £ |
|---|---|---|---|---|---|---|
| Operations of the Guildhall | 4,078,303 | 31,224 | 4,109,527 | 3,456,063 | 31,262 | 3,487,325 |

### 7. Costs of charitable activities - by activity

| | Activities undertaken directly £ | Governance and support costs £ | 2024 Total £ | 2023 Total £ |
|---|---|---|---|---|
| Venue and events | 895,001 | 585,961 | 1,480,962 | 1,351,375 |
| Conferences and events | 549,570 | 190,073 | 739,643 | 509,653 |
| Studio | 121,631 | 2,600 | 124,231 | 107,991 |
| Learning and participation | 226,844 | 219,248 | 446,092 | 469,120 |
| Marketing | 137,567 | 127,533 | 265,100 | 209,107 |
| Operations | 89,435 | - | 89,435 | 47,364 |
| Facilities | 334,860 | 180,684 | 515,544 | 468,212 |
| Finance and HR | 245,732 | 138,221 | 383,953 | 288,648 |
| CEO, programming and commercial | 19,851 | - | 19,851 | 18,900 |
| Sundry | 44,716 | - | 44,716 | 16,955 |
| | 2,665,207 | 1,444,320 | 4,109,527 | 3,487,325 |

### 8. Analysis of governance and support costs

| | 2024 Total £ | 2023 Total £ |
|---|---|---|
| Wages | 1,133,627 | 942,794 |
| Social security | 117,207 | 96,292 |
| Pensions | 40,501 | 31,293 |
| Depreciation of tangible assets | 147,853 | 131,351 |
| Loss on disposal of assets | - | 155,179 |
| **Governance costs** | | |
| Auditor's remuneration | 3,075 | 2,975 |
| Accountancy fees | 2,057 | 3,276 |
| | 1,444,320 | 1,363,160 |

## 9. Employees

| | 2024 | 2023 |
|---|---|---|
| | £ | £ |
| **Employee costs** | | |
| Wages and salaries | 1,661,406 | 1,378,106 |
| Social security costs | 117,207 | 96,292 |
| Pension costs | 40,501 | 31,293 |
| | 1,819,114 | 1,505,691 |

The average number of employees during the year was as follows:

| | 2024 | 2023 |
|---|---|---|
| | 142 | 137 |

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was as follows:

| | 2024 | 2023 |
|---|---|---|
| £80,001 - £90,000 | 1 | 1 |

**Key management personnel**

The key management personnel of the company comprise the Chief Executive Officer, General Manager, Head of Technical and Support Services, Head of Marketing, Finance Manager, Head of Learning & Participation and Stage & Technical Manager. Employee benefits received by key management personnel total £402,842 (2023: £399,149).

**Trustees**

No trustees received remuneration during the period (2023: Nil). No trustees were reimbursed for expenses in the year (2023: No trustees).

## 10. Income and expenses from trading activities of subsidiaries

Solent Cultural Enterprise Limited is a wholly owned trading subsidiary incorporated in the United Kingdom (company number 07520080). A summary of the trading results is shown below:

| Profit and Loss Account | 2024 £ | 2023 £ |
|---|---|---|
| Turnover | 766,614 | 844,584 |
| Cost of sales | (450,880) | (496,635) |
| Gross Profit | 315,734 | 347,949 |
| Sundry income | 6,289 | 277 |
| Overheads | (206,704) | (191,659) |
| Operating profit before taxation | 115,319 | 156,567 |
| Tax on profit | 142 | 143 |
| Retained profit for the period | 115,461 | 156,710 |
| Gift aid contribution to The Guildhall Trust | (116,069) | (157,317) |
| Retained profit/(loss) brought forward | 1,994 | 2,601 |
| Retained profit/(loss) carried forward | 1,386 | 1,994 |
| Called up Ordinary Share Capital | 1 | 1 |
| Capital and reserves | 1,387 | 1,995 |

## 11. Linked charity of The Guildhall Trust

Hornpipe Theatre Company Limited is a wholly owned trading subsidiary and a linked charity of The Guildhall Trust. A summary of the results is shown below:

| Statement of Financial Activities | 2024 £ | 2023 £ |
|---|---|---|
| Income | 9,558 | 10,795 |
| Expenditure | (10,770) | (23,588) |
| Net gains/(losses) on investments | 1,771 | (12,112) |
| Net movement in funds | 559 | (24,905) |
| Funds brought forward | 194,998 | 219,903 |
| Funds carried forward | 195,557 | 194,998 |

| Balance Sheet | 2024 £ | 2023 £ |
|---|---|---|
| Investments | 187,858 | 186,087 |
| Current assets | 9,310 | 23,551 |
| Current liabilities | (1,611) | (14,640 |
| Net assets | 195,557 | 194,998 |
| Unrestricted funds | 195,557 | 194,998 |
| Total funds | 195,557 | 194,998 |

## Notes to the financial statements
## For the year ended 31 March 2024

### 12. Tangible fixed assets - Group

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2023 | 353,713 | 412,342 | 457,108 | 142,925 | 235,914 | 1,602,002 |
| Additions | 763,198 | 39,774 | 173,122 | 36,412 | 90,667 | 1,103,173 |
| Disposals | - | - | - | - | - | - |
| At 31 March 2024 | 1,116,911 | 452,116 | 630,230 | 179,337 | 326,581 | 2,705,175 |
| **Depreciation** | | | | | | |
| At 1 April 2023 | - | 262,778 | 207,263 | 105,808 | 183,438 | 759,287 |
| Charge for the year | - | 30,772 | 76,934 | 13,963 | 26,184 | 147,853 |
| On disposals | - | - | - | - | - | - |
| At 31 March 2024 | - | 293,550 | 284,197 | 119,771 | 209,622 | 907,140 |
| **Net book values** | | | | | | |
| At 31 March 2024 | 1,116,911 | 158,566 | 346,033 | 59,566 | 116,959 | 1,798,035 |
| At 31 March 2023 | 353,713 | 149,564 | 249,845 | 37,117 | 52,476 | 842,715 |

### Tangible fixed assets - Charity

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2023 | 353,713 | 412,342 | 457,108 | 139,176 | 234,472 | 1,596,811 |
| Additions | 763,198 | 39,774 | 173,122 | 36,412 | 90,667 | 1,103,173 |
| Disposals | - | - | - | - | - | - |
| At 31 March 2024 | 1,116,911 | 452,116 | 630,230 | 175,588 | 325,139 | 2,699,984 |
| **Depreciation** | | | | | | |
| At 1 April 2023 | - | 262,778 | 207,263 | 104,482 | 181,996 | 756,519 |
| Charge for the year | - | 30,772 | 76,934 | 13,213 | 26,184 | 147,103 |
| On disposals | - | - | - | - | - | - |
| At 31 March 2024 | - | 293,550 | 284,197 | 117,695 | 208,180 | 903,622 |
| **Net book values** | | | | | | |
| At 31 March 2024 | 1,116,911 | 158,566 | 346,033 | 57,893 | 116,959 | 1,796,362 |
| At 31 March 2023 | 353,713 | 149,564 | 249,845 | 34,694 | 52,476 | 840,292 |

## Notes to the financial statements
For the year ended 31 March 2024

### 13. Investments - Group

| | Listed investments | Total |
|---|---|---|
| | £ | £ |
| **Valuation** | | |
| At 1 April 2023 | 186,087 | 186,087 |
| Revaluations | 1,771 | 1,771 |
| At 31 March 2024 | 187,858 | 187,858 |

Investments are held by the Hornpipe Theatre Company Limited.

The company holds the share capital of the following company:

| Company name | Company number | Nature of business | Share class held | % Share holding | Value of shares |
|---|---|---|---|---|---|
| Solent Cultural Enterprise Limited | 07520080 | Associate commercial activities of the parent company | Ordinary | 100% | £1 |

### 14. Stocks

| | Group 2024 | Group 2023 | Charity 2024 | Charity 2023 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Stocks | 133,105 | 75,565 | 133,105 | 75,565 |

### 15. Debtors

| | Group 2024 | Group 2023 | Charity 2024 | Charity 2023 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Trade debtors | 260,328 | 131,464 | 185,229 | 83,651 |
| Other debtors | - | 72,782 | - | 72,782 |
| Prepayments and accrued income | 727,308 | 785,300 | 725,937 | 764,809 |
| Amount owed by group undertakings | - | - | 165,027 | 173,899 |
| | 987,636 | 989,546 | 1,076,193 | 1,095,141 |

## 16. Creditors: amounts falling due within one year

| | Group 2024 £ | Group 2023 £ | Charity 2024 £ | Charity 2023 £ |
|---|---|---|---|---|
| Trade creditors | 629,502 | 426,150 | 628,958 | 413,620 |
| Other taxes and social security | 70,887 | 99,375 | 49,083 | 82,110 |
| Other creditors | 65,298 | 32,619 | 65,298 | 1,746 |
| PRS control | 29,788 | 20,686 | 29,788 | 20,686 |
| Deferred income | 221,830 | 58,587 | 177,544 | 7,737 |
| Accrued expenditure | 344,241 | 124,785 | 341,365 | 96,003 |
| Ticket income in advance | 1,769,853 | 1,174,662 | 1,769,853 | 1,174,662 |
| Loans | 29,820 | 1,152 | 29,820 | 1,152 |
| | 3,161,219 | 1,938,016 | 3,091,709 | 1,797,716 |

### Deferred income

| | Group 2024 £ | Group 2023 £ | Charity 2024 £ | Charity 2023 £ |
|---|---|---|---|---|
| Balance at 1 April 2023 | 79,273 | 72,005 | 28,423 | 22,640 |
| Amounts released to incoming resources | (50,520) | (56,882) | (1,670) | (707) |
| Amounts deferred in year | 213,763 | 57,660 | 171,477 | - |
| Movement on PRS control | 9,102 | 6,490 | 9,102 | 6,490 |
| Balance as at 31 March 2024 | 251,618 | 79,273 | 207,332 | 28,423 |

## 17. Creditors: amounts falling due after one year

| | Group 2024 £ | Group 2023 £ | Charity 2024 £ | Charity 2023 £ |
|---|---|---|---|---|
| Loans | 107,916 | - | 107,916 | - |

## 18. Analysis of net assets between funds

| | Tangible Fixed Assets £ | Investment Assets £ | Net Current Assets £ | Long Term Liabilities £ | 2024 Total £ |
|---|---|---|---|---|---|
| Unrestricted funds | 1,796,362 | 1 | (679,659) | (107,916) | 1,008,788 |
| Restricted funds | - | - | 42,902 | - | 42,902 |
| Charity only | 1,796,362 | 1 | (636,757) | (107,916) | 1,051,690 |
| Linked charity | - | 187,858 | 7,699 | - | 195,557 |
| Non-charitable trading funds | 1,673 | (1) | 32 | (318) | 1,386 |
| Total | 1,798,035 | 187,858 | (629,026) | (108,234) | 1,248,633 |

| | Tangible Fixed Assets | Investment Assets | Net Current Assets | 2023 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Unrestricted funds | 840,292 | 1 | (380,744) | 459,549 |
| Restricted funds | - | - | 318,471 | 318,471 |
| Charity only | 840,292 | 1 | (62,273) | 778,020 |
| Linked charity | - | 186,087 | 8,910 | 194,997 |
| Non-charitable trading funds | 2,423 | (1) | (428) | 1,994 |
| Total | 842,715 | 186,087 | (53,791) | 975,011 |

## 19. Restricted funds

| | At 1 April 2023 | Incoming resources | Outgoing resources | Fund transfers | At 31 March 2024 |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Basement Project | 313,884 | 483,471 | (25,971) | (728,482) | 42,902 |
| Urban Vocal Group | 4,587 | 666 | (5,253) | - | - |
| Total | 318,471 | 484,137 | (31,224) | (728,482) | 42,902 |

| | At 1 April 2022 | Incoming resources | Outgoing resources | Fund transfers | At 31 March 2023 |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Basement Project | 6,292 | 499,000 | (6,292) | (185,116) | 313,884 |
| Urban Vocal Group | 11,643 | 17,914 | (24,970) | - | 4,587 |
| Total | 17,935 | 516,914 | (31,262) | (185,116) | 318,471 |

Basement Project are funds which have been set aside for improvements to the Basement of the Guildhall building.

Transfers from restricted funds to unrestricted funds represents the capitalised cost of assets purchased in the year.

## 20. Related party transactions

The Guildhall Trust manages the activities of its wholly owned subsidiary, Solent Cultural Enterprise Limited, and during the year recharged a fee of £60,000 (2023: £60,000) for the use of facilities and recharged salaries totaling £327,730 (2023: £283,351). At 31 March 2024, The Guildhall Trust was owed £165,014 by the company (2023: £159,859).

## 21. Financial commitments

The charity had outstanding commitments for future minimum lease payments under non-cancellable operating leases as follows:

| | 2024 | 2023 |
|---|---|---|
| | £ | £ |
| Within one year | - | 4,821 |

## 22. Analysis of changes in net debt

| | Group 2024 | Group 2023 | Charity 2024 | Charity 2023 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Long-term borrowings | (107,916) | - | (107,916) | - |
| Short-term borrowings | (29,820) | (1,152) | (29,820) | (1,152) |
| | (137,736) | (1,152) | (137,736) | (1,152) |
| Cash at bank and in hand | 1,411,452 | 819,574 | 1,245,654 | 564,737 |
| Total net debt | 1,273,716 | 818,422 | 1,107,918 | 563,585 |

**The Guildhall Trust**

England & Wales - Charity number 1153358

# Accounts

**Charity number: 1153358**
**Company number: 07519927**

# The Guildhall Trust

**(A Company limited by guarantee)**

**Trustees' annual report and Consolidated financial statements**

**For the year ended 31 March 2023**

Compass Accountants Limited
Chartered Accountants
Venture House
The Tanneries
East Street
Titchfield
Hampshire
PO14 4AR

**The Guildhall Trust**
**Company number: 07519927**

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**The Guildhall Trust**
**Company number: 07519927**

**Chair's Report**

There has been a strong sense of optimism within our organisation this past year. Having emerged as a leaner and more focused outfit from the pandemic, we finished the previous financial year on a high, with a good surplus and strong audiences at the Guildhall who responded well to our core programme and new initiatives. However, as has proven to be the case over the years, economic uncertainty can be deflationary concerning the public's response to purchasing tickets. In the past year, this hasn't been the case; our own events, Portsmouth Comic Con and Dance Live!, had record attendances. I'm delighted that we've managed to generate another good financial surplus on the back of increased audience numbers.

This strong sense of optimism has led the organisation to become more adventurous and to accept new challenges. Our long-time building project, Guildhall Renaissance, received a much-needed boost when funding was confirmed by Arts Council England and our landlord Portsmouth City Council for the development of the basement. The works will see new toilets and the development of a creative space for young people called The Base. The project will be launched in Spring'24.

This sense of adventure saw our Dance Live! team take the event on tour for the first time to five locations. As a national charity, it's incumbent upon us to develop our work in Portsmouth and to encourage cultural engagement across the country, especially with our focus on young people. It is still early days; however, I'm confident we can continue to grow and develop in this area, learning valuable lessons along the way.

The challenges facing a cultural organisation running a large concert hall are forever present. The need for investment and funding to maintain and improve the building, the ability to maintain a flexible approach to local, regional, and national situations, and being a good partner are all important. As one of the city's senior cultural organisations, we strive to work in partnership across cultural divides, both in the arts and heritage sectors. This past year we've reflected upon how we can do more to enable better cultural connectivity so that Portsmouth is seen as an investable cultural proposition.

We've enjoyed close working ties between the Board and senior management. My fellow trustees have dedicated a huge amount of time and effort to the Guildhall Trust, and their support continues to be invaluable. We continue to diversify, engage, and develop as we know our role as trustees is integral to the running of this organisation.

Finally, a big thank you to Andy and the team for a very successful year. Their leadership and belief in all that we do and stand for is a platform for future growth and development.

**Mr M Turner**

**On behalf of the Board of Trustees**
**Date:**

**The Guildhall Trust**
**Company number: 07519927**

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

The Trustees present their report and the financial statements for the year ended 31 March 2023. The Trustees, who are directors of company for the purposes of company law and, who served during the year and up to the date of this report are set out below. The Trustees have had due regard to the guidance issued by the Charity Commission on Public Benefit.

**Reference and administrative details**

| | |
|---|---|
| **Trustees** | Mr M Turner - Chair<br>Mr D Murphy<br>Mr B French<br>Mr T Keeble<br>Ms S Cox<br>Mr P Gunn<br>Mr A Price<br>Ms A Lee<br>Ms P Hamilton<br>Mr M Wu – Appointed 26th April 2022<br>Ms J Walters – Appointed 26th April 2022<br>Mr M Harris – Appointed 25th October 2022<br>Mr C Gilder – Appointed 26th April 2023 |

The executive team are responsible for the day-to-day management of the Charitable Company and its Subsidiary Companies:

| | |
|---|---|
| **Executive team** | Andy Grays (Chief Executive)<br>Sam Singleton (Head of Finance)<br>Nick Coles (Events Director & Support Services Manager)<br>Rachel Maryan (General Manager)<br>Kelly Haswell (Head of Marketing)<br>Hayley Reay (Head of Learning and Participation)<br>Craig Paterson (Stage & Technical Manager) |
| **Audit and finance committee** | Adrian Price (Chair)<br>Mark Turner<br>Andy Grays<br>Sam Singleton |
| **Human resources committee** | Declan Murphy (Chair)<br>Trevor Keeble<br>Samantha Cox<br>Rachel Maryan<br>Sam Singleton |
| **Strategic marketing committee** | Peter Gunn (Chair)<br>Pamela Hamilton<br>Amir Hussain<br>Mark Waldron<br>Kelly Haswell<br>Andy Grays |

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

| | |
|---|---|
| **Principal address and registered office** | Portsmouth Guildhall<br>Guildhall Square<br>Portsmouth<br>Hampshire PO1 2AB |
| **Charity number** | 1153358 |
| **Company number** | 07519927 |
| **Auditors and accountants** | Compass Accountants Limited<br>Venture House, The Tanneries<br>East Street<br>Titchfield<br>Hampshire PO14 4AR |
| **Bankers** | Barclays Bank<br>67-69 West Street<br>Fareham<br>Hampshire PO16 0AW |

## Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023

### Status and History

The Guildhall Trust (formerly Portsmouth Cultural Trust) is a charity registered in England and Wales and is a not-for-profit company, limited by guarantee, which is registered in England and Wales. The company was incorporated on 7th February 2011 and commenced its operations on 1st April 2011.

A trading subsidiary, Solent Cultural Enterprises Limited, was incorporated on 7 February 2011 as a company limited by shares, whose issued share capital is owned 100% by The Guildhall Trust. The Purpose of the company is to manage the associate commercial activities for the sole benefit of the Charity. A cost sharing agreement is in place with The Guildhall Trust to ensure that Solent Cultural Enterprises Limited makes fair payment to The Guildhall Trust for any use of Portsmouth Guildhall and other costs. Solent Cultural Enterprises Limited, previously dormant, began trading on 1st April 2017 and all profits are gift-aided to The Guildhall Trust.

Solent Cultural Enterprises is a company whose share capital of £1 is wholly owned by the Guildhall Trust and is governed by its Memorandum and Articles of Association dated 7 February 2011. Company number 07520080.

The Hornpipe Theatre Company is a not-for-profit company limited by guarantee, registered in England and Wales, company no 01644700 and charity no 285284, and is governed by its Memorandum and Articles of Association dated 4 July 1982, and amended by a special resolution on 31 August 2017, which resolved that The Guildhall Trust would have the controlling interest in Hornpipe Theatre Company.

**The Guildhall Trust**
**Company number: 07519927**

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

## Who We Are and What We Do

### Background

The Guildhall Trust was formed in 2011 under its original name the Portsmouth Cultural Trust. The organisation became a charity in 2013 delivering a programme of local arts and education opportunities through people's engagement with the Portsmouth Guildhall and its programme of concerts and activities.

In 2018-19 the trustees and senior management undertook a strategic review of the organisation. This initiated a rebrand and name change to The Guildhall Trust plus a redefining of core purpose, mission, vision and values.

### Our Core Purpose

To deliver inspirational opportunities so that people want to engage with culture and the creative economy.

### Our Vision

The Guildhall Trust will become a leading cultural organisation which places our communities at the centre of everything we do so that we can inspire, entertain and transform lives.

### Our Mission

The Guildhall is committed to investing our skills and resources so that we can deliver cultural and learning experiences of the highest quality whilst becoming increasingly more resilient and sustainable.

### Our Values

- To Educate – to promote the arts and our heritage to support local education through performance and creative participation.
- To Inspire – to continue to inspire our communities through our work and our passion for the arts.
- To Collaborate – we work and develop partnerships so that we can achieve more together.
- To Develop – to continue to develop our people so that they can contribute more towards our success.
- To Diversify – to develop and diversify our offer, thereby engaging with our audience and client base.

**The Guildhall Trust**
**Company number: 07519927**

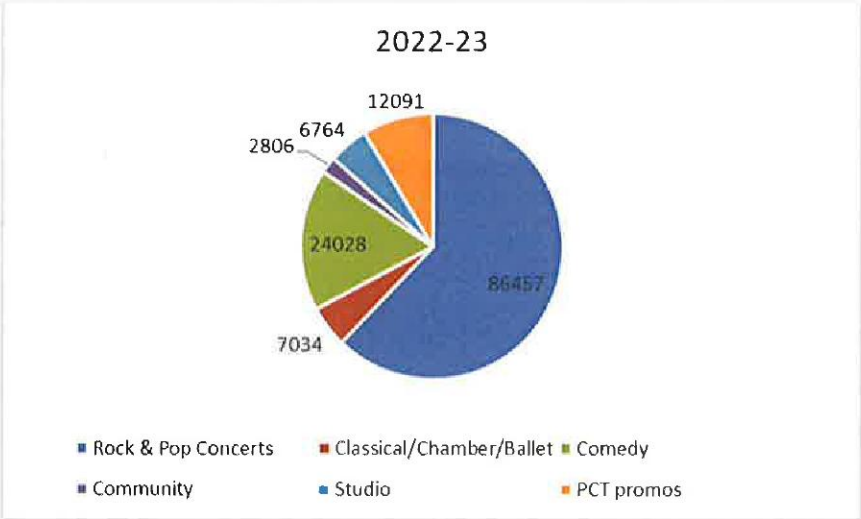
**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

**Review of the Year**

**The Year in Summary**

- 221,734 users and visitors to the Guildhall engaging with 779 events.
- 138,886 people attended concerts and our own events such as Comic Con.
- 6754 people attended theatre, comedy, and gigs in the Studio
- 48,578 users attended conferences, meetings, dinners, and exhibitions.
- 140 concerts, 81 Studio performances & 211 meetings and events
- Dance Live! in Portsmouth engaged with 64 schools and 3435 young people aged 8-18. On tour a further 41 schools engaged with the event with 1,725 young participants.

Audience Numbers



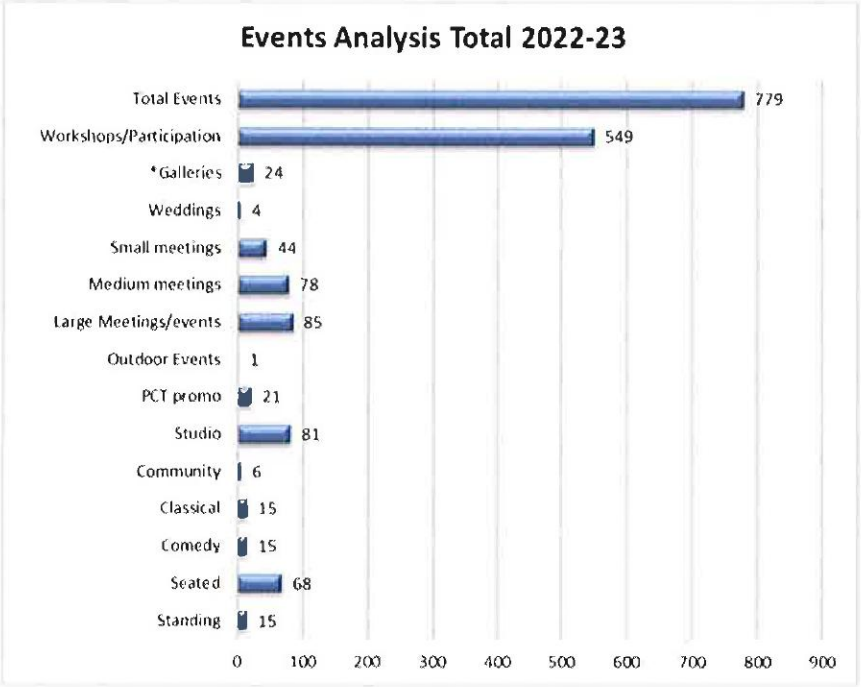



Table 1: Concert Hall Performance Comparison

| | 2022-23 | 2021-22 | *2019-20 | 2018-19 |
|---|---|---|---|---|
| Concerts, main hall | | | | |
| **Performances** | 140 | 100 | 113 | 118 |
| **Ticket sales** | 131,416 | 91426 | 109,100 | 105259 |
| Lens Studio | | | | |
| **Performances** | 81 | 43 | 61 | 28 |
| **Ticket sales** | 6764 | 4048 | 4919 | 1927 |

*10 perfs lost to pandemic

**Concerts and Events**

Our programme in the concert hall remains very much the focus of our work despite the amount of diverse activity the Guildhall generates. Despite some significant doubts concerning the impact of the cost-of-living crisis, the concert hall had a record year with 140 performances generating 131,416 sales. This included several reduced capacity events such as our chamber series, which takes place on the stage, and our new development 'The Box'. Total ticket sales for the main hall were 20% up on our previous busiest year.

Following comments from several promoters who asked for a 'mid-capacity' option at the Guildhall, a new 800 capacity format was created. The new format attracted several artists and promoters including Craig Charles, Gentleman's Dub Club, and The Blockheads. The development of The Box has engaged several independent promoters and therefore continued to diversify our programme.

We enjoyed a year of legendary and contemporary artists and bands, with Roger Daltrey, Paul Weller, Nick Mason, and blues statesman Robert Cray visiting us in the summer of 2022. Contemporary artists included The Vaccines and Blossoms. Main hall comedy included Ed Gamble, Katherine Ryan, and the return of Micky Flanagan for two nights.

The BSO returned for their annual cycle of 8 concerts. Post-pandemic we've seen a significant drop-off with their audience, albeit several other more commercial orchestral events sold well. Our chamber series, delivered in partnership with Music in the Round, has seen a better return of audience. International ensembles included the Dudok Quartet and Prazak Quartet.

The concert hall always features several unique events. In April'22 we had Steve Backshall and his show 'Ocean', in June 'Jurassic Live' proved very popular with families and children, and later in the year 'Rhythm of the 90s'.

Our main concert hall offers a unique flexibility which very few can match. On a weekly basis our team transforms it from a seated venue for 2,000 people to a standing venue with a capacity of 2,500. The addition of The Box introduces another unique option. The main hall is also used for dinners, conferences, and exhibitions and it isn't unusual for our team to work overnight throughout our busiest periods switching it from one format to another.

Our newly rebranded 'The Lens' Studio had another strong year, with 6,764 tickets sold across 81 performances, an increase of 37% against the previous best year. The venue has a flexible capacity format ranging from 120 cabaret style, 150 theatre style to 200 for a standing gig.

Our shows in the Lens Studio are a mix of work we promote and shows programmed by local promoters who are specialists in their field. We aim to work with local experts who have a good understanding of their field and who therefore add value to our programme. Therefore, experts in folk music, world/afro jazz, and blues. We've adopted an arts centre approach to the Studio, whereby our priority is to provide an eclectic and diverse programme at a reasonable ticket price. Our programme covers music, comedy, children's theatre, classical music, workshops and much more.

Featured work included blues singer ***Jo Harman***, folk artist ***Aly Bain and Phil Cunningham*** Afro-Latin groove band ***Colectiva***, children's theatre shows ***Ugg & Ogg*** and ***Oskar's Amazing Adventure***, comedy with ***Jamali Maddix*** and ***Sophie Duker*** and regular visits by the anarchic ***Noise Next Door***.

The Lens also features a regular programme of workshops and community performance. ***Young Creatives*** meet every Monday evening for drama classes, ***Mrs Blossom Makes*** a family craft workshop visits during school holidays and weekends and ***The Southsea Skiffle Orchestra*** rehearse and perform once a month on a Tuesday. We also enjoy local educational users such ***Havant and South Downs College*** rehearsing and performing college shows.

**Learning and Participation**

The Guildhall's Trust investment in learning and participation is at the heart of our core values and purpose as a charity, to deliver inspirational opportunities so that more people want to engage with culture.

From Dance Live! to Recharge, Harbour, Urban Vocal Group and our Creative Careers Roadshow, the team have engaged with people of all ages. In this year there were 13,306 engagements, 80% within Portsmouth and 20% within the region or nationally.

The team delivered 12 free Creative Careers Roadshow workshops engaging with 370 young people. Schools from across the Solent region engaged with the Roadshow, and it will go out again in autumn'23.

In Autumn'22, we launched the HARBOUR Associate Artist programme. We've engaged with emerging and established artists for many years; however, HARBOUR engages artists for an 18-month programme during which they are supported and nurtured so that they can progress their creative journey. The programme comes with some funding, free access to space and input from the Guildhall team as well as experienced professionals. Our first cohort of associates are Luke Brown Dance, Hurley Burley Theatre Company, Thomas Buckley (performance art) and Courtney McCarthy (dance).

Alongside our associates programme we also fund local community art projects via our Hornpipe grants scheme. During this year we supported 5 projects with grants totalling £14k. The projects were The Corner Collective, Crateful CIC, Creative Harbour, The Parenting Network, This New Ground.

In January 1350 key stage one children attended a free concert hosted by Ensemble 360, shortly followed by 1710 children from key stage two who attended a free concert by the BSO.

Our Recharge singing group for older people met regularly throughout the year. For many of those attending it's an opportunity to meet other people and enjoy some singing.

At the other end of the spectrum, the Urban Vocal Group (UVG) met weekly at the Guildhall and in Havant. Young people from the age of 11-18 enjoy free singing lessons and some much-needed mentoring and support from experienced practitioners. These mentoring sessions help alleviate anxiety. Over the course of a year 83 young people regularly engage with UVG and they had the opportunity to perform at the Victorious Festival. The group also performed at Christmas time at the Cathedral, QA Hospital, and the Queens Hotel.

For younger parents and their children, we introduced Mrs Blossom Makes, a family craft club. Working with a local artist, Joanna Blossom, Mrs Blossom takes place at weekends and in the school holidays.

**Dance Live! – heats and tour**

Dance Live! Portsmouth returned with heats in February'23 across 9 days, four of which were for juniors and 5 for senior schools and 6th form colleges attracting 66 schools. The event attracted 3,455 participants, a 10% increase on the previous year.

In Spring'23, the team took Dance Live! on tour to 5 venues: The Lighthouse Poole, The Swan High Wycombe, G-Live Guildford, Congress Theatre Eastbourne, and City Hall Sheffield. This inaugural tour was subsidised from the proceeds of Dance Live! in Portsmouth with the objective of establishing new footholds for the event. The popularity in High Wycombe and Guildford ensured 2 full days with one day in the other areas. Our objective is to grow the activity to at least 3 days in each venue within the next few years. The tour engaged with 41 schools and 1,725 participants. We had anticipated higher engagement from schools in several areas, especially Sheffield as there were many expressions of interest; however, it was felt that the cost-of-living crisis affected many schools' decision-making.

The event continues to surpass expectations both in terms of the quality of performance, digital content created by the schools, their maturity regarding performance, and the complete buy-in from parents and supporters.

*Once again, a massive thank you for all your hard work with Dance Live. Students will have memories of a lifetime and are still buzzing and talking about it around School. –* ***The Priory School***

*Our students and team absolutely loved the day from beginning to end and we can't wait to come back next year!* ***– Hayling College***



**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

**Community Events and Exhibitions**

Portsmouth Comic Con returned in May'22 for the first time since May'19 and was our 3rd Con. It felt like a lot of water had passed under the bridge since we planned and sold tickets for the postponed 2020 event. However, our events team, along with our partners, delivered a first-class event, attracting 7,732 people, 100 traders, 27 comic artists from around the world, and 7 celebrities. We commissioned an economic impact study which detailed several statistics including:

- 65% attendees from outside of Portsmouth
- 49% attended with children.
- Average spend of £76 per person
- Total economic impact was £687k.
- A large majority would recommend the event to others, with the cosplay characters receiving the highest praise.

Sampled is a free event featuring a mix of local arts and crafts, artists who are appearing at the Guildhall, and exhibitions. In August'22, it attracted over 600 people.

Guildhall Games Fest returned over a whole weekend in February'23. Produced by the Guildhall in partnership with local organisations including regular contributors Dice, Game Over, Portsmouth University, and for the first time, The Mary Rose Museum and St. Vincent's College. The weekend attracted nearly 1,500 visitors.

Exhibitions: In early February, our volunteers who run the Portsmouth Music Experience presented 'Icons of Rock', a photographic exhibition featuring the wonderful work of Barrie Wentzell, one of rock music's most renowned photographers. Barrie worked for Melody Maker between 1965-75 and photographed Elton John, Marc Bolan, Bob Dylan, Rod Stewart, and many more. This wonderful exhibition curated by Nigel and Audrie Grundy captures the fashion of the times and the impact of the weekly music paper.

**Commercial Initiatives**

The Board recognises the importance of generating increased income from commercial activity. The Council grant to the Guildhall has been maintained at £177k per year for the past 3 years. However, inflationary pressures on goods and supplies require us to constantly review our prices, our suppliers, and to find new sources of income.

Our event surpluses remain an important source for growth and development. Equally, the returning strength of the conferencing, meetings, and events market has been a key contributor to our financial surplus this year. We hosted 211 events ranging from small meetings to large-scale conferences and exhibitions, generating a net turnover of £643k, which was £140k ahead of budget. Our clients included the University of Portsmouth, the annual Shaping Portsmouth Conference, the Titchfield Boxing dinner, and The News Business Awards. These events prove to be highly valuable to the Trust.

It's also worth recognising the contribution to earnings from well-run bars, pre-show dining and hospitality, and the introduction of a cashless system, which speeds up customer transactions.

In September, we transferred our ticketing system from Ticketmaster to Eventim following an extensive tender process. Our priorities were to improve the customer transaction process and to have much greater control of our own data. We were impressed with Eventim's in-house system. Since we've moved to Eventim, the system has met our expectations, as has the exemplary service we've had from their team. Over the coming few years, there will be much more coming from the Eventim system, including a more sophisticated approach to memberships and far greater analysis of our customer data, which will support future event sales.

**Future Plans**

The Trustees have supported a significant amount of development this past year which included a strategic review and Board training. The Board welcomed new members who have added both experience and youth, and the 4 sub-committees have been active, meeting several times.

Our plans are both ambitious and challenging;

- To complete Guildhall Renaissance within the next 5-year business plan cycle which commences in April'23.
- To take Dance Live! to the regions so that more young people can engage and benefit from it.
- To continue to diversify our work so that we can engage with more people.
- To seek new opportunities for growth and development both in Portsmouth and beyond.

**Structure, Governance and Management**

The Guildhall Trust has a Board of Trustees who meet quarterly. The Board monitors the progress of the Trust, this is achieved through quarterly Board Meetings, regular contact between the CEO, Head of Finance and trustees and the scrutiny by sub-committees. The CEO and Head of Finance present the Board with a series of reports covering the business of the Trust. The annual Corporate Plan establishes the Trust's main objectives for the year, against a series of KPI's. The Plan comprises of a series of departmental plans created and owned by senior managers and their team.

There are three sub-committees each with a Trustee Chair, the relevant senior management and a second Trustee. The oldest and most established committee is Audit and Finance. This oversees budget setting, reforecasting, the annual audit and appointment of auditors. It has a key role of scrutinising the management accounts and assessing the ongoing business risk. The Committee receives reports from the Head of Finance who sits on the Committee along with the CEO.

The HR and Nominations Committee normally meets up to four times a year and receives reports concerning HR related activity which the management feel warrants their advice and attention. The Committee seeks to ensure that the Board is diverse and representative. The Chair of this committee receives recommendations concerning possible new trustees' nominations, meeting with them and discussing their merits with the Board and Chair.

The Strategic Marketing Committee comprises of experts from both the Trust's main board and it's trading company board, Solent Cultural Enterprises. The team of experts work with members of the executive to consider how to strengthen and develop the organisation's market position and key messaging.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

The Guildhall Renaissance Committee is a task and finish group working in partnership with Portsmouth City Council to monitor and scrutinise the works to the Guildhall. The Committee meets regularly taking reports from the CEO and project consultants on current or forthcoming works.

**Induction and Training**

All newly appointed Trustees meet with the Chair and CEO and follow and induction programme, which comprises governance and responsibilities of a Trustee. All Trustees are mindful of their duty to act solely in the interest of The Guildhall Trust and those members who are cabinet members/officers of Portsmouth City Council understand their duties (under company and charity law) to avoid conflicts of interest. The organisations' Articles contain detailed provisions for declaring any interests a Trustee has and managing any conflicts that arise from such interests.

**Solent Cultural Enterprises**

Solent Cultural Enterprises is controlled, and is activity managed, by The Guildhall Trust. The Financial Statements for Solent Cultural Enterprises are available to view at the offices of The Guildhall Trust.

**Hornpipe Theatre Company**

The Board of Trustees has responsibility for the governance and administration of the Charity.

## Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023

### Financial Review

We are happy to report a surplus of £805k (2022: £295k) for The Guildhall Trust's first full year of activity since the Pandemic. This includes some major one-time adjustments and income recognition in the financial year. We started to recognise income from Phase One of the Renaissance project in the Basement, which began in this year with a grant from Arts Council England in April 2022. With additional funding from the Local Authority and other funders, we have secured over 90% of the project's budget. We also entered a new ticketing partnership with Eventim, which will bring more income and benefits for the Trust and the Customer over the contract's duration.

The total incoming resources for the Trust totalled £4.3m (£2.5m 21/22) which has improved on the previous year. The income generated in year continued to be distorted by some Pandemic delayed activity, with increased income in Conferencing and Events. Below is a short summary of the significant components of our activity:

- ***Concert / Studio*** –The Trust had a strong calendar of events over the year, the specific mixture of events meant the secondary spends were some of the highest we've seen in any November period. The Trust received £202k from its Restoration Levy which funds ongoing works within Portsmouth Guildhall over the year and supports specific projects such as the Renaissance Project.
- ***Conference / Events*** – This area of our business continued to return to Pre-Pandemic levels, benefiting from the delayed timing of certain activities. The University continued to have a bigger than usual event which will not happen in the future, and some other activities were delayed into this financial year. This enabled us to get to beyond 80% of our 19/20 C&E figure which is promising.
- ***Learning & Participation*** – This financial year a significant amount of activity was undertaken with the key event Dance Live! growing far beyond previous years in Portsmouth. The event also went on tour which financially is less appealing but significantly increases our social impact in supporting young people.

The total outgoing resources for the Trust totalled £3.48m (£2.2m 21/22). Costs continued to increase, with Minimum wage having a big effect on our cost of operation. This meant a requirement to pass on these costs in an even way to customers and promoters.

We have held funds that are specifically for the Basement phase of the Renaissance project in a restricted fund, with the directly associated spend against the fund.

The net income/expenditure for the organisation was a surplus of £805k (£295k 21/22). This leaves a consolidated fund value of £975k (£169k 21/22) as at 31st March 2023.

### Going Concern

The Trust's financial position has improved this year, thanks to higher incomes from our new Ticketing partner and strong operating performance. We are confident that the Trust has overcome the uncertainty caused by the Pandemic. In the next 5 years, we intend to generate more revenue to support the ongoing Renaissance project whilst maintaining our financial position.

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

**Reserves Policy**

The Guildhall Trust operates in a unique sector that differentiates itself from not only other Charitable organisations but even organisations in its sector. The Trust has heavily relied on its relationship with the Local Authority to provide grant funding to subsidise the cultural activity and the ongoing Investment within the Guildhall. Given pressures on local government and the national economy since its inception, the Trust has needed to raise significantly more income to offset cuts in its grant funding.

The Trust also operates with significant cash reserves from events held in the future, so can operate with little to no Free Reserves. The constant turnover of new events going on sale and settlements paid to promoters allows the organisation to continue to operate.

With these points in mind, Trustees aim to achieve 1 month of overhead expenditure in Reserve which equates to around £150k.

The calculation of the organisations Free Reserve position is below:

- Total Assets
- Less Restricted
- Less Unrestricted Fixed Assets
- Free Reserves

The Free Reserve position as at 31st March 2023 is (£186k), a position that has improved from (£573k) over the prior 12 months. For the last five years the Trust has viewed Renaissance (extensive refurbishment and extension of the Guildhall) as the key to move from having negative free reserves to position of balance. The first phase of this project begins in 2023 with the basement, with further phase completed over the next 5 years.

Trustees hold the view that in the short to medium term the Free Reserves of the Trust will improve towards its target.

**Investments Policy**

Under the Memorandum and Articles of Association, the charity has the power to make any investment that the Board of Trustees sees fit.

**Remuneration and Recruitment Policy – Senior Management**

The Trust's recruitment policy states that vacant posts for management positions should be externally advertised and that, where necessary, specialist recruitment agencies should be used. Agencies are verified on the Trust's equal opportunities priorities and guidance on renumeration is sought by the Trust from those agencies which are best placed to benchmark salaries within specific job roles and industries.

**The Guildhall Trust**
**Company number: 07519927**

**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

**Auditors**

The accounts have been audited by Compass Accountants Limited. So far as the Trustees are aware, there is no relevant audit information of which the company's auditors are unaware. Trustees have taken all the steps necessary to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

This report has been prepared in accordance with the small companies' regime under the Companies Act 2006.



**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:** 26 July 2023

**The Guildhall Trust**
**Company number: 07519927**

**Statement of trustees' responsibilities for the year ended 31 March 2023**

The Trustees (who are also directors of The Guildhall Trust for the purposes of company law) are responsible for preparing the Trustees' Annual Report (including the Strategic 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 and of the incoming resources and application of resources, 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 Charities SORP 2019 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation.

The Trustees are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the 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.

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:** 26th July 2023

## Independent auditors' report to the members of The Guildhall Trust

### Opinion

We have audited the financial statements of The Guildhall Trust (the 'parent charitable company') for the year ended 31 March 2023 which comprise the Consolidated Statement of Financial Activities, the Consolidated Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and parent charitable company's affairs as at 31 March 2023, and of the group's incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Basis for opinion

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

### Conclusions relating to going concern

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

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

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

### Other information

The Trustees are responsible for the other information. The other information comprises the information included in the Trustees' annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

**Opinions on other matters prescribed by the Companies Act 2006**

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

- the information given in the Trustees' report (incorporating the directors' report) for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

**Matters on which we are required to report by exception**

In the light of our knowledge and understanding of the group and parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

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

- adequate accounting records have not been kept by the parent charitable company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company's financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the Trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

**Responsibilities of Trustees**

As explained more fully in the Trustees' responsibilities statement set out on page 14, the Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

**Auditor's responsibilities for the audit of the financial statements**

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

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

- We gained an understanding of the legal and regulatory framework applicable to the company and the sector in which it operates through discussions with management, sector research, and the application of relevant audit knowledge and experience

- We made enquiries of management around actual and potential litigation and claims
- We made enquiries of management and relevant staff, and designed our audit procedures, including reviewing financial statement disclosures and testing of supporting documentation, to assess compliance with applicable laws and regulations. We focussed on laws and regulations which could give rise to material misstatement in the financial statements including, but not limited to, the Companies Act 2006, the Charities Act 2011, the Charities SORP, and the Financial Reporting Standard 102.
- We identified the risk of material misstatement of the financial statements due to fraud and designed audit procedures to respond to the risk. We performed audit procedures designed to address the risk of fraud arising from management override of controls, including, but not limited to, testing of journal entries and other adjustments, reviewing accounting estimates for evidence of bias, and evaluating the business rationale of significant transactions outside the normal course of business

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the accounts or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the accounts, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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

**Use of our report**

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

**Kerry Lawrance FCA (Senior Statutory Auditor)**
**For and on behalf of Compass Accountants, Statutory Auditor**

**Compass Accountants Limited**
**Venture House, The Tanneries**
**East Street, Titchfield**
**Hampshire, PO14 4AR**

**Date:** 1 AUGUST 2023

*Compass Accountants Limited is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006.*

**The Guildhall Trust**
**Company number: 07519927**

## Consolidated Statement of financial activities (incorporating the income and expenditure account)

## For the year ended 31 March 2023

| | Notes | Unrestricted funds £ | Restricted funds £ | 2023 Total £ | Unrestricted funds £ | Restricted funds £ | 2022 Total £ |
|---|---|---|---|---|---|---|---|
| **Income from:** | | | | | | | |
| Donations and legacies | | | | | | | |
| Donations | 2 | 178,088 | 499,000 | 677,088 | 392,022 | - | 392,022 |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 3 | 2,360,273 | 17,914 | 2,378,187 | 1,607,472 | 41,606 | 1,649,078 |
| Other trading activities | | | | | | | |
| Commercial trading operations | 4 | 787,212 | - | 787,212 | 444,510 | - | 444,510 |
| Investment income | 5 | 12,377 | - | 12,377 | 9,713 | - | 9,713 |
| Other income | | 25,251 | - | 25,251 | 20,533 | - | 20,533 |
| Extraordinary Income | | 425,000 | - | 425,000 | | | |
| **Total income** | | 3,788,201 | 516,914 | 4,305,115 | 2,474,250 | 41,606 | 2,515,856 |
| **Expenditure on:** | | | | | | | |
| Fundraising | | - | - | - | 7,190 | - | 7,190 |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 6 | 3,456,063 | 31,262 | 3,487,325 | 2,184,180 | 42,663 | 2,226,843 |
| **Total expenditure** | | 3,456,063 | 31,262 | 3,487,325 | 2,191,370 | 42,663 | 2,234,033 |
| Net gains/(losses) on investments | | (12,112) | - | (12,112) | 13,463 | - | 13,463 |
| **Net income/(expenditure)** | | 320,026 | 485,652 | 805,678 | 296,343 | (1,057) | 295,286 |
| **Transfers between funds** | | 185,116 | (185,116) | - | 86,776 | (86,776) | - |
| **Net movement in funds** | | 505,142 | 300,536 | 805,678 | 383,119 | (87,833) | 295,286 |
| **Reconciliation of funds:** | | | | | | | |
| Total funds brought forward | | 151,398 | 17,935 | 169,333 | (231,721) | 105,768 | (125,953) |
| **Total funds carried forward** | | 656,540 | 318,471 | 975,011 | 151,398 | 17,935 | 169,333 |

All recognised gains and losses are included in the statement of financial activities

**The notes on pages 23 to 33 form an integral part of these financial statements.**

**The Guildhall Trust**
**Company number: 07519927**

## Consolidated Balance Sheet
## as at 31 March 2023
## Company number: 07519927

| | Notes | Group 2023 £ | Group 2022 £ | Charity 2023 £ | Charity 2022 £ |
|---|---|---|---|---|---|
| **Fixed assets** | | | | | |
| Tangible assets | 12 | 842,715 | 738,002 | 840,292 | 734,829 |
| Investments | 13 | 186,087 | 198,199 | 1 | 1 |
| | | 1,028,802 | 936,201 | 840,293 | 734,830 |
| **Current assets** | | | | | |
| Stocks | 14 | 75,565 | 54,519 | 75,565 | 54,519 |
| Debtors | 15 | 989,546 | 469,840 | 1,095,141 | 591,268 |
| Cash at bank and in hand | | 819,574 | 1,108,464 | 564,737 | 863,497 |
| | | 1,884,685 | 1,632,823 | 1,735,443 | 1,509,284 |
| **Creditors: amounts falling due within one year** | 16 | (1,938,016) | (2,399,088) | (1,797,716) | (2,297,285) |
| **Net current assets** | | (53,331) | (766,265) | (62,273) | (788,001) |
| **Total assets less current liabilities** | | 975,471 | 169,936 | 778,020 | (53,171) |
| **Provisions for liabilities** | | (460) | (603) | - | - |
| **Net assets** | | 975,011 | 169,333 | 778,020 | (53,171) |
| **Funds** | | | | | |
| Unrestricted funds | | 654,546 | 148,797 | 459,549 | (71,106) |
| Restricted funds | | 318,471 | 17,935 | 318,471 | 17,935 |
| Non Charitable Trading funds | | 1,994 | 2,601 | - | - |
| **Total funds** | 17 | 975,011 | 169,333 | 778,020 | (53,171) |

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

The financial statements were approved by the Board and signed on its behalf by

Mr M Turner
**On behalf of the Board of Trustees**

**Date:** 26 July 2023

**The notes on pages 23 to 33 form an integral part of these financial statements.**

**The Guildhall Trust**
**Company number: 07519927**

## Cash flow statement

## For the year ended 31 March 2023

| | Group 2023 | Group 2022 |
|---|---|---|
| **Cash flows from operating activities:** | | |
| **Net cash provided by (used in) operating activities** | 89,976 | 386,930 |
| **Cash flows from investing activities:** | | |
| Interest income | 12,377 | 9,713 |
| Purchase of tangible fixed assets | (391,243) | (247,306) |
| **Net cash provided by (used in) investing activities** | (378,866) | (237,593) |
| **Increase/(decrease) in cash and cash equivalents in the year** | (288,890) | 149,337 |
| **Cash and cash equivalents at 1 April 2022** | 1,108,464 | 959,127 |
| **Cash and cash equivalents at 31 March 2023** | **819,574** | **1,108,464** |
| Net income/(expenditure) for the reporting period | 805,678 | 295,286 |
| Depreciation and loss on disposal of assets | 286,530 | 124,449 |
| Income from investments | (12,377) | (9,713) |
| (Gains)/losses on investments | 12,112 | (13,463) |
| (Increase)/decrease in stocks | (21,046) | (26,465) |
| (Increase)/decrease in debtors | (519,706) | (194,335) |
| Increase/(decrease) in creditors | (461,072) | 463,603 |
| Increase/(decrease) in long term liabilities | - | (250,000) |
| Increase/(decrease) in provisions | (143) | (2,432) |
| **Net cash provided by (used in) operating activities** | 89,976 | 386,930 |

## Notes to the financial statements
## For the year ended 31 March 2023

### 1. Accounting policies

### 1.1. Charity information

The Guildhall Trust is a private company limited by guarantee and incorporated in England and Wales. The registered office The Portsmouth Guildhall, Guildhall Square, Portsmouth, Hampshire, PO1 2AB.

The Guildhall Trust meets the definition of a public benefit entity under section 34 of FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value, unless otherwise stated in the relevant accounting policy.

The principal objectives of the charity are detailed in the Trustees report.

### 1.2. Basis of preparation of financial statements

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice. The financial statements have been prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value.

The financial statements are presented in sterling which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

Consolidated financial statements have been prepared in respect of the charitable company, and its wholly owned subsidiaries, Solent Cultural Enterprise Limited (company number 07520080) and Hornpipe Theatre Company Limited (a linked charity of The Guildhall Trust – charity number 1153358-1).

The Consolidated Statement of Financial Activities includes the results of Solent Cultural Enterprise Limited, Guildhall Security Services Limited and the Hornpipe Theatre Company Limited on a line by line basis. The Consolidated Balance Sheet includes the net assets of the subsidiaries and the linked charity on a line by line basis.

**Going concern**

The financial statements have been prepared on a going concern basis as the trustees believe that no material uncertainties exist. The trustees have considered the level of funds held and the expected level of income and expenditure for 12 months from authorising these financial statements. The budgeted income and expenditure is sufficient with the level of reserves for the charity to be able to continue as a going concern.

### 1.3. Income

Income is recognised when the company has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received and the amount can be measured reliably.

Income from investments is included in the year in which it is receivable.

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

Deferred income relates to income received in advance for future events and bookings.

### 1.4. Expenditure

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

Governance costs include those costs incurred in the governance of the company and its assets and are primarily associated with constitutional and statutory requirements.

### 1.5. Tangible fixed assets and depreciation

Tangible fixed assets with a cost or value greater than £100 and a useful life exceeding one year are capitalised at historic cost. Depreciation has been provided at rates calculated to spread the cost of each asset over its expected useful life as follows:

| | |
|---|---|
| Improvements to property | 25% and 10% straight line |
| Plant and machinery | 20% straight line |
| Fixtures and fittings | 20% and 12.5% straight line |
| Computer equipment | 33% and 25% straight line |

Assets under construction are not depreciated.

### 1.6. Basic financial instruments

The company's financial assets and liabilities consist of cash and cash equivalents, short term investments, trade and other debtors, trade and other creditors and accrued expenses. The fair value of these items approximates their carrying value due to their short term value. Unless otherwise noted, the company is not exposed to significant interest, foreign exchange or credit risks arising from these instruments.

Term deposits of less than one year are classified as investments within current assets.

### 1.7. Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

### 1.8. Fund accounting

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

Restricted funds are to be used for specified purposes as laid down by the donor. Expenditure which meets these criteria is identified to the fund, together with a fair allocation of overheads and support costs.

### 1.9. Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the Statement of Financial Activities on a straight line basis over the period of the lease.

### 1.10. Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. Contributions payable to the company's pension scheme are charged to the Statement of Financial Activities in the period to which they relate and for the year to 31 March 2023 totalled £31,293 (2022: £24,179).

### 1.11. Termination benefits

The group recognises a liability for termination benefits at the point where the group is committed to making the payments in return for employee redundancy.

## 2. Donations and legacies

| | Unrestricted funds | Restricted funds | 2023 Total | Unrestricted funds | Restricted funds | 2022 Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| Donations and legacies | 1,088 | - | 1,088 | 1,589 | - | 1,589 |
| Portsmouth City Council – Core funding | 177,000 | - | 177,000 | 177,000 | - | 177,000 |
| Arts Council England grant | - | 499,000 | 499,000 | - | - | - |
| Cultural Recovery Fund | - | - | - | 101,000 | - | 101,000 |
| Coronavirus Job Retention Scheme | - | - | - | 112,433 | - | 112,433 |
| | 178,088 | 499,000 | 677,088 | 392,022 | - | 392,022 |

## 3. Charitable activities

| | Unrestricted funds | Restricted funds | 2023 Total | Unrestricted funds | Restricted funds | 2022 Total |
|---|---|---|---|---|---|---|
| **Operations of the Guildhall:** | £ | £ | £ | £ | £ | £ |
| Venue and events income | 1,530,168 | - | 1,530,168 | 1,051,009 | - | 1,051,009 |
| Studio | 81,727 | - | 81,727 | 43,871 | - | 43,871 |
| Learning and participation | 245,688 | 17,914 | 263,602 | 125,641 | 41,606 | 167,247 |
| Booking fees | 206,290 | - | 206,290 | 144,362 | - | 144,362 |
| Tenants income | 88,492 | - | 88,492 | 58,606 | - | 58,606 |
| Membership income | 5,370 | - | 5,370 | 4,187 | - | 4,187 |
| Restoration fee levy | 202,538 | - | 202,538 | 141,080 | - | 141,080 |
| Grant income | - | - | - | 38,716 | - | 38,716 |
| | 2,360,273 | 17,914 | 2,378,187 | 1,607,472 | 41,606 | 1,649,078 |

## 4. Other trading activities

| | Unrestricted funds | 2023 Total | Unrestricted funds | 2022 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Conferences and events | 783,212 | 783,212 | 444,510 | 444,510 |
| Fundraising and sponsorship | 4,000 | 4,000 | - | - |
| | 787,212 | 787,212 | 444,510 | 444,510 |

## 5. Investment income

| | Unrestricted funds | 2023 Total | Unrestricted funds | 2022 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Dividends and interest | 12,377 | 12,377 | 9,713 | 9,713 |

## 6. Costs of charitable activities - by fund type

| | Unrestricted funds £ | Restricted funds £ | 2023 Total £ | Unrestricted funds £ | Restricted funds £ | 2022 Total £ |
|---|---|---|---|---|---|---|
| Operations of the Guildhall | 3,456,063 | 31,262 | 3,487,325 | 2,184,180 | 42,663 | 2,226,843 |

## 7. Costs of charitable activities - by activity

| | Activities undertaken directly £ | Governance and support costs £ | 2023 Total £ | 2022 Total £ |
|---|---|---|---|---|
| Venue and events | 798,341 | 553,034 | 1,351,375 | 878,190 |
| Conferences and events | 330,261 | 179,392 | 509,653 | 281,889 |
| Studio | 105,537 | 2,454 | 107,991 | 43,748 |
| Learning and participation | 262,192 | 206,928 | 469,120 | 215,366 |
| HLF Grant expenditure | - | - | - | 7,317 |
| Marketing | 88,740 | 120,367 | 209,107 | 155,092 |
| Operations | 47,364 | - | 47,364 | 30,755 |
| Facilities | 297,681 | 170,531 | 468,212 | 352,952 |
| Finance and HR | 158,194 | 130,454 | 288,648 | 244,616 |
| CEO, programming and commercial | 18,900 | - | 18,900 | 2,075 |
| Sundry | 16,955 | - | 16,955 | 14,843 |
| | 2,124,165 | 1,363,160 | 3,487,325 | 2,226,843 |

## 8. Analysis of governance and support costs

| | 2023 Total £ | 2022 Total £ |
|---|---|---|
| Wages | 942,794 | 836,289 |
| Social security | 96,292 | 72,501 |
| Pensions | 31,293 | 24,179 |
| Depreciation of tangible assets | 131,351 | 109,818 |
| Loss on disposal of assets | 155,179 | 14,631 |
| **Governance costs** | | |
| Auditor's remuneration | 2,975 | 2,875 |
| Accountancy fees | 3,276 | 3,578 |
| | 1,363,160 | 1,063,871 |

## 9. Employees

| | 2023 | 2022 |
|---|---|---|
| | £ | £ |
| **Employee costs** | | |
| Wages and salaries | 1,378,106 | 1,077,347 |
| Social security costs | 96,292 | 72,501 |
| Pension costs | 31,293 | 24,179 |
| | 1,505,691 | 1,174,027 |

The average number of employees during the year was as follows:

| | 2023 | 2022 |
|---|---|---|
| | 137 | 98 |

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was as follows:

| | 2023 | 2022 |
|---|---|---|
| £80,001 - £90,000 | 1 | 1 |

**Key management personnel**

The key management personnel of the company comprise the Chief Executive Officer, General Manager, Head of Technical and Support Services, Head of Marketing, Finance Manager, Head of Learning & Participation and Stage & Technical Manager. Employee benefits received by key management personnel total £399,149 (2022: £284,303).

**Trustees**

No trustees received remuneration during the period (2022: Nil). One trustee was reimbursed £161 for expenses in the year (2022: No trustees).

## 10. Income and expenses from trading activities of subsidiaries

Solent Cultural Enterprise Limited is a wholly owned trading subsidiary incorporated in the United Kingdom (company number 07520080). A summary of the trading results is shown below:

| **Profit and Loss Account** | **2023** | **2022** |
|---|---|---|
| | **£** | **£** |
| Turnover | 844,584 | 517,029 |
| Cost of sales | (496,635) | (200,917) |
| Gross Profit | 347,949 | 316,112 |
| Sundry income | 277 | 10,006 |
| Overheads | (191,659) | (162,932) |
| Operating profit before taxation | 156,567 | 163,186 |
| Tax on profit | 143 | 2,432 |
| Retained profit for the period | 156,710 | 165,618 |
| Gift aid contribution to The Guildhall Trust | (157,317) | (175,295) |
| Retained profit/(loss) brought forward | 2,601 | 12,278 |
| Retained profit/(loss) carried forward | 1,994 | 2,601 |
| Called up Ordinary Share Capital | 1 | 1 |
| Capital and reserves | 1,995 | 2,602 |

## 11. Linked charity of The Guildhall Trust

Hornpipe Theatre Company Limited is a wholly owned trading subsidiary and a linked charity of The Guildhall Trust. A summary of the results is shown below:

| **Statement of Financial Activities** | **2023** | **2022** |
|---|---|---|
| | **£** | **£** |
| Income | 10,795 | 9,410 |
| Expenditure | (23,588) | (5,600) |
| Net gains/(losses) on investments | (12,112) | 13,463 |
| Net movement in funds | (24,905) | 17,273 |
| Funds brought forward | 219,903 | 202,630 |
| Funds carried forward | 194,998 | 219,903 |

| **Balance Sheet** | **2023** | **2022** |
|---|---|---|
| | **£** | **£** |
| Investments | 186,087 | 198,199 |
| Current assets | 23,551 | 27,454 |
| Current liabilities | (14,640) | (5,750) |
| Net assets | 194,998 | 219,903 |
| Unrestricted funds | 194,998 | 219,903 |
| Total funds | 194,998 | 219,903 |

## Notes to the financial statements
## For the year ended 31 March 2023

### 12. Tangible fixed assets - Group

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2022 | 323,776 | 403,883 | 307,276 | 117,164 | 213,839 | 1,365,938 |
| Additions | 185,116 | 8,459 | 149,832 | 25,761 | 22,075 | 391,243 |
| Disposals | (155,179) | - | - | - | - | (155,179) |
| At 31 March 2023 | 353,713 | 412,342 | 457,108 | 142,925 | 235,914 | 1,602,002 |
| **Depreciation** | | | | | | |
| At 1 April 2022 | - | 222,575 | 154,123 | 97,408 | 153,830 | 627,936 |
| Charge for the year | - | 40,203 | 53,140 | 8,400 | 29,608 | 131,351 |
| On disposals | - | - | - | - | - | - |
| At 31 March 2023 | - | 262,778 | 207,263 | 105,808 | 183,438 | 759,287 |
| **Net book values** | | | | | | |
| At 31 March 2023 | 353,713 | 149,564 | 249,845 | 37,117 | 52,476 | 842,715 |
| At 31 March 2022 | 323,776 | 181,308 | 153,153 | 19,756 | 60,009 | 738,002 |

### Tangible fixed assets - Charity

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2022 | 323,776 | 403,883 | 307,276 | 113,415 | 212,397 | 1,360,747 |
| Additions | 185,116 | 8,459 | 149,832 | 25,761 | 22,075 | 391,243 |
| Disposals | (155,179) | - | - | - | - | (155,179) |
| At 31 March 2023 | 353,713 | 412,342 | 457,108 | 139,176 | 234,472 | 1,596,811 |
| **Depreciation** | | | | | | |
| At 1 April 2022 | - | 222,575 | 154,123 | 96,832 | 152,388 | 625,918 |
| Charge for the year | - | 40,203 | 53,140 | 7,650 | 29,608 | 130,601 |
| On disposals | - | - | - | - | - | - |
| At 31 March 2023 | - | 262,778 | 207,263 | 104,482 | 181,996 | 756,519 |
| **Net book values** | | | | | | |
| At 31 March 2023 | 353,713 | 149,564 | 249,845 | 34,694 | 52,476 | 840,292 |
| At 31 March 2022 | 323,776 | 181,308 | 153,153 | 16,583 | 60,009 | 734,829 |

## Notes to the financial statements
## For the year ended 31 March 2023

### 13. Investments - Group

| | Listed investments | Total |
|---|---|---|
| | £ | £ |
| **Valuation** | | |
| At 1 April 2022 | 198,199 | 198,199 |
| Revaluations | (12,112) | (12,112) |
| At 31 March 2023 | 186,087 | 186,087 |

Investments are held by the Hornpipe Theatre Company Limited.

The company holds the share capital of the following company:

| Company name | Company number | Nature of business | Share class held | % Share holding | Value of shares |
|---|---|---|---|---|---|
| Solent Cultural Enterprise Limited | 07520080 | Associate commercial activities of the parent company | Ordinary | 100% | £1 |

### 14. Stocks

| | Group 2023 | Group 2022 | Charity 2023 | Charity 2022 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Stocks | 75,565 | 54,519 | 75,565 | 54,519 |

### 15. Debtors

| | Group 2023 | Group 2022 | Charity 2023 | Charity 2022 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Trade debtors | 131,464 | 152,134 | 83,651 | 116,817 |
| Other debtors | 72,782 | 123,196 | 72,782 | 123,196 |
| Prepayments and accrued income | 785,300 | 194,510 | 764,809 | 151,695 |
| Amount owed by group undertakings | - | - | 173,899 | 199,560 |
| | 989,546 | 469,840 | 1,095,141 | 591,268 |

## 16. Creditors: amounts falling due within one year

| | Group 2023 £ | Group 2022 £ | Charity 2023 £ | Charity 2022 £ |
|---|---|---|---|---|
| Trade creditors | 426,150 | 314,125 | 413,620 | 291,863 |
| Other taxes and social security | 99,375 | 100,260 | 82,110 | 90,139 |
| Other creditors | 32,619 | 10,796 | 1,746 | 10,796 |
| PRS control | 20,686 | 14,196 | 20,686 | 14,196 |
| Deferred income | 58,587 | 57,809 | 7,737 | 8,444 |
| Accrued expenditure | 124,785 | 81,978 | 96,003 | 61,923 |
| Ticket income in advance | 1,174,662 | 1,814,446 | 1,174,662 | 1,814,446 |
| Loans | 1,152 | 5,478 | 1,152 | 5,478 |
| | 1,938,016 | 2,399,088 | 1,797,716 | 2,297,285 |

### Deferred income

| | Group 2023 £ | Group 2022 £ | Charity 2023 £ | Charity 2022 £ |
|---|---|---|---|---|
| Balance at 1 April 2022 | 72,005 | 98,015 | 22,640 | 12,419 |
| Amounts released to incoming resources | (56,882) | (68,980) | (707) | (9,080) |
| Amounts deferred in year | 57,660 | 28,774 | - | 5,105 |
| Movement on PRS control | 6,490 | 14,196 | 6,490 | 14,196 |
| Balance as at 31 March 2023 | 79,273 | 72,005 | 28,423 | 22,640 |

## 17. Analysis of net assets between funds

| | Tangible Fixed Assets £ | Investment Assets £ | Net Current Assets £ | 2023 Total £ |
|---|---|---|---|---|
| Unrestricted funds | 840,292 | 1 | (380,744) | 459,549 |
| Restricted funds | - | - | 318,471 | 318,471 |
| Charity only | 840,292 | 1 | (62,273) | 778,020 |
| Linked charity | - | 186,087 | 8,910 | 194,997 |
| Non-charitable trading funds | 2,423 | (1) | (428) | 1,994 |
| Total | 842,715 | 186,087 | (53,791) | 975,011 |

| | Tangible Fixed Assets | Investment Assets | Net Current Assets | 2022 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Unrestricted funds | 728,537 | 1 | (799,644) | (71,106) |
| Restricted funds | 6,292 | - | 11,643 | 17,935 |
| Charity only | 734,829 | 1 | (788,001) | (53,171) |
| Linked charity | - | 198,199 | 21,704 | 219,903 |
| Non-charitable trading funds | 3,173 | (1) | (571) | 2,601 |
| Total | 738,002 | 198,199 | (766,868) | 169,333 |

## 18. Restricted funds

| | At 1 April 2022 | Incoming resources | Outgoing resources | Fund transfers | At 31 March 2023 |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Basement Project | 6,292 | 499,000 | (6,292) | (185,116) | 313,884 |
| Urban Vocal Group | 11,643 | 17,914 | (24,970) | - | 4,587 |
| Total | 17,935 | 516,914 | (31,262) | (185,116) | 318,471 |

| | At 1 April 2021 | Incoming resources | Outgoing resources | Fund transfers | At 31 March 2022 |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Basement Project | 13,992 | - | (7,700) | - | 6,292 |
| Portsmouth City Council – Capital grant | 91,776 | - | - | (91,776) | - |
| Urban Vocal Group | - | 46,606 | (34,963) | - | 11,643 |
| Total | 105,768 | 46,606 | (42,663) | (91,776) | 17,935 |

Basement Project are funds which have been set aside for improvements to the Basement of the Guildhall building.

Portsmouth City Council provided grant funding towards the purchase of a PA system and new auditorium carpets.

Transfers from restricted funds to unrestricted funds represents the capitalised cost of assets purchased in the year.

## 19. Related party transactions

The Guildhall Trust manages the activities of its wholly owned subsidiary, Solent Cultural Enterprise Limited, and during the year recharged a fee of £60,000 (2022: £60,000) for the use of facilities and recharged salaries totaling £283,351 (2022: £205,106). At 31 March 2023, The Guildhall Trust was owed £198,660 by the company (2022: The Guildhall Trust was owed £198,660 by the company).

## 20. Financial commitments

The charity had outstanding commitments for future minimum lease payments under non-cancellable operating leases as follows:

| | 2023 | 2022 |
|---|---|---|
| | £ | £ |
| Within one year | 4,821 | 14,724 |
| Between one and five years | - | 4,821 |
| | 4,821 | 19,545 |

## 21. Analysis of changes in net debt

| | Group 2023 | Group 2022 | Charity 2023 | Charity 2022 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Cash at bank and in hand | 819,574 | 1,108,464 | 564,737 | 863,497 |

## 22. Financial instruments

The carrying amounts of the group's financial instruments are as follows:

| | 2023 | 2022 |
|---|---|---|
| | £ | £ |
| **Financial assets** | | |
| Debt instruments measured at amortised cost: | | |
| - Trade debtors (note 15) | 131,464 | 152,134 |
| - Accrued income (note 15) | 560,568 | 129,802 |
| | 692,032 | 281,936 |
| **Financial liabilities** | | |
| Measured at amortised cost | | |
| - Trade creditors (note 16) | 426,150 | 314,125 |
| - Other creditors (note 16) | 32,619 | 10,796 |
| - Other taxes & social security (note 16) | 99,375 | 100,260 |
| - PRS control | 20,686 | 14,196 |
| | 578,830 | 439,377 |

**The Guildhall Trust**

England & Wales - Charity number 1153358

# Accounts

**Charity number: 1153358**
**Company number: 07519927**

# The Guildhall Trust

## (A Company limited by guarantee)

## Trustees' annual report and Consolidated financial statements

## For the year ended 31 March 2022

Compass Accountants Limited
Chartered Accountants
Venture House
The Tanneries
East Street
Titchfield
Hampshire
PO14 4AR

**The Guildhall Trust**
**Company number: 07519927**

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**The Guildhall Trust**
**Company number: 07519927**

**Chair's Report**

Like so many businesses emerging from the pandemic this year was about rebirth and therefore rebuilding our programme. We've a tremendous team spirit throughout the Guildhall Trust, strong and effective management, and a great workforce who have taken responsibility and risen to the challenge.

There were many uncertainties especially at the beginning of the year as we came out of the last lockdown. Our first major event, Portsmouth University's Graduations, saw thousands of people come together for the first time, and fairly soon thereafter we were back into the concert programme. Our operations and marketing team were first class, clear messaging to the public, meant those who attended knew about our Covid checks in advance, and there were few issues.

What then occurred over the autumn, winter and spring was quite remarkable. The public turned up for concerts for both our performance areas in their tens of thousands. Our conferencing and events programme was re-established as were our community, learning and participation activities. By the year end there had been 171,000 engagements with the Guildhall.

The year was a triumph in so many ways. As a charity we value our contribution to local arts, culture and education. In order to do this we must have the income to invest in this crucial area of work. We were grateful to receive £100,000 from the Arts Council's CRF fund as well as small business grants from Portsmouth City Council. The latter supported us once again throughout the year with their core grant and they continued to be supportive and keen advocates of our work. Whilst I am pleased to say that this year has generated a surplus of nearly £300k it is important to note that this will only go some way to repair the damage caused by the lost business over the previous 18-months.

Of the events we produce Dance Live! was an outstanding success as were Gamesfest and Sampled. Each event engages with our community, local cultural and education partners, and shows the benefit of partnership working.

For many years now we've been working on improving the Guildhall, our Renaissance Project. This has been achieved in stages, with the opening of the Studio in 2018. During the year we made an application for a grant for £500,000 from Arts Council England. After the year end it was announced that we had been successful and that this will be match funded by Portsmouth City Council. The funding will see a complete renovation of our basement, therefore new and extensive toilet facilities and a new Creative Centre for Young People. The Centre will support the development of creative practitioners from our community, enabling them to get free and easy access to equipment and training programmes.

This year has been special in so many ways, as I'm sure it has for most businesses. We've enjoyed close working ties between the Board and senior management. My fellow trustees have dedicated a huge amount of time and effort to the Guildhall Trust and their support continues to be invaluable. We continue to diversify, engage and develop as we know our role as trustees is integral to the running of this organisation.

Finally, and most importantly my thanks to Andy and the team for a very successful year. Their leadership and belief in all that we do and stand for is critical to our success and a platform for growth and development.

**Mr M Turner**

**On behalf of the Board of Trustees**
**Date:** 26 July 2022

**The Guildhall Trust**
**Company number: 07519927**

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

The Trustees present their report and the financial statements for the year ended 31 March 2022. The Trustees, who are directors of company for the purposes of company law and, who served during the year and up to the date of this report are set out below. The Trustees have had due regard to the guidance issued by the Charity Commission on Public Benefit.

**Reference and administrative details**

| | |
|---|---|
| **Trustees** | Mr M Turner - Chair<br>Mr D Murphy<br>Mr B French<br>Mr T Keeble<br>Ms S Cox<br>Mr P Gunn<br>Mr A Price – Appointed 27th July 2021<br>Ms A Lee – Appointed 1st February 2022<br>Ms P Hamilton – Appointed 1st February 2022<br>Mr M Wu – Appointed 26th April 2022<br>Ms J Walters – Appointed 26th April 2022<br>Mr A Brown – Resigned 1st February 2022<br>Mr S Frost – Resigned 1st February 2022<br>Mr C Gilder – Resigned 1st February 2022 |

The executive team are responsible for the day-to-day management of the Charitable Company and its Subsidiary Companies:

| | |
|---|---|
| **Executive team** | Andy Grays (Chief Executive)<br>Sam Singleton (Finance Manager)<br>Nick Coles (Director of Event and Facilities)<br>Rachel Maryan (General Manager)<br>Kelly Haswell (Head of Marketing) |
| **Audit and finance committee** | Adrian Price (Chair – Appointed – 1st February)<br>Simon Frost (Chair – Resigned – 1st February)<br>Mark Turner<br>Andy Grays<br>Sam Singleton |
| **Principal address and registered office** | Portsmouth Guildhall<br>Guildhall Square<br>Portsmouth<br>Hampshire PO1 2AB |
| **Charity number** | 1153358 |
| **Company number** | 07519927 |

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

| | |
|---|---|
| **Auditors and accountants** | Compass Accountants Limited<br>Venture House, The Tanneries<br>East Street<br>Titchfield<br>Hampshire PO14 4AR |
| **Bankers** | Barclays Bank<br>67-69 West Street<br>Fareham<br>Hampshire PO16 0AW |

**The Guildhall Trust**
**Company number: 07519927**

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

**Status and History**

The Guildhall Trust (formerly Portsmouth Cultural Trust) is a charity registered in England and Wales and is a not-for-profit company, limited by guarantee, which is registered in England and Wales. The company was incorporated on 7th February 2011 and commenced its operations on 1st April 2011.

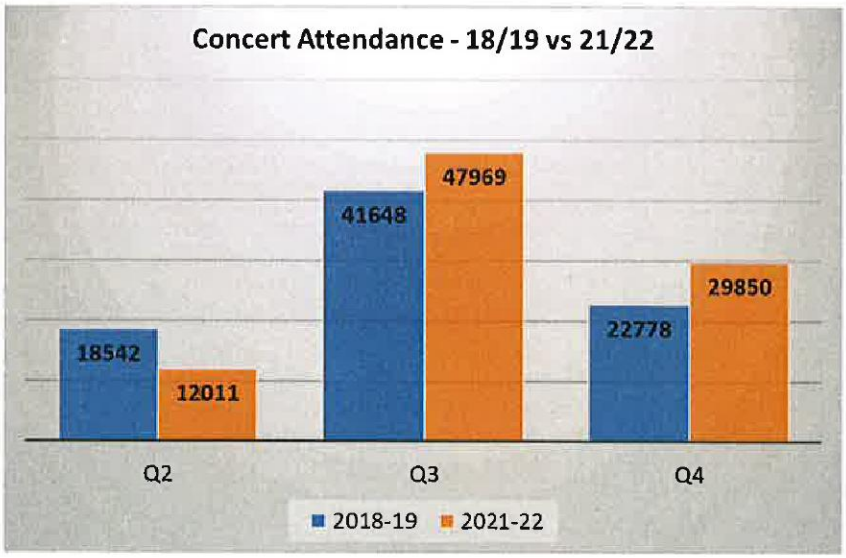
A trading subsidiary, Solent Cultural Enterprises Limited, was incorporated on 7 February 2011 as a company limited by shares, whose issued share capital is owned 100% by The Guildhall Trust. The Purpose of the company is to manage the associate commercial activities for the sole benefit of the Charity. A cost sharing agreement is in place with The Guildhall Trust to ensure that Solent Cultural Enterprises Limited makes fair payment to The Guildhall Trust for any use of Portsmouth Guildhall and other costs. Solent Cultural Enterprises Limited, previously dormant, began trading on 1st April 2017 and all profits are gift-aided to The Guildhall Trust.

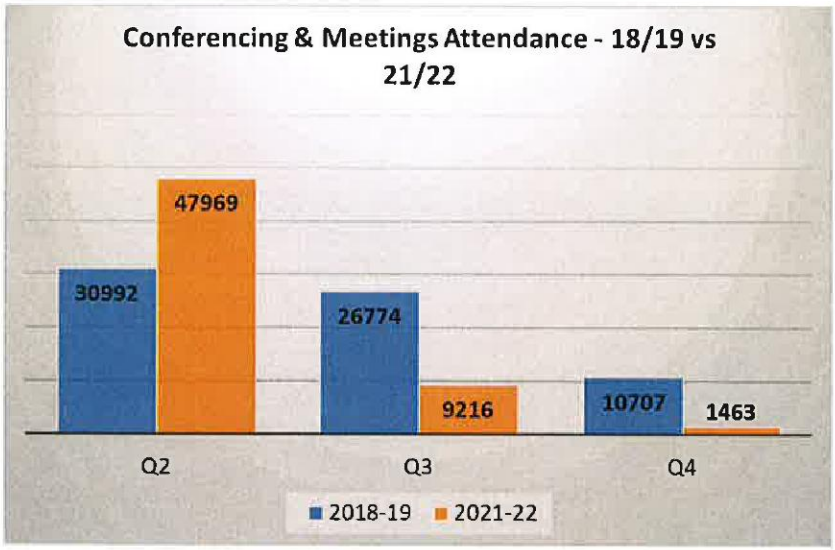
Solent Cultural Enterprises is a company whose share capital of £1 is wholly owned by the Guildhall Trust and is governed by its Memorandum and Articles of Association dated 7 February 2011. Company number 07520080.

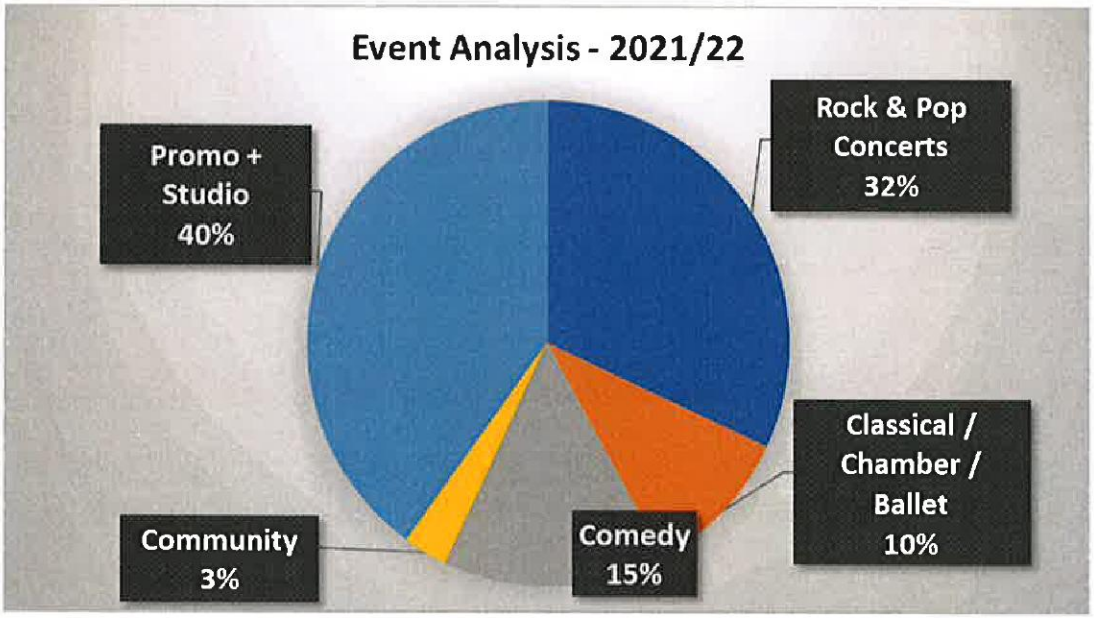
The Hornpipe Theatre Company is a not-for-profit company limited by guarantee, registered in England and Wales, company no 01644700 and charity no 285284, and is governed by its Memorandum and Articles of Association dated 4 July 1982, and amended by a special resolution on 31 August 2017, which resolved that The Guildhall Trust would have the controlling interest in Hornpipe Theatre Company.

**The Year in Summary**

- 170,558 users and visitors to the Guildhall.
- 91,426 people attended concerts in the concert hall.
- 4,048 people attended theatre, comedy and gigs in the Studio
- 58,713 users attended conferences, meetings, dinners and exhibitions.
- 100 concerts, 57 Studio performances & 219 meetings and events
- Dance Live! engaged with 61 schools and 3,169 young people aged 8-18.
- A financial surplus of £295k, against turnover of £2.5m




Conferencing & Meetings Attendance - 18/19 vs 21/22
30992
47969
26774
9216
10707
1463
Q2
Q3
Q4
2018-19
2021-22


Event Analysis - 2021/22
Promo + Studio 40%
Rock & Pop Concerts 32%
Classical / Chamber / Ballet 10%
Comedy 15%
Community 3%

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

## Who We Are and What We Do

### Background

The Guildhall Trust was formed in 2011 under its original name the Portsmouth Cultural Trust. The organisation became a charity in 2013 delivering a programme of local arts and education opportunities through people's engagement with the Portsmouth Guildhall and its programme of concerts and activities.

In 2018-19 the trustees and senior management undertook a strategic review of the organisation. This initiated a re-brand and name change to the Guildhall Trust plus a redefining of core purpose, mission, vision and values.

### Our Core Purpose

To deliver inspirational opportunities so that people want to engage with culture and the creative economy.

### Our Vision

The Guildhall Trust will become a leading cultural organisation which places our communities at the centre of everything we do so that we can inspire, entertain and transform lives.

### Our Mission

The Guildhall is committed to investing our skills and resources so that we can deliver cultural and learning experiences of the highest quality whilst becoming increasingly more resilient and sustainable.

### Our Values

- To Educate – to promote the arts and our heritage to support local education through performance and creative participation.
- To Inspire – to continue to inspire our communities through our work and our passion for the arts.
- To Collaborate – we work and develop partnerships so that we can achieve more together.
- To Develop – to continue to develop our people so that they can contribute more towards our success.
- To Diversify – to develop and diversify our offer, thereby engaging with our audience and client base.

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

**Review of the Year**

**Concert Hall Programme**

The Concert Hall programme continued to thrive and develop this year despite the delay to it commencing in August'21. We had many rescheduled concerts from 2020, the majority of which took place in the Autumn although several took place in Spring'22. Alongside these shows, there was a whole new layer of programming, with promoters, producers and programmers nervously waiting to see how the autumn picked up once government restrictions were relaxed. The sector's ecosystem was traumatised by 18 months of inactivity, many people had left the industry, therefore there was a sense for many months of tentativeness.

This was clearly evidenced in the Autumn's classical season. Older audiences were quite rightly nervous about going to concerts even with social distancing. The BSO took sensible precautions, limiting their autumn season to 3 concerts and a capacity of 350 seats. Their autumn programme included works by Beethoven and Shostakovich. By the Spring, the BSO were back with a bang, over a thousand people came to see 'John Williams, The Master', and the rest of the season had works by Schubert, Strauss and Bach. Our Chamber Music Series, which is held in the round, and supported by the University of Portsmouth and Music in the Round, kicked off in October'21 with pianist Martin Roscoe. The season featured international artists The Prazak Quartet from the Czech Republic, contemporary quartet Piatti String Quartet and the Gould Trio with violinist Gary Pomeroy.

By September we were being tested with some very big shows, Elbow and John Bishop and in October Manic Street Preachers, Yungblud and Tim Minchin. Audiences started to relax at the venue, and ticket sales were good. Comedy has always been strong at the Guildhall, and it was no surprise that Sarah Millican sold out two dates in November as did Jimmy Carr and Russell Brand.

Perhaps the biggest show in the Autumn were the rescheduled Riverdance performances, which had been due to take place in March'20. The show was a huge hit selling out and showing the publics ongoing love affair with dance. Spring'22 saw the return of The Stranglers, comedian Katherine Ryan and the National Youth Jazz Orchestra delivering a tribute to Amy Winehouse.

We had 91,500 attendees to 86 concerts, which included several socially distanced shows. Younger people were less cautious in attending events, although by November most people seemed comfortable within the concert hall environment. However, about 10% of ticket holders didn't attend due to the ongoing scares regards to the Omicron variant.

**Guildhall Studio**

Our shows in the Studio are a mix of work we programme, and shows programmed by local promoters whom we mentor and nurture such as LSMUK and The Peoples Lounge. We've adopted an arts centre approach to the Studio, whereby our priority is to provide an eclectic and diverse programme at a reasonable ticket price. The quality of the work is very important as is the opportunity for local artists to gain access to perform.

Our music programme featured international guitarist Mike Zito, the wonderful Andy Fairweather Low, as well as emerging artists such as Kyla Brox. Theatre for young children returned with Baby Bear and We Are Not Shellfish. LSMUK programmed several local bands and artists which sold well. We programme many young comedians such as Fern Brady and Jamali Maddix. By the end of March there had been 43 performances attracting an audience of 4,048.

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

**Events**

Through our team of event producers we've nurtured and developed several new community events. Our first was Comic Con, which returns in May'22, Big Mouth Comedy Festival, Dance Live and Gamesfest. Our objective is to engage with the wider community, providing a mixture of cultural and community activity, which is diverse, entertaining and builds community partnerships.

However, in the summer of 2021 we wanted to celebrate the re-opening of the Guildhall to the public. Our producers created a new free one day event 'Sampled', an arts and craft fayre combined with a showcase of activity for the year ahead. Nearly 1,000 people attended. In September, the Big Mouth Comedy Festival returned across one weekend. A tremendous line-up featured some of the best comedic talent in the UK today, Nabil Abdulrashid, Suzi Ruffell, Michael Odewale and many more.

In January, Gamesfest returned, featuring a wonderful array of retro and modern gaming, board games and VR. As with so many of our events its success was down to strong community ties and partnerships with the University, Dice, Game Over and Novtech providing all the activity. Over a weekend 1,600 people attended, with a truly wide and diverse demographic.

Our producers working with our L & P Team produce our largest annual event, Dance Live!.

**Learning and Participation**

The L & P programme took some time to build back up again, regular activity such as The Skiffle Group returned by late autumn as did the Recharge workshops.

Our key objective this year was to bring back Dance Live! In the summer term'21, our team produced Dance Live TV, a smaller version of the event which went to a dozen local schools. At the time schools were reticent about coming to a venue due to the government rules on social distancing. However, our team planned and worked with schools on Dance Live! 2022 and delivered 30 workshops. By December 70 schools from the Solent Region and beyond (Cumbria!) had registered and we extended the heats to take in the Lighthouse Art Centre in Poole. The Omicron variant resulted in several schools dropping out, however the heats went ahead in Feb'22 with 58 schools taking part in Portsmouth and over 3,000 young people participating. The response from schools and teachers has been overwhelming.

UVG joined the Trust in April and started to roll out their free singing workshops each week for young people and their Adult classes, moving to a new venue in Paulsgrove. By the end of the year they were running successful young and adult workshops in Portsmouth and Havant. A successful grant application to Youth Music has enabled the team to offer a mentoring programme to young people who face difficult and challenging circumstances.

**Conferencing & Events**

Despite the meeting sector being hit equally hard as the concert/theatre sector, the chart below details the breakdown for the year:

***Table 2: Conferencing and Events***

| Event Type | Number | Users |
|---|---|---|
| Large Meeting/Conference/Dinner | 65 | 55,464 |
| Medium | 60 | 2,007 |
| Small | 93 | 1,177 |
| **Total** | **218** | **58,648** |

A large number of events were attributed to University hire for Graduations and Open Days, for example over 40,000 people attended graduations in July. Our conferencing and commercial events hire activity has proven vital to sustaining the Guildhall. Whilst revenues were lower than pre-pandemic business, turnover exceeded £420k and we expect it to return to pre-pandemic levels within the next 12-18 months.

**Guildhall Renaissance**

The refurbishment of the Guildhall continues with news of a successful grant application to Arts Council England for £499k, which is matched by a £550k contribution from Portsmouth City Council. The investment will focus on new toilets in the basement which include a Changing Place facility, gender neutral and improved facilities for disabled. A new Creative Centre for Young People will be hub for music led activity which includes a band rehearsal room, DJ mixing booth, lounge, performance and workshop areas. The new areas will open in Spring'24.

**Future Plans**

The Trustees at the beginning of this business planning cycle, understood and made changes to the business plan to see an improvement in the financial viability of the Trust. We now enter planning to bring about a new 5-year business plan which will be created in the autumn.

The Trust given the changes made necessitated by the pandemic have been able to refocus commercial activity on its most profitable aspects. This has focused staff time in developing these activities further which will lead to improved profitability within the business.

The Guildhall Renaissance after significant planning has now funding from the Arts Council and Portsmouth City Council for Phase One of the project which repurposes the Basement, improving toilet facilities and creates a purpose build youth culture space that will greatly increase access to cultural facilities to young people in the city.

The Trust will beginning a new Ticketing Arrangement with Eventim from the Summer for the next 7 years which will improve the financial return from each customer to the Trust without any increased costs to the Customer. The Trust will also have better access to data which will enable improvements in how we market activity to our customer base.

The vast success of Dance Live! will continue to develop with the tour expanding to Wycombe, Guildford, Eastbourne and Buxton. The event will engage with over 100 schools for the first time, which provides a fantastic school engagement event which improves the health and wellbeing of young people in our local community and schools as far as Cumbria.

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

The Trust has applied for the Arts Council's NPO status from 2023-26 building on the Learning and Participation activities that the Trust currently provides to widen access to the local community in engaging with diverse cultural content. The Trust will be notified about this in the Autumn.

Each of these activities would contribute significantly to the financial viability of the Guildhall Trust. We anticipate that the organisation will make modest surpluses to enable investment in not only the Renaissance project but also in the wider charitable aims of the Guildhall Trust to improve cultural access throughout the local community.

**Structure, Governance and Management**

The Guildhall Trust has a Board of Trustees who meet quarterly. The Board monitors the progress of the Trust, this is achieved through quarterly Board Meetings, regular contact between the CEO, Finance Manager and trustees and the scrutiny by sub-committees. The CEO and Finance Manager present the Board with a series of reports covering the business of the Trust. The annual Corporate Plan establishes the Trust's main objectives for the year, against a series of KPI's. The Plan comprises of a series of departmental plans created and owned by senior managers and their team.

There are three sub-committees each with a trustee Chair, the relevant senior management and a second trustee. The oldest and most established committee is Audit and Finance. This oversees budget setting, reforecasting, the annual audit and appointment of auditors. It has a key role of scrutinising the management accounts and assessing the ongoing business risk. The Committee receives reports from the Finance Manager who sits on the Committee along with the CEO.

The HR and Nominations Committee normally meets up to four times a year and receives reports concerning HR related activity which the management feel warrants their advice and attention. The Committee seeks to ensure that the Board is diverse and representative. The Chair of this committee receives recommendations concerning possible new trustees' nominations, meeting with them and discussing their merits with the Board and Chair.

**Induction and Training**

All newly appointed trustees meet with the Chair and CEO and follow and induction programme, which comprises governance and responsibilities of a Trustee. All Trustees are mindful of their duty to act solely in the interest of The Guildhall Trust and those members who are cabinet members/officers of Portsmouth City Council understand their duties (under company and charity law) to avoid conflicts of interest. The organisations' Articles contain detailed provisions for declaring any interests a Trustee has and managing any conflicts that arise from such interests.

**Solent Cultural Enterprises**

Solent Cultural Enterprises is controlled, and is activity managed, by The Guildhall Trust. The Financial Statements for Solent Cultural Enterprises are available to view at the offices of The Guildhall Trust.

**Hornpipe Theatre Company**

The Board of Trustees has responsibility for the governance and administration of the Charity.

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

**Financial Review**

In a challenging year for The Guildhall Trust we are pleased to present a surplus of £295k (2021: -£171k). This despite the fact the organisation had been under significant restrictions that didn't enable normal activity until July 2021. This abnormal result does include additional income related to the Pandemic but has contributed to improving the Net Assets position back to pre-Pandemic levels.

The total incoming resources for the Trust totalled £2.5m (£1.37m 20/21) which has significantly improved on the previous year. The Income generated more resembled the pre-Pandemic activities of the Trust with Concert, Conferencing and Community activity generating significantly more income than in the previous year. The organisation did receive amounts of Local Authority (£33k) and National Government funding through the Furlough Scheme (£112k) and the Culture Recovery Funding (£100k). Below is a short summary of the significant components of our activity:

- ***Concert / Studio*** – The Concert and Studio revenue raised £93k in the first 5 months of the year compared to over £1m in the latter 7 months. Concert activity was heightened due to the rescheduling of events, but also we saw secondary spends higher than we anticipated in particular with Bar Spends per head. The Trust received £141k from its Restoration Levy which funds ongoing works within Portsmouth Guildhall over the year.
- ***Conference / Events*** - This area of our business we expected a steady return, much of our banqueting did not return in year. The income we did receive largely related to University/Council activity with Graduations having additional events. Overall C&E this financial year was 60% of the 19/20 high, however we do anticipate this to grow back to these levels over the medium term as businesses gain more confidence.
- ***Learning & Participation*** – This financial year the Urban Vocal Group joined the Trust, their funds became a restricted fund within the Trust to ensure their funds are spent in accordance with the donor's wishes. Dance Live! returned this year with over £120k raised from Participation fees and Ticketing revenues.

The total outgoing resources for the Trust totalled £2.2m (£1.58m 20/21). Costs significantly increased as our activity restarted. This amount would include all our direct costs in operating activities. This can include Casual staffing, cost of goods sold and recharged costs to promoters. Permanent staffing costs remained tightly controlled post the restructuring of the organisation.

The net income/expenditure for the organisation was a surplus of £295k (-£171k 20/21). This leaves a consolidated fund value of £169k (-£125k 20/21) as at 31st March 2022.

**Going Concern**

The Financial position of the Trust has significantly improved over the prior 12 months since the reopening of the organisation, and the current financial plan is that the Trust will see an improved level of business. The organisation continues to operate due to significant Cash reserves from future activities. The Trustees have discussed the current position with a view of the financial viability and cashflow of the organisation over the coming 3 years. In the short term, the Trust has the cashflow to continue to operate. In the medium to long term, the Trust with continued grant support from Portsmouth City Council and Investment in the facility will improve its financial position.

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

**Reserves Policy**

The Guildhall Trust operates in a unique sector that differentiates itself from not only other Charitable organisations but even organisations in its sector. The Trust has heavily relied on its relationship with the Local Authority to provide grant funding to subsidise the cultural activity and the ongoing Investment within the Guildhall. Given pressures on local government and the national economy since its inception, the Trust has needed to raise significantly more income to offset cuts in its grant funding.

The Trust also operates with significant cash reserves from events held in the future, so can operate with little to no Free Reserves. The constant turnover of new events going on sale and settlements paid to promoters allows the organisation to continue to operate.

With these points in mind, the Trustees do not have a requirement for a Free Reserve.

The calculation of the organisations Free Reserve position is below:

- Total Assets
- Less Restricted
- Less Unrestricted Fixed Assets
- Free Reserves

The Free Reserve position as at 31st March 2022 is (£579k), a position that has improved by £253k over the prior 12 months. For the last five years the Trust has viewed Renaissance (extensive refurbishment and extension of the Guildhall) as the key to move from having negative free reserves to position of balance. The pandemic has undoubtedly set back this aspiration significantly. With the first phase of Renaissance beginning from 2023, this will bring a reduced requirement to invest in the Facility, alongside operational cost saving measurers necessitated by the pandemic and continued recovery of the business over the coming years will significantly improve this position. The maintenance of the PCC grant is critical in the meantime.

Trustees hold the view that in the medium to long term the Free Reserves of the organisation will improve to a balanced position.

**Investments Policy**

Under the Memorandum and Articles of Association, the charity has the power to make any investment that the Board of Trustees sees fit.

**Remuneration and Recruitment Policy – Senior Management**

The Trust's recruitment policy states that vacant posts for management positions should be externally advertised and that, where necessary, specialist recruitment agencies should be used. Agencies are verified on the Trust's equal opportunities priorities and guidance on renumeration is sought by the Trust from those agencies which are best placed to benchmark salaries within specific job roles and industries.

**Report of the trustees (incorporating the directors' report) for the year ended 31 March 2022**

**Auditors**

The accounts have been audited by Compass Accountants Limited. So far as the Trustees are aware, there is no relevant audit information of which the company's auditors are unaware. Trustees have taken all the steps necessary to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

This report has been prepared in accordance with the small companies' regime under the Companies Act 2006.

Mr M Turner
**On behalf of the Board of Trustees**

**Date:** 26 July 2022

**The Guildhall Trust**
**Company number: 07519927**

**Statement of trustees' responsibilities for the year ended 31 March 2022**

The Trustees (who are also directors of The Guildhall Trust for the purposes of company law) are responsible for preparing the Trustees' Annual Report (including the Strategic 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 and of the incoming resources and application of resources, 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 Charities SORP 2019 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation.

The Trustees are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the 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.

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:** 26 July 2022

## Independent auditors' report to the members of The Guildhall Trust

### Opinion

We have audited the financial statements of The Guildhall Trust (the 'parent charitable company') for the year ended 31 March 2022 which comprise the Consolidated Statement of Financial Activities, the Consolidated Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

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

### Basis for opinion

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

### Conclusions relating to going concern

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

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

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

### Other information

The Trustees are responsible for the other information. The other information comprises the information included in the Trustees' annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

**Opinions on other matters prescribed by the Companies Act 2006**

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

- the information given in the Trustees' report (incorporating the directors' report) for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

**Matters on which we are required to report by exception**

In the light of our knowledge and understanding of the group and parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

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

- adequate accounting records have not been kept by the parent charitable company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company's financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the Trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

**Responsibilities of Trustees**

As explained more fully in the Trustees' responsibilities statement set out on page 12, the Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

**Auditor's responsibilities for the audit of the financial statements**

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

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

- We gained an understanding of the legal and regulatory framework applicable to the company and the sector in which it operates through discussions with management, sector research, and the application of relevant audit knowledge and experience

- We made enquiries of management around actual and potential litigation and claims
- We made enquiries of management and relevant staff, and designed our audit procedures, including reviewing financial statement disclosures and testing of supporting documentation, to assess compliance with applicable laws and regulations. We focussed on laws and regulations which could give rise to material misstatement in the financial statements including, but not limited to, the Companies Act 2006, the Charities Act 2011, the Charities SORP, and the Financial Reporting Standard 102.
- We identified the risk of material misstatement of the financial statements due to fraud and designed audit procedures to respond to the risk. We performed audit procedures designed to address the risk of fraud arising from management override of controls, including, but not limited to, testing of journal entries and other adjustments, reviewing accounting estimates for evidence of bias, and evaluating the business rationale of significant transactions outside the normal course of business

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the accounts or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the accounts, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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

**Use of our report**

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

**Kerry Lawrance FCA (Senior Statutory Auditor)**
**For and on behalf of Compass Accountants, Statutory Auditor**

**Compass Accountants Limited**
**Venture House, The Tanneries**
**East Street, Titchfield**
**Hampshire, PO14 4AR**

**Date:** 8TH AUGUST 2022

*Compass Accountants Limited is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006.*

**The Guildhall Trust**
**Company number: 07519927**

## Consolidated Statement of financial activities (incorporating the income and expenditure account)

## For the year ended 31 March 2022

| | Notes | Unrestricted funds £ | Restricted funds £ | 2022 Total £ | Unrestricted funds £ | Restricted funds £ | 2021 Total £ |
|---|---|---|---|---|---|---|---|
| **Income from:** | | | | | | | |
| Donations and legacies | | | | | | | |
| Donations | 2 | 392,022 | - | 392,022 | 889,571 | - | 889,571 |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 3 | 1,607,472 | 41,606 | 1,649,078 | 438,262 | - | 438,262 |
| Other trading activities | | | | | | | |
| Commercial trading operations | 4 | 444,510 | - | 444,510 | 15,128 | - | 15,128 |
| Investment income | 5 | 9,713 | - | 9,713 | 8,108 | - | 8,108 |
| Other income | | 20,533 | - | 20,533 | 21,496 | - | 21,496 |
| **Total income** | | 2,474,250 | 41,606 | 2,515,856 | 1,372,565 | - | 1,372,565 |
| **Expenditure on:** | | | | | | | |
| Fundraising | | 7,190 | - | 7,190 | 15,799 | - | 15,799 |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 6 | 2,184,180 | 42,663 | 2,226,843 | 1,555,354 | 7,700 | 1,563,054 |
| **Total expenditure** | | 2,191,370 | 42,663 | 2,234,033 | 1,571,153 | 7,700 | 1,578,853 |
| Net gains/(losses) on investments | | 13,463 | - | 13,463 | 34,746 | - | 34,746 |
| **Net income/(expenditure)** | | 296,343 | (1,057) | 295,286 | (163,842) | (7,700) | (171,542) |
| **Transfers between funds** | | 86,776 | (86,776) | - | 27,724 | (27,724) | - |
| **Net movement in funds** | | 383,119 | (87,833) | 295,286 | (136,118) | (35,424) | (171,542) |
| **Reconciliation of funds:** | | | | | | | |
| Total funds brought forward | | (231,721) | 105,768 | (125,953) | (95,603) | 141,192 | 45,589 |
| **Total funds carried forward** | | 151,398 | 17,935 | 169,333 | (231,721) | 105,768 | (125,953) |

All recognised gains and losses are included in the statement of financial activities

**The notes on pages 21 to 31 form an integral part of these financial statements.**

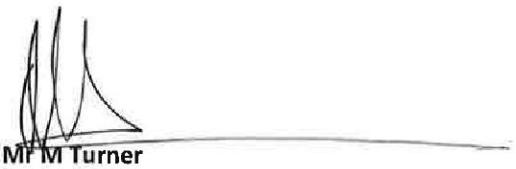
**The Guildhall Trust**
**Company number: 07519927**

## Consolidated Balance Sheet
## as at 31 March 2022
## Company number: 07519927

| | Notes | Group 2022 £ | Group 2021 £ | Charity 2022 £ | Charity 2021 £ |
|---|---|---|---|---|---|
| **Fixed assets** | | | | | |
| Tangible assets | 12 | 738,002 | 615,145 | 734,829 | 599,171 |
| Investments | 13 | 198,199 | 184,736 | 1 | 301 |
| | | 936,201 | 799,881 | 734,830 | 599,472 |
| **Current assets** | | | | | |
| Stocks | 14 | 54,519 | 28,054 | 54,519 | 28,054 |
| Debtors | 15 | 469,840 | 275,505 | 591,268 | 195,733 |
| Cash at bank and in hand | | 1,108,464 | 959,127 | 863,497 | 940,945 |
| | | 1,632,823 | 1,262,686 | 1,509,284 | 1,164,732 |
| **Creditors: amounts falling due within one year** | 16 | (2,399,088) | (1,935,485) | (2,297,285) | (1,851,249) |
| **Net current assets** | | (766,265) | (672,799) | (788,001) | (686,517) |
| **Total assets less current liabilities** | | 169,936 | 127,082 | (53,171) | (87,045) |
| **Creditors: amounts falling due after one year** | 17 | - | (250,000) | - | (250,000) |
| **Provisions for liabilities** | | (603) | (3,035) | - | - |
| **Net assets** | | 169,333 | (125,953) | (53,171) | (337,045) |
| **Funds** | | | | | |
| Unrestricted funds | | 148,797 | (240,183) | (71,106) | (442,813) |
| Restricted funds | | 17,935 | 105,768 | 17,935 | 105,768 |
| Non Charitable Trading funds | | 2,601 | 8,462 | - | - |
| **Total funds** | 18 | 169,333 | (125,953) | (53,171) | (337,045) |

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

The financial statements were approved by the Board and signed on its behalf by



**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:** 28 July 2022

**The notes on pages 21 to 31 form an integral part of these financial statements.**

**The Guildhall Trust**
**Company number: 07519927**

## Cash flow statement

## For the year ended 31 March 2022

| | Group 2022 | Group 2021 |
|---|---|---|
| **Cash flows from operating activities:** | | |
| **Net cash provided by (used in) operating activities** | 386,930 | 209,012 |
| **Cash flows from investing activities:** | | |
| Interest income | 9,713 | 8,108 |
| Purchase of tangible fixed assets | (247,306) | (40,222) |
| **Net cash provided by (used in) investing activities** | (237,593) | (32,114) |
| **Increase/(decrease) in cash and cash equivalents in the year** | 149,337 | 176,898 |
| **Cash and cash equivalents at 1 April 2021** | 959,127 | 782,229 |
| **Cash and cash equivalents at 31 March 2022** | **1,108,464** | **959,127** |
| Net income/(expenditure) for the reporting period | 295,286 | (171,542) |
| Depreciation and loss on disposal of assets | 124,449 | 80,868 |
| Income from investments | (9,713) | (8,108) |
| (Gains)/losses on investments | (13,463) | (34,746) |
| (Increase)/decrease in stocks | (26,465) | 26,671 |
| (Increase)/decrease in debtors | (194,335) | 75,168 |
| Increase/(decrease) in creditors | 463,603 | (9,037) |
| Increase/(decrease) in long term liabilities | (250,000) | 250,000 |
| Increase/(decrease) in provisions | (2,432) | (262) |
| **Net cash provided by (used in) operating activities** | 386,930 | 209,012 |

## Notes to the financial statements
## For the year ended 31 March 2022

### 1. Accounting policies

### 1.1. Charity information

The Guildhall Trust is a private company limited by guarantee and incorporated in England and Wales. The registered office The Portsmouth Guildhall, Guildhall Square, Portsmouth, Hampshire, PO1 2AB.

The Guildhall Trust meets the definition of a public benefit entity under section 34 of FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value, unless otherwise stated in the relevant accounting policy.

The principal objectives of the charity are detailed in the Trustees report.

### 1.2. Basis of preparation of financial statements

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice. The financial statements have been prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value.

The financial statements are presented in sterling which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

Consolidated financial statements have been prepared in respect of the charitable company, its wholly owned subsidiaries, Solent Cultural Enterprise Limited (company number 07520080) and Guildhall Security Services Limited (company number 12010327 - dissolved 28th September 2021), Hornpipe Theatre Company Limited (a linked charity of The Guildhall Trust – charity number 1153358-1), and its wholly owned dormant subsidiaries, Guildhall Event Services Limited (company number 09199939) and Comedy Festivals Limited (company number 09200130).

The Consolidated Statement of Financial Activities includes the results of Solent Cultural Enterprise Limited, Guildhall Security Services Limited and the Hornpipe Theatre Company Limited on a line by line basis. The Consolidated Balance Sheet includes the net assets of the subsidiaries and the linked charity on a line by line basis.

**Going concern**

The financial statements have been prepared on a going concern basis as the trustees believe that no material uncertainties exist. The trustees have considered the level of funds held and the expected level of income and expenditure for 12 months from authorising these financial statements. The budgeted income and expenditure is sufficient with the level of reserves for the charity to be able to continue as a going concern.

### 1.3. Income

Income is recognised when the company has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received and the amount can be measured reliably.

Income from investments is included in the year in which it is receivable.

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

Deferred income relates to income received in advance for future events and bookings.

### 1.4. Expenditure

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

Governance costs include those costs incurred in the governance of the company and its assets and are primarily associated with constitutional and statutory requirements.

### 1.5. Tangible fixed assets and depreciation

Tangible fixed assets with a cost or value greater than £100 and a useful life exceeding one year are capitalised at historic cost. Depreciation has been provided at rates calculated to spread the cost of each asset over its expected useful life as follows:

| | |
|---|---|
| Improvements to property | 25% and 10% straight line |
| Plant and machinery | 20% straight line |
| Fixtures and fittings | 20% and 12.5% straight line |
| Computer equipment | 33% and 25% straight line |

Assets under construction are not depreciated.

### 1.6. Basic financial instruments

The company's financial assets and liabilities consist of cash and cash equivalents, short term investments, trade and other debtors, trade and other creditors and accrued expenses. The fair value of these items approximates their carrying value due to their short term value. Unless otherwise noted, the company is not exposed to significant interest, foreign exchange or credit risks arising from these instruments.

Term deposits of less than one year are classified as investments within current assets.

### 1.7. Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

### 1.8. Fund accounting

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

Restricted funds are to be used for specified purposes as laid down by the donor. Expenditure which meets these criteria is identified to the fund, together with a fair allocation of overheads and support costs.

### 1.9. Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the Statement of Financial Activities on a straight line basis over the period of the lease.

### 1.10. Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. Contributions payable to the company's pension scheme are charged to the Statement of Financial Activities in the period to which they relate and for the year to 31 March 2022 totalled £24,179 (2021: £23,329).

### 1.11. Termination benefits

The group recognises a liability for termination benefits at the point where the group is committed to making the payments in return for employee redundancy.

## 2. Donations and legacies

| | Unrestricted funds | 2022 Total | Unrestricted funds | 2021 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Donations and legacies | 1,589 | 1,589 | 4,444 | 4,444 |
| Portsmouth City Council – Core funding | 177,000 | 177,000 | 177,000 | 177,000 |
| Cultural Recovery Fund | 101,000 | 101,000 | 214,000 | 214,000 |
| Coronavirus Job Retention Scheme | 112,433 | 112,433 | 494,127 | 494,127 |
| | 392,022 | 392,022 | 889,571 | 889,571 |

## 3. Charitable activities

| | Unrestricted funds | Restricted funds | 2022 Total | Unrestricted funds | 2021 Total |
|---|---|---|---|---|---|
| **Operations of the Guildhall:** | £ | £ | £ | £ | £ |
| Venue and events income | 1,009,403 | 41,606 | 1,051,009 | 327,530 | 327,530 |
| Studio | 43,871 | - | 43,871 | 550 | 550 |
| Learning and participation | 167,247 | - | 167,247 | - | - |
| Booking fees | 144,362 | - | 144,362 | 30,474 | 30,474 |
| Tenants income | 58,606 | - | 58,606 | 8,368 | 8,368 |
| Membership income | 4,187 | - | 4,187 | 3,762 | 3,762 |
| Restoration fee levy | 141,080 | - | 141,080 | 23,928 | 23,928 |
| Grant income | 38,716 | - | 38,716 | 43,650 | 43,650 |
| | 1,607,472 | 41,606 | 1,649,078 | 438,262 | 438,262 |

## 4. Other trading activities

| | Unrestricted funds | 2022 Total | Unrestricted funds | 2021 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Catering and events income | 444,510 | 444,510 | 4,767 | 4,767 |
| Fundraising and sponsorship | - | - | 10,004 | 10,004 |
| VIP income | - | - | 357 | 357 |
| | 444,510 | 444,510 | 15,128 | 15,128 |

## 5. Investment income

| | Unrestricted funds | 2022 Total | Unrestricted funds | 2021 Total |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Dividends and interest | 9,713 | 9,713 | 8,108 | 8,108 |
| | 9,713 | 9,713 | 8,108 | 8,108 |

## 6. Costs of charitable activities - by fund type

| | Unrestricted funds £ | Restricted funds £ | 2022 Total £ | Unrestricted funds £ | Restricted funds £ | 2021 Total £ |
|---|---|---|---|---|---|---|
| Operations of the Guildhall | 2,184,180 | 42,663 | 2,226,843 | 1,555,354 | 7,700 | 1,563,054 |
| | 2,184,180 | 42,663 | 2,226,843 | 1,555,354 | 7,700 | 1,563,054 |

## 7. Costs of charitable activities - by activity

| | Activities undertaken directly £ | Governance and support costs £ | 2022 Total £ | 2021 Total £ |
|---|---|---|---|---|
| Venue and events | 443,386 | 434,804 | 878,190 | 612,745 |
| Conferences and events | 136,990 | 144,899 | 281,889 | 142,125 |
| Studio | 41,727 | 2,021 | 43,748 | 2,687 |
| Learning and participation | 78,658 | 136,708 | 215,366 | 114,629 |
| HLF Grant expenditure | 7,317 | - | 7,317 | 15,193 |
| Marketing | 56,365 | 98,727 | 155,092 | 129,503 |
| Operations | 30,755 | - | 30,755 | 10,386 |
| Facilities | 213,159 | 139,793 | 352,952 | 343,951 |
| Finance and HR | 137,697 | 106,919 | 244,616 | 190,348 |
| CEO, programming and commercial | 2,075 | - | 2,075 | 327 |
| Sundry | 14,843 | - | 14,843 | 1,160 |
| | 1,162,972 | 1,063,871 | 2,226,843 | 1,563,054 |

## 8. Analysis of governance and support costs

| | 2022 Total £ | 2021 Total £ |
|---|---|---|
| Wages | 836,289 | 917,088 |
| Social security | 72,501 | 68,678 |
| Pensions | 24,179 | 23,329 |
| Depreciation of tangible assets | 109,818 | 80,868 |
| Loss on disposal of assets | 14,631 | - |
| **Governance costs** | | |
| Auditor's remuneration | 2,875 | 2,875 |
| Accountancy fees | 3,578 | 8,163 |
| | 1,063,871 | 1,101,001 |

## 9. Employees

| | 2022 | 2021 |
|---|---|---|
| | £ | £ |
| **Employee costs** | | |
| Wages and salaries | 1,077,347 | 1,022,682 |
| Social security costs | 72,501 | 68,678 |
| Pension costs | 24,179 | 23,329 |
| | 1,174,027 | 1,114,689 |

The average number of employees during the year was as follows:

| | 2022 | 2021 |
|---|---|---|
| | 98 | 87 |

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was as follows:

| | 2022 | 2021 |
|---|---|---|
| £80,001 - £90,000 | 1 | 1 |

**Key management personnel**

The key management personnel of the company comprise the Chief Executive Officer, Finance Director, Head of Commercial Management, Head of Technical Services, Head of Operations, Head of Marketing, General Manager and Head of Security and Safety. Employee benefits received by key management personnel total £284,303 (2021: £284,948).

**Trustees**

No trustees received remuneration during the period (2021: Nil). No trustees were reimbursed for expenses in the year (2021: No trustees).

## 10. Income and expenses from trading activities of subsidiaries

Solent Cultural Enterprise Limited is a wholly owned trading subsidiary incorporated in the United Kingdom (company number 07520080). A summary of the trading results is shown below:

| **Profit and Loss Account** | **2022** | **2021** |
|---|---|---|
| | **£** | **£** |
| Turnover | 517,029 | 322,185 |
| Cost of sales | (200,917) | (153,233) |
| Gross Profit | 316,112 | 168,952 |
| Sundry income | 10,006 | - |
| Overheads | (162,932) | (84,491) |
| Operating profit before taxation | 163,186 | 84,461 |
| Tax on profit | 2,432 | 262 |
| Retained profit for the period | 165,618 | 84,723 |
| Gift aid contribution to The Guildhall Trust | (175,295) | (85,842) |
| Retained profit/(loss) brought forward | 12,278 | 13,397 |
| Retained profit/(loss) carried forward | 2,601 | 12,278 |
| Called up Ordinary Share Capital | 1 | 1 |
| Capital and reserves | 2,602 | 12,279 |

## 11. Linked charity of The Guildhall Trust

Hornpipe Theatre Company Limited is a wholly owned trading subsidiary and a linked charity of The Guildhall Trust. A summary of the results is shown below:

| **Statement of Financial Activities** | **2022** | **2021** |
|---|---|---|
| | **£** | **£** |
| Income | 9,410 | 8,093 |
| Expenditure | (5,600) | (900) |
| Net gains/(losses) on investments | 13,463 | 34,746 |
| Net movement in funds | 17,273 | 41,939 |
| Funds brought forward | 202,630 | 160,691 |
| Funds carried forward | 219,903 | 202,630 |

| **Balance Sheet** | **2022** | **2021** |
|---|---|---|
| | **£** | **£** |
| Investments | 198,199 | 184,736 |
| Current assets | 27,454 | 18,794 |
| Current liabilities | (5,750) | (900) |
| Net assets | 219,903 | 202,630 |
| Unrestricted funds | 219,903 | 202,630 |
| Total funds | 219,903 | 202,630 |

## Notes to the financial statements
## For the year ended 31 March 2022

### 12. Tangible fixed assets - Group

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2021 | 302,380 | 394,231 | 151,153 | 103,774 | 204,771 | 1,156,309 |
| Additions | 21,396 | 9,652 | 156,123 | 13,390 | 46,745 | 247,306 |
| Disposals | - | - | - | - | (37,677) | (37,677) |
| At 31 March 2022 | 323,776 | 403,883 | 307,276 | 117,164 | 213,839 | 1,365,938 |
| **Depreciation** | | | | | | |
| At 1 April 2021 | - | 183,177 | 118,642 | 91,711 | 147,634 | 541,164 |
| Charge for the year | - | 39,398 | 35,481 | 5,697 | 29,242 | 109,818 |
| On disposals | - | - | - | - | (23,046) | (23,046) |
| At 31 March 2022 | - | 222,575 | 154,123 | 97,408 | 153,830 | 627,936 |
| **Net book values** | | | | | | |
| At 31 March 2022 | 323,776 | 181,308 | 153,153 | 19,756 | 60,009 | 738,002 |
| At 31 March 2021 | 302,380 | 211,054 | 32,511 | 12,063 | 57,137 | 615,145 |

### Tangible fixed assets - Charity

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2021 | 302,380 | 394,231 | 151,153 | 102,335 | 180,735 | 1,130,834 |
| Additions | 21,396 | 9,652 | 156,123 | 11,080 | 46,745 | 244,996 |
| Disposals | - | - | - | - | (15,083) | (15,083) |
| At 31 March 2022 | 323,776 | 403,883 | 307,276 | 113,415 | 212,397 | 1,360,747 |
| **Depreciation** | | | | | | |
| At 1 April 2021 | - | 183,177 | 118,642 | 91,615 | 138,229 | 531,663 |
| Charge for the year | - | 39,398 | 35,481 | 5,217 | 29,242 | 109,338 |
| On disposals | - | - | - | - | (15,083) | (15,083) |
| At 31 March 2022 | - | 222,575 | 154,123 | 96,832 | 152,388 | 625,918 |
| **Net book values** | | | | | | |
| At 31 March 2022 | 323,776 | 181,308 | 153,153 | 16,583 | 60,009 | 734,829 |
| At 31 March 2021 | 302,380 | 211,054 | 32,511 | 10,720 | 42,506 | 599,171 |

## 13. Investments - Group

| | Listed investments | Total |
|---|---|---|
| | £ | £ |
| **Valuation** | | |
| At 1 April 2021 | 184,736 | 184,736 |
| Revaluations | 13,463 | 13,463 |
| At 31 March 2022 | 198,199 | 198,199 |

Investments are held by the Hornpipe Theatre Company Limited.

The company holds the share capital of the following companies:

| Company name | Company number | Nature of business | Share class held | % Share holding | Value of shares |
|---|---|---|---|---|---|
| | | | | | £ |
| Solent Cultural Enterprise Limited | 07520080 | Associate commercial activities of the parent company | Ordinary | 100% | 1 |
| Guildhall Event Services Limited | 09199939 | Dormant company | Ordinary | 100% | 100 |
| Comedy Festivals Limited | 09200130 | Dormant company | Ordinary | 100% | 100 |

## 14. Stocks

| | Group 2022 | Group 2021 | Charity 2022 | Charity 2021 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Stocks | 54,519 | 28,054 | 54,519 | 28,054 |

## 15. Debtors

| | Group 2022 | Group 2021 | Charity 2022 | Charity 2021 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Trade debtors | 152,134 | 117,295 | 116,817 | 85,091 |
| Other debtors | 123,196 | - | 123,196 | - |
| Prepayments and accrued income | 194,510 | 158,210 | 151,695 | 110,642 |
| Amount owed by group undertakings | - | - | 199,560 | - |
| | 469,840 | 275,505 | 591,268 | 195,733 |

## 16. Creditors: amounts falling due within one year

| | Group 2022 £ | Group 2021 £ | Charity 2022 £ | Charity 2021 £ |
|---|---|---|---|---|
| Trade creditors | 314,125 | 20,934 | 291,863 | 20,934 |
| Other taxes and social security | 100,260 | 102,735 | 90,139 | 84,498 |
| Other creditors | 10,796 | 16,923 | 10,796 | 17,223 |
| PRS control | 14,196 | - | 14,196 | - |
| Deferred income | 57,809 | 98,015 | 8,444 | 12,419 |
| Accrued expenditure | 81,978 | 55,004 | 61,923 | 52,339 |
| Ticket income in advance | 1,814,446 | 1,633,391 | 1,814,446 | 1,633,391 |
| Loans | 5,478 | 8,483 | 5,478 | 8,483 |
| Amount owing to group undertakings | - | - | - | 21,962 |
| | 2,399,088 | 1,935,485 | 2,297,285 | 1,851,249 |

### Deferred income

| | Group 2022 £ | Group 2021 £ | Charity 2022 £ | Charity 2021 £ |
|---|---|---|---|---|
| Balance at 1 April 2021 | 98,015 | 96,343 | 12,419 | 8,956 |
| Amounts released to incoming resources | (68,980) | (42,115) | (9,080) | (4,058) |
| Amounts deferred in year | 28,774 | 43,787 | 5,105 | 7,521 |
| PRS control | 14,196 | - | 14,196 | - |
| Balance as at 31 March 2022 | 72,005 | 98,015 | 22,640 | 12,419 |

## 17. Creditors: amounts falling due after one year

| | Group 2022 £ | Group 2021 £ | Charity 2022 £ | Charity 2021 £ |
|---|---|---|---|---|
| Loans | - | 250,000 | - | 250,000 |

## 18. Analysis of net assets between funds

| | Tangible Fixed Assets £ | Investment Assets £ | Net Current Assets £ | Long term Liabilities £ | 2022 Total £ |
|---|---|---|---|---|---|
| Unrestricted funds | 728,537 | 1 | (799,644) | - | (71,106) |
| Restricted funds | 6,292 | - | 11,643 | - | 17,935 |
| Net assets – Charity only | 734,829 | 1 | (788,001) | - | (53,171) |
| Linked charity | - | 198,199 | 21,704 | - | 219,903 |
| Non-charitable trading funds | 3,173 | (1) | (571) | - | 2,601 |
| Total net assets | 738,002 | 198,199 | (766,868) | - | 169,333 |

| | Tangible Fixed Assets | Investment Assets | Net Current Assets | Long term Liabilities | 2021 Total |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Unrestricted funds | 585,179 | 301 | (778,293) | (250,000) | (442,813) |
| Restricted funds | 13,992 | - | 91,776 | - | 105,768 |
| Net assets – Charity only | 599,171 | 301 | (686,517) | (250,000) | (337,045) |
| Linked charity | - | 184,736 | 17,894 | - | 202,630 |
| Non-charitable trading funds | 15,974 | (301) | (7,211) | - | 8,462 |
| Total net assets | 615,145 | 184,736 | (675,834) | (250,000) | (125,953) |

## 19. Restricted funds

| | At 1 April 2021 | Incoming resources | Outgoing resources | Fund transfers | At 31 March 2022 |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Capital works | 13,992 | - | (7,700) | - | 6,292 |
| Portsmouth City Council – Capital grant | 91,776 | - | - | (91,776) | - |
| Urban Vocal Group | - | 46,606 | (34,963) | - | 11,643 |
| Total | 105,768 | 46,606 | (42,663) | (91,776) | 17,935 |

| | At 1 April 2020 | Incoming resources | Outgoing resources | Fund transfers | At 31 March 2021 |
|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ |
| Capital works | 21,692 | - | (7,700) | - | 13,992 |
| Portsmouth City Council – Capital grant | 119,500 | - | - | (27,724) | 91,776 |
| Total | 141,192 | - | (7,700) | (27,724) | 105,768 |

Capital works are funds which have been set aside for improvements to the property.

Portsmouth City Council provided grant funding towards the purchase of a PA system and new auditorium carpets. A transfer of £91,776 (2021: £27,724) from restricted funds to unrestricted funds represents the capitalised cost of assets purchased in the year.

## 20. Related party transactions

The Guildhall Trust manages the activities of its wholly owned subsidiary, Solent Cultural Enterprise Limited, and during the year recharged a fee of £60,000 (2021: £60,000) for the use of facilities and recharged salaries totalling £205,106 (2021: £139,764). At 31 March 2022, The Guildhall Trust was owed £198,660 by the company (2021: The Guildhall Trust owed £24,550 to the company).

## 21. Financial commitments

The charity had outstanding commitments for future minimum lease payments under non-cancellable operating leases as follows:

| | 2022 | 2021 |
|---|---|---|
| | £ | £ |
| Within one year | 14,724 | 14,724 |
| Between one and five years | 4,821 | 23,995 |
| | 19,545 | 38,719 |

## 22. Analysis of changes in net debt

| | Group 2022 | Group 2021 | Charity 2022 | Charity 2021 |
|---|---|---|---|---|
| | £ | £ | £ | £ |
| Cash at bank and in hand | 1,108,464 | 959,127 | 863,497 | 940,945 |

## 23. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

| | 2022 | 2021 |
|---|---|---|
| | £ | £ |
| **Financial assets** | | |
| Debt instruments measured at amortised cost: | | |
| - Trade debtors (note 15) | 152,134 | 117,295 |
| - Accrued income (note 15) | 129,802 | 111,841 |
| | 281,936 | 229,136 |
| **Financial liabilities** | | |
| Measured at amortised cost | | |
| - Trade creditors (note 16) | 314,125 | 20,934 |
| - Other creditors (note 16) | 10,796 | 16,923 |
| - Other taxes & social security (note 16) | 100,260 | 102,735 |
| - PRS control | 14,196 | - |
| | 439,377 | 140,592 |

**The Guildhall Trust**

England & Wales - Charity number 1153358

# Accounts

Charity number: 1153358
Company number: 07519927

# The Guildhall Trust

## (A Company limited by guarantee)

## Trustees' annual report and Consolidated financial statements

## For the year ended 31 March 2021

**The Guildhall Trust**
**Company number: 07519927**

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**The Guildhall Trust**
**Company number: 07519927**

## Chair's Report

As with many organisations in the cultural sector and beyond this has been the toughest year in the Guildhall Trust's history. At the beginning of the financial year we were hopeful of a gradual re-opening of the venue from the autumn leading to a full re-opening in the Spring of 2021. We couldn't foresee the problems that lay ahead.

Our immediate challenge was to preserve cash and to find ways of reducing the costs of running the Guildhall. The government's furlough scheme made an immediate impact and suppliers allowed us grace and leeway regards our contractual obligations. Significant savings were achieved which helped relieve the immediate anxiety of the Board and management. I know that throughout the first lockdown a need for a national solution to the sector re-opening was paramount. Our CEO wrote on several occasions to the Council and local MP's who pressed the government for answers. The management were helped by their networks and memberships of organisations such as BACH, CPA and the MVT. Meanwhile concerts were being rescheduled and future programming moved back into late 2021 and 2022. Our relationship with promoters has never been more important.

As a conference and meetings venue which derives annually over 30% of revenue from this source, this sector was equally harshly hit. Therefore, as a business we found ourselves at the back of the queue when the government announced its phased re-opening of society. However, our resilience told in the end. Long standing partnership working with the Council and the University of Portsmouth enabled crucial money earning contracts to be undertaken and we welcomed the Royal Shakespeare Company to the Guildhall for the first time. The latter completed a truly innovative piece of virtual reality presenting 'Dream' which streamed to a national and international audience in the Spring of 2021.

We were grateful to the Arts Council for some initial CRF funding and our early financial forecasts of the year end saw a marked improvement as we closed the year out with new hope for the next financial year. I would like to thank all our colleagues who work at the Trust for their remarkable resilience and support, and to my fellow trustees for their help. Many have stepped up to support the management team with advice and support.

Mr M Turner
**On behalf of the Board of Trustees**

**Date:** 26 October 2021

**The Guildhall Trust**
**Company number: 07519927**

## Report of the trustees (incorporating the directors' report) for the year ended 31 March 2021

The Trustees present their report and the financial statements for the year ended 31 March 2021. The Trustees, who are directors of company for the purposes of company law and, who served during the year and up to the date of this report are set out below. The Trustees have had due regard to the guidance issued by the Charity Commission on Public Benefit.

### Reference and administrative details

| | |
|---|---|
| **Trustees** | Mr A Brown<br>Mr S Frost<br>Mr C Gilder<br>Mr D Murphy<br>Mrs C Hardy (Resigned 08/04/2021)<br>Mr B French<br>Mr M Turner (Chair)<br>Mr T Keeble<br>Ms S Cox<br>Mr P Gunn |

The executive team are responsible for the day-to-day management of the Charitable Company and its Subsidiary Companies:

| | |
|---|---|
| **Executive team** | Andy Grays (Chief Executive)<br>Sam Singleton (Finance Manager)<br>Nick Coles (Head of Building and Technical Services)<br>Rachel Maryan (General Manager)<br>Kelly Haswell (Head of Marketing) |
| **Audit and finance committee** | Simon Frost (Chair)<br>Andy Grays<br>Sam Singleton<br>Mark Turner |
| **Principal address and registered office** | Portsmouth Guildhall<br>Guildhall Square<br>Portsmouth<br>Hampshire PO1 2AB |
| **Charity number** | 1153358 |
| **Company number** | 07519927 |
| **Auditors and accountants** | Compass Accountants Limited<br>Venture House, The Tanneries<br>East Street<br>Titchfield<br>Hampshire PO14 4AR |
| **Bankers** | Co-operative Bank<br>91 Commercial Road<br>Portsmouth<br>Hampshire PO1 1BQ |

## Report of the trustees (incorporating the directors' report) for the year ended 31 March 2021

### Status and History

The Guildhall Trust (formerly Portsmouth Cultural Trust) is a charity registered in England and Wales and is a not-for-profit company, limited by guarantee, which is registered in England and Wales. The company was incorporated on 7th February 2011 and commenced its operations on 1st April 2011.

Solent Cultural Enterprises is a company, number 07520080, whose share capital of £100 is wholly owned by the Guildhall Trust and is governed by its Memorandum and Articles of Association dated 7 February 2011. The Purpose of the company is to manage the associate commercial activities for the sole benefit of the Charity. A cost sharing agreement is in place with The Guildhall Trust to ensure that Solent Cultural Enterprises Limited makes fair payment to The Guildhall Trust for any use of Portsmouth Guildhall and other costs. Solent Cultural Enterprises Limited, previously dormant, began trading on 1st April 2017 and all profits are gift-aided to The Guildhall Trust.

The Hornpipe Theatre Company is a not-for-profit company limited by guarantee, registered in England and Wales, company no 01644700 and charity no 285284, and is governed by its Memorandum and Articles of Association dated 4 July 1982, and amended by a special resolution on 31 August 2017, which resolved that The Guildhall Trust would have the controlling interest in Hornpipe Theatre Company.

### Who We Are and What We Do

#### Background

The Guildhall Trust was formed in 2011 under its original name the Portsmouth Cultural Trust. The organisation became a charity in 2013 delivering a programme of local arts and education opportunities through people's engagement with the Portsmouth Guildhall and its programme of concerts and activities.

In 2018-19 the trustees and senior management undertook a strategic review of the organisation. This initiated a re-brand and name change to the Guildhall Trust plus a redefining of core purpose, mission, vision and values.

#### Our Core Purpose

**To deliver inspirational opportunities so that people want to engage with culture and the creative economy.**

#### Our Vision

**The Guildhall Trust will become a leading cultural organisation which places our communities at the centre of everything we do so that we can inspire, entertain and transform lives.**

#### Our Mission

**The Guildhall is committed to investing our skills and resources so that we can deliver cultural and learning experiences of the highest quality whilst becoming increasingly more resilient and sustainable.**

#### Our Values

**To Educate – to promote the arts and our heritage to support local education through performance and creative participation.**

**To Inspire – to continue to inspire our communities through our work and our passion for the arts.**

**To Collaborate – we work and develop partnerships so that we can achieve more together.**

**To Develop – to continue to develop our people so that they can contribute more towards our success.**

**To Diversify – to develop and diversify our offer, thereby engaging with our audience and client base.**

## Report of the trustees (incorporating the directors' report) for the year ended 31 March 2021

### Review of the Year

Before setting out the detail of the year, the **Covid'19** crisis hit the Guildhall, as it did the whole sector. The resultant lockdown from the 17th March 2020 meant that 10 concert performances and 5 Studio events were either postponed or cancelled. The partial re-opening in Autumn 2020 allowed the University to hire several areas of the Guildhall for a contract in excess of £200k. We attracted much needed hire income from the RSC in late winter, £40k, and the Council used the main concert hall as a testing centre for 2 months.

There were no significant concert or exhibition programmes due to lockdown. The need to implement social distancing within a venue meant that most promoters and hirers moved their bookings back to the autumn of 2021 and Spring 2022. The Trust's own events programme, Comic Con, Dance Live and Gamesfest were all moved out of this financial year.

### Future Plans

The Guildhall Trust, it's trustees and management are confident that the re-opening of the Guildhall from late Summer 2021 will allow a full recovery of the business. Concert hires and general booking appear to be back on track for Autumn 2021, and all the Trust's event are planned for 2021-22.

### Structure, Governance and Management

The Guildhall Trust has a Board of Trustees who meet quarterly. The Board monitors the progress of the Trust, this is achieved through quarterly Board Meetings, regular contact between the CEO, Finance Manager and trustees and the scrutiny by sub-committees. The CEO and Finance Manager present the Board with a series of reports covering the business of the Trust. The annual Corporate Plan establishes the Trust's main objectives for the year, against a series of KPI's. The Plan comprises of a series of departmental plans created and owned by senior managers and their team.

Due to the identified business risk caused by the lockdown, the CEO met regularly with the Chair and fellow trustees who formed a Business Advisory Group. This group took verbal reports from the CEO and considered several critical areas of business planning, including a restructure in the summer. The resultant savings of over £300k was important to the immediate and future sustainability of the Trust.

There are three sub-committees each with a trustee Chair, the relevant senior management and a second trustee. The oldest and most established committee is Audit and Finance. This oversees budget setting, reforecasting, the annual audit and appointment of auditors. It has a key role of scrutinising the management accounts and assessing the ongoing business risk. The Committee receives reports from the Finance Manager who sits on the Committee along with the CEO.

The HR and Nominations Committee normally meets up to four times a year, and receives reports concerning HR related activity which the management feel warrants their advice and attention. The Committee seeks to ensure that the Board is diverse and representative. The Chair of this committee receives recommendations concerning possible new trustees' nominations, meeting with them and discussing their merits with the Board and Chair. In this financial year the Committee received reports and evaluation concerning the need to restructure in order to make savings.

#### Induction and Training

All newly appointed trustees meet with the Chair and CEO and follow and induction programme, which comprises governance and responsibilities of a Trustee. All Trustees are mindful of their duty to act solely in the interest of The Guildhall Trust and those members who are cabinet members/officers of Portsmouth City Council understand their duties (under company and charity law) to avoid conflicts of interest. The organisations' Articles contain detailed provisions for declaring any interests a Trustee has and managing any conflicts that arise from such interests.

## Report of the trustees (incorporating the directors' report) for the year ended 31 March 2021

### Solent Cultural Enterprises

Solent Cultural Enterprises is controlled, and is activity managed, by The Guildhall Trust. The Financial Statements for Solent Cultural Enterprises are available to view at the offices of The Guildhall Trust.

### Hornpipe Theatre Company

The Board of Trustees has responsibility for the governance and administration of the Charity.

## Financial Review

During the last financial year of which much of the Guildhall and the operation was closed to the public, the consolidated activities of The Guildhall Trust have resulted in a net loss of (£171k) (2019/20 £25k).

The total incoming resources for the Trust totalled £1.37m (£2.70m 19/20) which was significantly lower than the previous year. The Income generated varied significantly, with a reduction in Concert and Conference activity replaced by various COVID-19 funding schemes. The Trust was a recipient of Culture Recovery Funding via the Arts Council, significant funding through the UK Govt Furlough Scheme and other hospitality grant schemes across the year. This generated £708k.

The total outgoing resources for the Trust totalled £1.58m (£2.63m 19/20). To reduce costs, the organisation went through a significant Staff restructuring which has reduced the cost base. Where possible, the organisation took advantage of being able to furlough Casual members of staff. The vast majority was refunded through the furlough scheme. Other costs of the organisation were reduced due to the limited activity that was undertaken.

The net income/expenditure for the organisation was a deficit of (£171k) (£25k 19/20). This leaves a consolidated fund value of (£125k) (£45k 19/20) as at 31st March 2021.

## Going Concern

The Financial position of the Trust has deteriorated over the prior 12 months, and the current financial plan is that it is expected that until social distancing restrictions have been relaxed the position will continue to deteriorate. The organisation continues to operate due to significant Cash reserves from future activities. The Trustees have discussed the current position with a view of the financial viability and cashflow of the organisation over the coming 3 years. In the short term, the Trust has the cashflow to continue to operate. In the medium to long term, the Trust with continued grant support from Portsmouth City Council and Investment in the facility will improve its financial position.

## Reserves Policy

The Guildhall Trust operates in a unique manner that differentiates it from not only other Charitable organisations but also other organisations in its sector. The Trust has heavily relied on its relationship with the Local Authority to provide grant funding to subsidise the cultural activity and the ongoing Investment within the Guildhall. Given pressures on local government and the national economy since its inception, the Trust has needed to raise significantly more income to offset cuts in its grant funding.

The Trust also operates with significant cash reserves from events held in the future, so has been able to operate, during its formative years with little to no Free Reserves. The constant turnover of new events going on sale and settlements paid to promoters allows the organisation to continue to operate.

With these points in mind, the Trustees do not have a requirement for a large positive Free Reserve.

The calculation of the organisations Free Reserve position is below:

- Total Assets
- Less Restricted
- Less Unrestricted Fixed Assets
- Free Reserves

## Report of the trustees (incorporating the directors' report) for the year ended 31 March 2021

Free Reserve position of the group as at 31st March 2021 is (£832,874), a position that has decreased by £104k over the prior 12 months. The position is expected to worsen over in the first half of 21/22 with an ever-improving position going forward. For the last five years the Trust has viewed Renaissance (extensive refurbishment and extension of the Guildhall) as the key to move from having negative free reserves to position of balance. The pandemic has undoubtedly set back this aspiration significantly. Re-vitalising Renaissance, bringing with it a reduced requirement to invest in the Facility, alongside operational cost saving measures necessitated by the pandemic and an expected recovery of business over the coming years will significantly improve this position. The maintenance of the PCC grant is critical in the meantime.

Trustees hold the view that in the medium to long term the Free Reserves of the organisation will improve to a balanced position.

### Investments Policy

Under the Memorandum and Articles of Association, the charity has the power to make any investment that the Board of Trustees sees fit.

### Remuneration and Recruitment Policy – Senior Management

The Trust's recruitment policy states that vacant posts for management positions should be externally advertised and that, where necessary, specialist recruitment agencies should be used. Agencies are verified on the Trust's equal opportunities priorities and guidance on renumeration is sought by the Trust from those agencies which are best placed to benchmark salaries within specific job roles and industries.

### Auditors

The accounts have been audited by Compass Accountants Limited. So far as the Trustees are aware, there is no relevant audit information of which the company's auditors are unaware. Trustees have taken all the steps necessary to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

This report has been prepared in accordance with the small companies' regime under the Companies Act 2006.

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:** 26 October 2021

**The Guildhall Trust**
**Company number: 07519927**

## Statement of trustees' responsibilities for the year ended 31 March 2021

The Trustees (who are also directors of The Guildhall Trust for the purposes of company law) are responsible for preparing the Trustees' Annual Report (including the Strategic 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 and of the incoming resources and application of resources, 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 Charities SORP 2019 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation.

The Trustees are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the 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.

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:** 26 October 2021

## Independent auditors' report to the members of The Guildhall Trust

### Opinion

We have audited the financial statements of The Guildhall Trust (the 'parent charitable company') for the year ended 31 March 2021 which comprise the Consolidated Statement of Financial Activities, the Consolidated Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and parent charitable company's affairs as at 31 March 2021, and of the group's incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Basis for opinion

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

### Material uncertainty related to going concern

We draw attention to Note 1.2 of the financial statements which describes the effects of COVID-19 on the company and the Trustees' view of the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

The impact of the COVID-19 pandemic on the Trust's operations has been significant. The Trustees have put measures in place to mitigate the impact of COVID-19 so far as possible, making use of the resources made available by the Government. However, in light of the difficulties being faced due to the challenges of the COVID-19 pandemic, the Trustees consider that there is a material uncertainty regarding going concern.

Our opinion is not modified in respect of this matter.

### Other information

The Trustees are responsible for the other information. The other information comprises the information included in the Trustees' annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

**Opinions on other matters prescribed by the Companies Act 2006**

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

- the information given in the Trustees' report (incorporating the directors' report) for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

**Matters on which we are required to report by exception**

In the light of our knowledge and understanding of the group and parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

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

- adequate accounting records have not been kept by the parent charitable company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company's financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the Trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

**Responsibilities of Trustees**

As explained more fully in the Trustees' responsibilities statement set out on page 12, the Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Detecting irregularities...

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

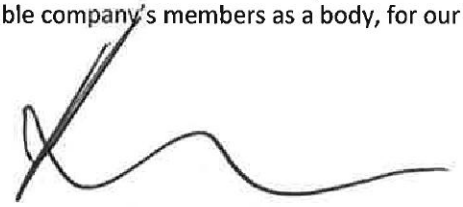
**Auditor's responsibilities for the audit of the financial statements**

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

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

**Use of our report**

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



**Kerry Lawrance FCA (Senior Statutory Auditor)**
**For and on behalf of Compass Accountants, Statutory Auditor**

**Compass Accountants Limited**
**Venture House, The Tanneries**
**East Street, Titchfield**
**Hampshire, PO14 4AR**

**Date:** 29 OCTOBER 2021

*Compass Accountants Limited is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006.*

**The Guildhall Trust**
**Company number: 07519927**

## Consolidated Statement of financial activities (incorporating the income and expenditure account)

## For the year ended 31 March 2021

| | Notes | Unrestricted funds £ | Restricted funds £ | 2021 Total £ | Unrestricted funds £ | Restricted funds £ | 2020 Total £ |
|---|---|---|---|---|---|---|---|
| **Income from:** | | | | | | | |
| Donations and legacies | | | | | | | |
| Donations | 2 | 889,571 | - | 889,571 | 273,065 | 119,500 | 392,565 |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 3 | 437,712 | - | 437,712 | 1,313,213 | - | 1,313,213 |
| Other trading activities | | | | | | | |
| Commercial trading operations | 4 | 15,678 | - | 15,678 | 977,203 | - | 977,203 |
| Investment income | 5 | 8,108 | - | 8,108 | 10,476 | - | 10,476 |
| Other income | | 21,496 | - | 21,496 | 7,388 | - | 7,388 |
| **Total income** | | 1,372,565 | - | 1,372,565 | 2,581,345 | 119,500 | 2,700,845 |
| **Expenditure on:** | | | | | | | |
| Charitable activities | | | | | | | |
| Operations of the Guildhall | 6 | 1,571,153 | 7,700 | 1,578,853 | 2,625,102 | 7,700 | 2,632,802 |
| **Total expenditure** | | 1,571,153 | 7,700 | 1,578,853 | 2,625,102 | 7,700 | 2,632,802 |
| Net gains/(losses) on investments | | 34,746 | - | 34,746 | (43,102) | - | (43,102) |
| **Net income/(expenditure)** | | (163,842) | (7,700) | (171,542) | (86,859) | 111,800 | 24,941 |
| **Transfers between funds** | | 27,724 | (27,724) | - | - | - | - |
| **Net movement in funds** | | (136,118) | (35,424) | (171,542) | (86,859) | 111,800 | 24,941 |
| **Reconciliation of funds:** | | | | | | | |
| Total funds brought forward | | (95,603) | 141,192 | 45,589 | (8,744) | 29,392 | 20,648 |
| **Total funds carried forward** | | (231,721) | 105,768 | (125,953) | (95,603) | 141,192 | 45,589 |

All recognised gains and losses are included in the statement of financial activities

**The notes on pages 19 to 29 form an integral part of these financial statements.**

## Consolidated Balance Sheet
## as at 31 March 2021
## Company number: 07519927

| | Notes | Group 2021 £ | Group 2020 £ | Charity 2021 £ | Charity 2020 £ |
|---|---|---|---|---|---|
| **Fixed assets** | | | | | |
| Tangible assets | 12 | 615,145 | 655,791 | 599,171 | 638,436 |
| Investments | 13 | 184,736 | 149,990 | 301 | 301 |
| | | 799,881 | 805,781 | 599,472 | 638,737 |
| **Current assets** | | | | | |
| Stocks | 14 | 28,054 | 54,725 | 28,054 | 54,725 |
| Debtors | 15 | 275,505 | 350,673 | 195,733 | 225,354 |
| Cash at bank and in hand | | 959,127 | 782,229 | 940,945 | 769,150 |
| | | 1,262,686 | 1,187,627 | 1,164,732 | 1,049,229 |
| **Creditors: amounts falling due within one year** | 16 | (1,935,485) | (1,944,522) | (1,851,249) | (1,814,309) |
| **Net current assets** | | (672,799) | (756,895) | (686,517) | (765,080) |
| **Total assets less current liabilities** | | 127,082 | 48,886 | (87,045) | (126,343) |
| **Creditors: amounts falling due after one year** | 17 | (250,000) | - | (250,000) | - |
| **Provisions for liabilities** | | (3,035) | (3,297) | - | - |
| **Net assets** | | (125,953) | 45,589 | (337,045) | (126,343) |
| **Funds** | | | | | |
| Unrestricted funds | | (240,183) | (106,844) | (442,813) | (267,535) |
| Restricted funds | | 105,768 | 141,192 | 105,768 | 141,192 |
| Non Charitable Trading funds | | 8,462 | 11,241 | - | - |
| **Total funds** | 18 | (125,953) | 45,589 | (337,045) | (126,343) |

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

The financial statements were approved by the Board and signed on its behalf by

**Mr M Turner**
**On behalf of the Board of Trustees**

**Date:**

**The notes on pages 19 to 29 form an integral part of these financial statements.**

## Cash flow statement

## For the year ended 31 March 2021

| | Group 2021 | Group 2020 |
|---|---|---|
| **Cash flows from operating activities:** | | |
| **Net cash provided by (used in) operating activities** | 209,012 | (55,902) |
| **Cash flows from investing activities:** | | |
| Interest income | 8,108 | 10,476 |
| Purchase of tangible fixed assets | (40,222) | (124,720) |
| **Net cash provided by (used in) investing activities** | (32,114) | (114,244) |
| **Increase/(decrease) in cash and cash equivalents in the year** | 176,898 | (170,146) |
| **Cash and cash equivalents at 1 April 2020** | 782,229 | 952,375 |
| **Cash and cash equivalents at 31 March 2021** | **959,127** | **782,229** |
| Net income/(expenditure) for the reporting period | (171,542) | 24,941 |
| Depreciation and loss on disposal of assets | 80,868 | 87,057 |
| Income from investments | (8,108) | (10,476) |
| (Gains)/losses on investments | (34,746) | 43,102 |
| (Increase)/decrease in stocks | 26,671 | (10,131) |
| (Increase)/decrease in debtors | 75,168 | (24,820) |
| Increase/(decrease) in creditors | (9,037) | (168,872) |
| Increase/(decrease) in long term liabilities | 250,000 | - |
| Increase/(decrease) in provisions | (262) | 3,297 |
| **Net cash provided by (used in) operating activities** | 209,012 | (55,902) |

## Notes to the financial statements
## For the year ended 31 March 2021

### 1. Accounting policies

### 1.1. Charity information

The Guildhall Trust is a private company limited by guarantee and incorporated in England and Wales. The registered office The Portsmouth Guildhall, Guildhall Square, Portsmouth, Hampshire, PO1 2AB.

The Guildhall Trust meets the definition of a public benefit entity under section 34 of FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value, unless otherwise stated in the relevant accounting policy.

The principal objectives of the charity are detailed in the Trustees report.

### 1.2. Basis of preparation of financial statements

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice. The financial statements have been prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value.

The financial statements are presented in sterling which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

Consolidated financial statements have been prepared in respect of the charitable company, its wholly owned subsidiaries, Solent Cultural Enterprise Limited (company number 07520080) and Guildhall Security Services Limited (company number 12010327), Hornpipe Theatre Company Limited (a linked charity of The Guildhall Trust – charity number 1153358-1), and its wholly owned dormant subsidiaries, Guildhall Event Services Limited (company number 09199939) and Comedy Festivals Limited (company number 09200130).

The Consolidated Statement of Financial Activities includes the results of Solent Cultural Enterprise Limited, Guildhall Security Services Limited and the Hornpipe Theatre Company Limited on a line by line basis. The Consolidated Balance Sheet includes the net assets of the subsidiaries and the linked charity on a line by line basis.

**Going concern**

The Trustees have considered a period of 12 months from the date of signing the balance sheet and the financial statements have been prepared on a going concern basis. The impact of the COVID-19 pandemic on the Trust's operations has been significant however the Trust has made use of the Coronavirus Job Retention Scheme, a Coronavirus Business Interruption Loan, and emergency funding has been secured from the Culture Recovery Fund. The Trust has also reached an agreement with the University of Portsmouth for their use of the Guildhall during 2021-22 and the Guildhall has a full diary of events for the coming year. However any extended period of closure next year, or further restrictions regarding social distancing, could significantly impact the Trust's ability to continue as a going concern and the Trustees therefore consider, in light of the difficulties being faced due to the challenges of the COVID-19 pandemic, that there is a material uncertainty regarding going concern.

### 1.3. Income

Income is recognised when the company has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received and the amount can be measured reliably.

Income from investments is included in the year in which it is receivable.

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

Deferred income relates to income received in advance for future events and bookings.

### 1.4. Expenditure

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

Governance costs include those costs incurred in the governance of the company and its assets and are primarily associated with constitutional and statutory requirements.

### 1.5. Tangible fixed assets and depreciation

Tangible fixed assets with a cost or value greater than £100 and a useful life exceeding one year are capitalised at historic cost. Depreciation has been provided at rates calculated to spread the cost of each asset over its expected useful life as follows:

| | |
|---|---|
| Improvements to property | 25% and 10% straight line |
| Plant and machinery | 20% straight line |
| Fixtures and fittings | 20% and 12.5% straight line |
| Computer equipment | 33% and 25% straight line |

Assets under construction are not depreciated.

### 1.6. Basic financial instruments

The company's financial assets and liabilities consist of cash and cash equivalents, short term investments, trade and other debtors, trade and other creditors and accrued expenses. The fair value of these items approximates their carrying value due to their short term value. Unless otherwise noted, the company is not exposed to significant interest, foreign exchange or credit risks arising from these instruments.

Term deposits of less than one year are classified as investments within current assets.

### 1.7. Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

### 1.8. Fund accounting

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

Restricted funds are to be used for specified purposes as laid down by the donor. Expenditure which meets these criteria is identified to the fund, together with a fair allocation of overheads and support costs.

### 1.9. Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the Statement of Financial Activities on a straight line basis over the period of the lease.

### 1.10. Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. Contributions payable to the company's pension scheme are charged to the Statement of Financial Activities in the period to which they relate and for the year to 31 March 2021 totalled £23,329 (2020: £33,030).

### 1.11. Termination benefits

The group recognises a liability for termination benefits at the point where the group is committed to making the payments in return for employee redundancy.

## 2. Donations and legacies

| | Unrestricted funds £ | 2021 Total £ | Unrestricted funds £ | Restricted funds £ | 2021 Total £ |
|---|---|---|---|---|---|
| Donations and legacies | 4,444 | 4,444 | 3,897 | - | 3,897 |
| Portsmouth City Council – Core funding | 177,000 | 177,000 | 177,000 | - | 177,000 |
| Portsmouth City Council – Capital funding | - | - | 92,168 | 119,500 | 211,668 |
| Culture Recovery Fund | 214,000 | 214,000 | - | - | - |
| Coronavirus Job Retention Scheme | 494,127 | 494,127 | - | - | - |
| | 889,571 | 889,571 | 273,065 | 119,500 | 392,565 |

## 3. Charitable activities

| **Operations of the Guildhall:** | Unrestricted funds £ | 2021 Total £ | Unrestricted funds £ | 2020 Total £ |
|---|---|---|---|---|
| Venue and events income | 327,530 | 327,530 | 936,042 | 936,042 |
| Booking fees | 30,474 | 30,474 | 117,906 | 117,906 |
| Tenants income | 8,368 | 8,368 | 85,357 | 85,357 |
| Membership income | 3,762 | 3,762 | 7,608 | 7,608 |
| Restoration fee levy | 23,928 | 23,928 | 121,641 | 121,641 |
| Grant income | 43,650 | 43,650 | 44,659 | 44,659 |
| | 437,712 | 437,712 | 1,313,213 | 1,313,213 |

## 4. Other trading activities

| | Unrestricted funds £ | 2021 Total £ | Unrestricted funds £ | 2020 Total £ |
|---|---|---|---|---|
| Bar income | 4,767 | 4,767 | 442,180 | 442,180 |
| Catering income | - | - | 388,958 | 388,958 |
| Front of house income | - | - | 47,917 | 47,917 |
| Fundraising and sponsorship | 10,004 | 10,004 | 26,412 | 26,412 |
| VIP income | 357 | 357 | 14,094 | 14,094 |
| Studio income | 550 | 550 | 57,642 | 57,642 |
| | 15,678 | 15,678 | 977,203 | 977,203 |

## Notes to the financial statements
## For the year ended 31 March 2021

### 5. Investment income

| | Unrestricted funds £ | 2021 Total £ | Unrestricted funds £ | 2020 Total £ |
|---|---|---|---|---|
| Dividends | 8,108 | 8,108 | 10,476 | 10,476 |
| | 8,108 | 8,108 | 10,476 | 10,476 |

### 6. Costs of charitable activities - by fund type

| | Unrestricted funds £ | Restricted funds £ | 2021 Total £ | Unrestricted funds £ | Restricted funds £ | 2020 Total £ |
|---|---|---|---|---|---|---|
| Operations of the Guildhall | 1,571,153 | 7,700 | 1,578,853 | 2,625,102 | 7,700 | 2,632,802 |
| | 1,571,153 | 7,700 | 1,578,853 | 2,625,102 | 7,700 | 2,632,802 |

### 7. Costs of charitable activities - by activity

| | Activities undertaken directly £ | Governance and support costs £ | 2021 Total £ | 2020 Total £ |
|---|---|---|---|---|
| Operations of the Guildhall | 383,365 | 1,195,488 | 1,578,853 | 2,632,802 |
| | 383,365 | 1,195,488 | 1,578,853 | 2,632,802 |

### 8. Analysis of governance and support costs

| | 2021 Total £ | 2020 Total £ |
|---|---|---|
| Wages | 1,011,575 | 1,032,851 |
| Social security | 68,678 | 105,751 |
| Pensions | 23,329 | 33,030 |
| Depreciation of tangible assets | 80,868 | 85,048 |
| Loss on disposal of assets | - | 1,418 |
| **Governance costs** | | |
| Auditor's remuneration | 2,875 | 2,875 |
| Accountancy fees | 8,163 | 4,560 |
| | 1,195,488 | 1,265,533 |

## Notes to the financial statements
## For the year ended 31 March 2021

### 9. Employees

| | 2021 | 2020 |
|---|---|---|
| | £ | £ |
| **Employee costs** | | |
| Wages and salaries | 1,022,682 | 1,451,651 |
| Social security costs | 68,678 | 105,751 |
| Pension costs | 23,329 | 33,030 |
| | 1,114,689 | 1,590,432 |

The average number of employees during the year was as follows:

| | 2021 | 2020 |
|---|---|---|
| | 87 | 124 |

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was as follows:

| | 2021 | 2020 |
|---|---|---|
| £80,001 - £90,000 | 1 | 1 |

**Key management personnel**

The key management personnel of the company comprise the Chief Executive Officer, Finance Director, Head of Commercial Management, Head of Technical Services, Head of Operations, Head of Marketing, General Manager and Head of Security and Safety. Employee benefits received by key management personnel total £284,948 (2020: £359,010).

**Trustees**

No trustees received remuneration during the period (2020: Nil). No trustees were reimbursed for expenses in the year (2020: One trustee was reimbursed for expenses totalling £320).

## 10. Income and expenses from trading activities of subsidiaries

Solent Cultural Enterprise Limited is a wholly owned trading subsidiary incorporated in the United Kingdom (company number 07520080). A summary of the trading results is shown below:

| **Profit and Loss Account** | **2021** | **2020** |
|---|---|---|
| | **£** | **£** |
| Turnover | 322,185 | 980,021 |
| Cost of sales | (153,233) | (628,984) |
| Gross Profit | 168,952 | 351,037 |
| Sundry income | - | - |
| Overheads | (84,491) | (237,051) |
| Operating profit before taxation | 84,461 | 113,986 |
| Tax on profit | 262 | (3,297) |
| Retained profit for the period | 84,723 | 110,689 |
| Gift aid contribution to The Guildhall Trust | (85,842) | (66,435) |
| Retained profit/(loss) brought forward | 13,397 | (30,857) |
| Retained profit/(loss) carried forward | 12,278 | 13,397 |
| Called up Ordinary Share Capital | 1 | 1 |
| Capital and reserves | 12,279 | 13,398 |

Guildhall Security Services Limited is a wholly owned trading subsidiary incorporated in the United Kingdom (company number 12010327). A summary of the trading results is shown below:

| **Profit and Loss Account** | **2021** | **2020** |
|---|---|---|
| | **£** | **£** |
| Sundry income | - | 345 |
| Overheads | (1,660) | (2,501) |
| Retained profit for the period | (1,660) | (2,156) |
| Retained profit/(loss) brought forward | (2,156) | - |
| Retained profit/(loss) carried forward | (3,816) | (2,156) |
| Called up Ordinary Share Capital | 100 | 100 |
| Capital and reserves | (3,716) | (2,056) |

## 11. Linked charity of The Guildhall Trust

Hornpipe Theatre Company Limited is a wholly owned trading subsidiary and a linked charity of The Guildhall Trust. A summary of the results is shown below:

| Statement of Financial Activities | 2021 | 2020 |
|---|---|---|
| | £ | £ |
| Income | 8,093 | 10,476 |
| Expenditure | (900) | (9,242) |
| Net gains/(losses) on investments | 34,746 | (43,102) |
| Net movement in funds | 41,939 | (41,868) |
| Funds brought forward | 160,691 | 202,559 |
| Funds carried forward | 202,630 | 160,691 |

| Balance Sheet | 2021 | 2020 |
|---|---|---|
| | £ | £ |
| Investments | 184,736 | 149,990 |
| Current assets | 18,794 | 12,943 |
| Current liabilities | (900) | (2,242) |
| Net assets | 202,630 | 160,691 |
| Unrestricted funds | 202,630 | 160,691 |
| Total funds | 202,630 | 160,691 |

## 12. Tangible fixed assets - Group

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2020 | 302,380 | 365,562 | 148,453 | 99,005 | 200,687 | 1,116,087 |
| Additions | - | 28,669 | 2,700 | 4,769 | 4,084 | 40,222 |
| Disposals | - | - | - | - | - | - |
| At 31 March 2021 | 302,380 | 394,231 | 151,153 | 103,774 | 204,771 | 1,156,309 |
| **Depreciation** | | | | | | |
| At 1 April 2020 | | 146,092 | 102,476 | 85,097 | 126,631 | 460,296 |
| Charge for the year | - | 37,085 | 16,166 | 6,614 | 21,003 | 80,868 |
| On disposals | - | - | - | - | - | - |
| At 31 March 2021 | | 183,177 | 118,642 | 91,711 | 147,634 | 541,164 |
| **Net book values** | | | | | | |
| At 31 March 2021 | 302,380 | 211,054 | 32,511 | 12,063 | 57,137 | 615,145 |
| At 31 March 2020 | 302,380 | 219,470 | 45,977 | 13,908 | 74,056 | 655,791 |

## Notes to the financial statements
## For the year ended 31 March 2021

### Tangible fixed assets - Charity

| | Assets under construction | Improvements to property | Plant & machinery | Fixtures & fittings | Computer equipment | Total |
|---|---|---|---|---|---|---|
| | £ | £ | £ | £ | £ | £ |
| **Cost or valuation** | | | | | | |
| At 1 April 2020 | 302,380 | 365,562 | 148,453 | 99,005 | 176,651 | 1,092,051 |
| Additions | - | 28,669 | 2,700 | 3,330 | 4,084 | 38,783 |
| Disposals | - | - | - | - | - | - |
| At 31 March 2021 | 302,380 | 394,231 | 151,153 | 102,335 | 180,735 | 1,130,834 |
| **Depreciation** | | | | | | |
| At 1 April 2020 | | 146,092 | 102,476 | 85,097 | 119,950 | 453,615 |
| Charge for the year | - | 37,085 | 16,166 | 6,518 | 18,279 | 78,048 |
| On disposals | - | - | - | - | - | - |
| At 31 March 2021 | | 183,177 | 118,642 | 91,615 | 138,229 | 531,663 |
| **Net book values** | | | | | | |
| At 31 March 2021 | 302,380 | 211,054 | 32,511 | 10,720 | 42,506 | 599,171 |
| At 31 March 2020 | 302,380 | 219,470 | 45,977 | 13,908 | 56,701 | 638,436 |

### 13. Investments - Group

| | Listed investments | Total |
|---|---|---|
| | £ | £ |
| **Valuation** | | |
| At 1 April 2020 | 149,990 | 149,990 |
| Revaluations | 34,746 | 34,746 |
| At 31 March 2021 | 184,736 | 184,736 |

Investments are held by the Hornpipe Theatre Company Limited.

The company holds the share capital of the following companies:

| Company name | Company number | Nature of business | Share class held | Percentage shareholding | Value of shares £ |
|---|---|---|---|---|---|
| Solent Cultural Enterprise Limited | 07520080 | Associate commercial activities of the parent company | Ordinary | 100% | 1 |
| Guildhall Security Services Limited | 12010327 | Provision of security services | Ordinary | 100% | 100 |
| Guildhall Event Services Limited | 09199939 | Dormant company | Ordinary | 100% | 100 |
| Comedy Festivals Limited | 09200130 | Dormant company | Ordinary | 100% | 100 |

## Notes to the financial statements
## For the year ended 31 March 2021

### 14. Stocks

| | Group 2021 £ | Group 2020 £ | Charity 2021 £ | Charity 2020 £ |
|---|---|---|---|---|
| Stocks | 28,054 | 54,725 | 28,054 | 54,725 |
| | 28,054 | 54,725 | 28,054 | 54,725 |

### 15. Debtors

| | Group 2021 £ | Group 2020 £ | Charity 2021 £ | Charity 2020 £ |
|---|---|---|---|---|
| Trade debtors | 117,295 | 102,443 | 85,091 | 26,161 |
| Other debtors | - | - | - | - |
| Prepayments and accrued income | 158,210 | 248,230 | 110,642 | 195,263 |
| Amount owed by group undertakings | - | - | - | 3,930 |
| | 275,505 | 350,673 | 195,733 | 225,354 |

### 16. Creditors: amounts falling due within one year

| | Group 2021 £ | Group 2020 £ | Charity 2021 £ | Charity 2020 £ |
|---|---|---|---|---|
| Trade creditors | 20,934 | 186,766 | 20,934 | 173,324 |
| Other taxes and social security | 102,735 | 101,827 | 84,498 | 73,323 |
| Other creditors | 16,923 | 35,566 | 17,223 | 34,248 |
| PRS control | - | 2,640 | - | 2,640 |
| Deferred income | 98,015 | 93,703 | 12,419 | 6,316 |
| Accrued expenditure | 55,004 | 4,835 | 52,339 | 2,401 |
| Ticket income in advance | 1,633,391 | 1,519,185 | 1,633,391 | 1,519,185 |
| Loans | 8,483 | - | 8,483 | - |
| Amount owing to group undertakings | - | - | 21,962 | 2,872 |
| | 1,935,485 | 1,944,522 | 1,851,249 | 1,814,309 |

### Deferred income

| | Group 2021 £ | Group 2020 £ | Charity 2021 £ | Charity 2020 £ |
|---|---|---|---|---|
| Balance at 1 April 2020 | 96,343 | 68,750 | 8,956 | 8,143 |
| Amounts released to incoming resources | (42,115) | (68,750) | (4,058) | (8,143) |
| Amounts deferred in year | 43,787 | 93,703 | 7,521 | 6,316 |
| PRS control | - | 2,640 | - | 2,640 |
| Balance as at 31 March 2021 | 98,015 | 68,750 | 12,419 | 8,143 |

## 17. Creditors: amounts falling due after one year

| | Group 2021 £ | Group 2020 £ | Charity 2021 £ | Charity 2020 £ |
|---|---|---|---|---|
| Loans | 250,000 | - | 250,000 | - |
| | 250,000 | - | 250,000 | - |

## 18. Analysis of net assets between funds

| | Tangible Fixed Assets £ | Investment Assets £ | Net Current Assets £ | Long term Liabilities £ | 2021 Total £ |
|---|---|---|---|---|---|
| Unrestricted funds | 585,179 | 301 | (778,293) | (250,000) | (442,813) |
| Restricted funds | 13,992 | - | 91,776 | - | 105,768 |
| Net assets – Charity only | 599,171 | 301 | (686,517) | (250,000) | (337,045) |
| Linked charity | - | 184,736 | 17,894 | - | 202,630 |
| Non-charitable trading funds | 15,974 | (301) | (7,211) | - | 8,462 |
| Total net assets | 615,145 | 184,736 | (675,834) | (250,000) | (125,953) |

| | Tangible Fixed Assets £ | Investment Assets £ | Net Current Assets £ | 2020 Total £ |
|---|---|---|---|---|
| Unrestricted funds | 616,744 | 301 | (884,580) | (267,535) |
| Restricted funds | 21,692 | - | 119,500 | 141,192 |
| Net assets – Charity only | 638,436 | 301 | (765,080) | (126,343) |
| Linked charity | - | 149,990 | 10,701 | 160,691 |
| Non-charitable trading funds | 17,355 | (301) | (5,813) | 11,241 |
| Total net assets | 655,791 | 149,990 | (760,192) | 45,589 |

## 19. Restricted funds

| | At 1 April 2020 £ | Incoming resources £ | Outgoing resources £ | Gains and losses £ | At 31 March 2021 £ |
|---|---|---|---|---|---|
| Capital works | 21,692 | - | (7,700) | - | 13,992 |
| Portsmouth City Council – Capital grant | 119,500 | - | - | (27,724) | 91,776 |
| Total | 141,192 | - | (7,700) | (27,724) | 105,768 |

| | At 1 April 2019 £ | Incoming resources £ | Outgoing resources £ | Gains and losses £ | At 31 March 2020 £ |
|---|---|---|---|---|---|
| Capital works | 29,392 | - | (7,700) | - | 21,692 |
| Portsmouth City Council – Capital grant | - | 119,500 | - | - | 119,500 |
| Total | 29,392 | 119,500 | (7,700) | - | 141,192 |

Capital works are funds which have been set aside for improvements to the property.

Portsmouth City Council provided grant funding towards the purchase of a PA system and new auditorium carpets. A transfer of £27,724 from restricted funds to unrestricted funds represents the capitalised cost of the new carpets purchased in the year.

## 20. Related party transactions

The Guildhall Trust manages the activities of its wholly owned subsidiary, Solent Cultural Enterprise Limited, and during the year recharged a fee of £60,000 (2020: £60,081) for the use of facilities and recharged salaries totalling £139,764 (2020: £418,800). At 31 March 2021, The Guildhall Trust owed £24,550 (2020: £2,872) to the company.

## 21. Financial commitments

The charity had outstanding commitments for future minimum lease payments under non-cancellable operating leases as follows:

| | 2021 £ | 2020 £ |
|---|---|---|
| Within one year | 14,724 | 14,724 |
| Between one and five years | 23,995 | 38,719 |
| | 38,719 | 53,443 |

## 22. Analysis of changes in net debt

| | Group 2021 £ | Group 2020 £ | Charity 2021 £ | Charity 2020 £ |
|---|---|---|---|---|
| Cash at bank and in hand | 959,127 | 782,229 | 940,945 | 769,150 |
| | 959,127 | 782,229 | 940,945 | 769,150 |

## 23. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

| | 2021 | 2020 |
|---|---|---|
| | £ | £ |
| **Financial assets** | | |
| Debt instruments measured at amortised cost: | | |
| - Trade debtors (note 15) | 117,295 | 102,443 |
| - Accrued income (note 15) | 111,841 | 136,868 |
| | 229,136 | 239,311 |
| **Financial liabilities** | | |
| Measured at amortised cost | | |
| - Trade creditors (note 16) | 20,934 | 186,766 |
| - Other creditors (note 16) | 16,923 | 35,566 |
| - Other taxes & social security (note 16) | 102,735 | 101,827 |
| - PRS control | - | 2,640 |
| | 140,592 | 326,799 |