

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

**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**

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## **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:**

**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  
Mr D Murphy  
Mr B French  
Mr T Keeble  
Ms S Cox  
Mr P Gunn  
Mr A Price  
Ms A Lee  
Ms P Hamilton  
Mr M Wu – Appointed 26th April 2022  
Ms J Walters – Appointed 26th April 2022  
Mr M Harris – Appointed 25<sup>th</sup> October 2022  
Mr C Gilder – Appointed 26<sup>th</sup> 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)  
Sam Singleton (Head of Finance)  
Nick Coles (Events Director & Support Services Manager)  
Rachel Maryan (General Manager)  
Kelly Haswell (Head of Marketing)  
Hayley Reay (Head of Learning and Participation)  
Craig Paterson (Stage & Technical Manager)

**Audit and finance committee**

Adrian Price (Chair)  
Mark Turner  
Andy Grays  
Sam Singleton

**Human resources committee**

Declan Murphy (Chair)  
Trevor Keeble  
Samantha Cox  
Rachel Maryan  
Sam Singleton

**Strategic marketing committee**

Peter Gunn (Chair)  
Pamela Hamilton  
Amir Hussain  
Mark Waldron  
Kelly Haswell  
Andy Grays



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

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

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

**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.

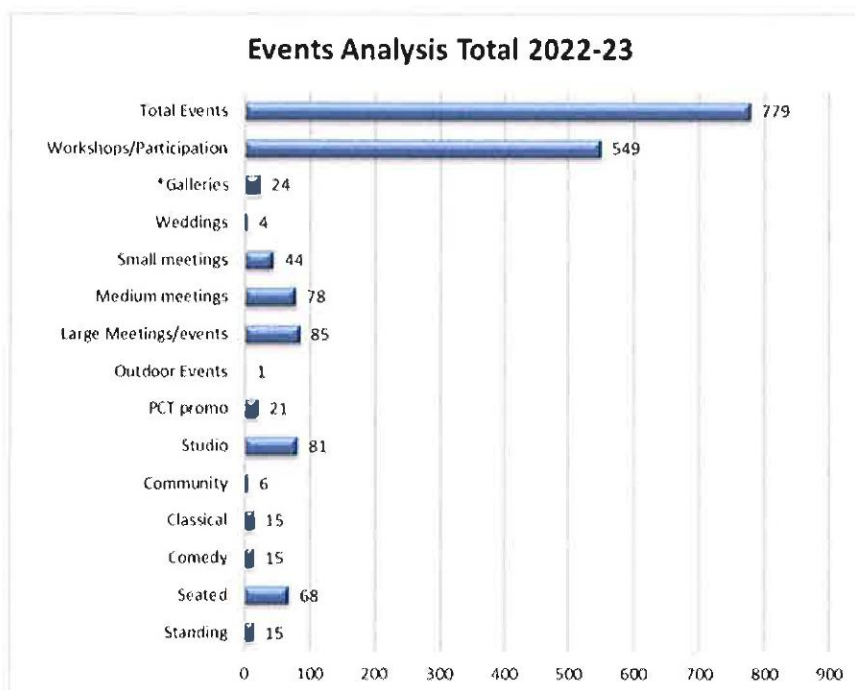
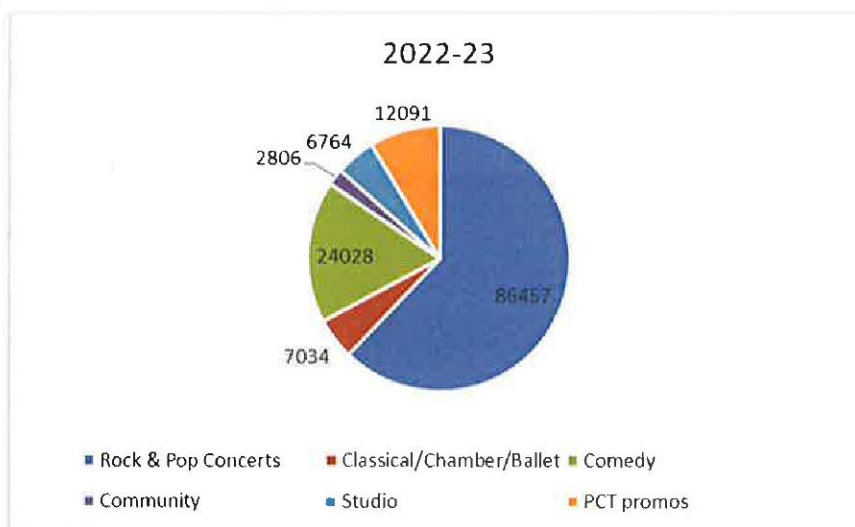
**Report of the Trustees (incorporating the Director's report) for the year ended 31 March 2023**

**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 Com.
- 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**



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

Table 1: Concert Hall Performance Comparison

	2022-23	2021-22	*2019-20	2018-19
<b>Concerts, main hall</b>				
<b>Performances</b>	140	100	113	118
<b>Ticket sales</b>	131,416	91,426	109,100	105,259
<b>Lens Studio</b>				
<b>Performances</b>	81	43	61	28
<b>Ticket sales</b>	6,764	4,048	4,919	1,927

\*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.

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

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.



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

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.



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

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 an 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 its 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 31<sup>st</sup> 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 31<sup>st</sup> 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 remuneration 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 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.

A handwritten signature in black ink, appearing to be 'M Turner', with a long horizontal stroke extending to the right.

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

**Date:** 26 July 2023

**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:** 26 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](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditor's report.

#### **Use of our report**

This report is made solely to the 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.*

**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 £
<b>Income from:</b>							
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			
<b>Total income</b>		<b>3,788,201</b>	<b>516,914</b>	<b>4,305,115</b>	<b>2,474,250</b>	<b>41,606</b>	<b>2,515,856</b>
<b>Expenditure on:</b>							
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
<b>Total expenditure</b>		<b>3,456,063</b>	<b>31,262</b>	<b>3,487,325</b>	<b>2,191,370</b>	<b>42,663</b>	<b>2,234,033</b>
Net gains/(losses) on investments		(12,112)	-	(12,112)	13,463	-	13,463
<b>Net income/(expenditure)</b>		<b>320,026</b>	<b>485,652</b>	<b>805,678</b>	<b>296,343</b>	<b>(1,057)</b>	<b>295,286</b>
<b>Transfers between funds</b>		<b>185,116</b>	<b>(185,116)</b>	<b>-</b>	<b>86,776</b>	<b>(86,776)</b>	<b>-</b>
<b>Net movement in funds</b>		<b>505,142</b>	<b>300,536</b>	<b>805,678</b>	<b>383,119</b>	<b>(87,833)</b>	<b>295,286</b>
<b>Reconciliation of funds:</b>							
Total funds brought forward		151,398	17,935	169,333	(231,721)	105,768	(125,953)
<b>Total funds carried forward</b>		<b>656,540</b>	<b>318,471</b>	<b>975,011</b>	<b>151,398</b>	<b>17,935</b>	<b>169,333</b>

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

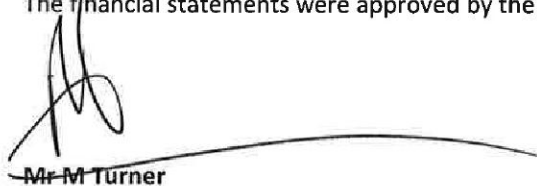
The notes on pages 23 to 33 form an integral part of these financial statements.

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

	Notes	Group 2023 £	Group 2022 £	Charity 2023 £	Charity 2022 £
<b>Fixed assets</b>					
Tangible assets	12	842,715	738,002	840,292	734,829
Investments	13	186,087	198,199	1	1
		<u>1,028,802</u>	<u>936,201</u>	<u>840,293</u>	<u>734,830</u>
<b>Current assets</b>					
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
		<u>1,884,685</u>	<u>1,632,823</u>	<u>1,735,443</u>	<u>1,509,284</u>
<b>Creditors: amounts falling due within one year</b>	16	(1,938,016)	(2,399,088)	(1,797,716)	(2,297,285)
<b>Net current assets</b>		<u>(53,331)</u>	<u>(766,265)</u>	<u>(62,273)</u>	<u>(788,001)</u>
<b>Total assets less current liabilities</b>		975,471	169,936	778,020	(53,171)
<b>Provisions for liabilities</b>		(460)	(603)	-	-
<b>Net assets</b>		<u>975,011</u>	<u>169,333</u>	<u>778,020</u>	<u>(53,171)</u>
<b>Funds</b>					
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	-	-
<b>Total funds</b>	17	<u>975,011</u>	<u>169,333</u>	<u>778,020</u>	<u>(53,171)</u>

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.

## Cash flow statement

For the year ended 31 March 2023

	Group 2023	Group 2022
<b>Cash flows from operating activities:</b>		
<b>Net cash provided by (used in) operating activities</b>	89,976	386,930
<b>Cash flows from investing activities:</b>		
Interest income	12,377	9,713
Purchase of tangible fixed assets	(391,243)	(247,306)
<b>Net cash provided by (used in) investing activities</b>	(378,866)	(237,593)
<b>Increase/(decrease) in cash and cash equivalents in the year</b>	(288,890)	149,337
<b>Cash and cash equivalents at 1 April 2022</b>	1,108,464	959,127
<b>Cash and cash equivalents at 31 March 2023</b>	<b>819,574</b>	<b>1,108,464</b>
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)
<b>Net cash provided by (used in) operating activities</b>	<b>89,976</b>	<b>386,930</b>

**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.

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

**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.

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

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
	<u>178,088</u>	<u>499,000</u>	<u>677,088</u>	<u>392,022</u>	<u>-</u>	<u>392,022</u>

3. Charitable activities

	Unrestricted funds	Restricted funds	2023 Total	Unrestricted funds	Restricted funds	2022 Total
	£	£	£	£	£	£
<b>Operations of the Guildhall:</b>						
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
	<u>2,360,273</u>	<u>17,914</u>	<u>2,378,187</u>	<u>1,607,472</u>	<u>41,606</u>	<u>1,649,078</u>

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	-	-
	<u>787,212</u>	<u>787,212</u>	<u>444,510</u>	<u>444,510</u>

5. Investment income

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

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

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
<b>Governance costs</b>		
Auditor's remuneration	2,975	2,875
Accountancy fees	3,276	3,578
	1,363,160	1,063,871



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

**9. Employees**

	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
<b>Employee costs</b>		
Wages and salaries	1,378,106	1,077,347
Social security costs	96,292	72,501
Pension costs	31,293	24,179
	<u>1,505,691</u>	<u>1,174,027</u>

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

<b>2023</b>	<b>2022</b>
<u>137</u>	<u>98</u>

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

	<b>2023</b>	<b>2022</b>
£80,001 - £90,000	<u>1</u>	<u>1</u>

**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).

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

**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:

<b>Profit and Loss Account</b>	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
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:

<b>Statement of Financial Activities</b>	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
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

<b>Balance Sheet</b>	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
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 £
<b>Cost or valuation</b>						
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	<u>353,713</u>	<u>412,342</u>	<u>457,108</u>	<u>142,925</u>	<u>235,914</u>	<u>1,602,002</u>
<b>Depreciation</b>						
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	<u>-</u>	<u>262,778</u>	<u>207,263</u>	<u>105,808</u>	<u>183,438</u>	<u>759,287</u>
<b>Net book values</b>						
At 31 March 2023	<u>353,713</u>	<u>149,564</u>	<u>249,845</u>	<u>37,117</u>	<u>52,476</u>	<u>842,715</u>
At 31 March 2022	<u>323,776</u>	<u>181,308</u>	<u>153,153</u>	<u>19,756</u>	<u>60,009</u>	<u>738,002</u>

Tangible fixed assets - Charity

	Assets under construction £	Improvements to property £	Plant & machinery £	Fixtures & fittings £	Computer equipment £	Total £
<b>Cost or valuation</b>						
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	<u>353,713</u>	<u>412,342</u>	<u>457,108</u>	<u>139,176</u>	<u>234,472</u>	<u>1,596,811</u>
<b>Depreciation</b>						
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	<u>-</u>	<u>262,778</u>	<u>207,263</u>	<u>104,482</u>	<u>181,996</u>	<u>756,519</u>
<b>Net book values</b>						
At 31 March 2023	<u>353,713</u>	<u>149,564</u>	<u>249,845</u>	<u>34,694</u>	<u>52,476</u>	<u>840,292</u>
At 31 March 2022	<u>323,776</u>	<u>181,308</u>	<u>153,153</u>	<u>16,583</u>	<u>60,009</u>	<u>734,829</u>

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

13. Investments - Group

	Listed investments £	Total £
<b>Valuation</b>		
At 1 April 2022	198,199	198,199
Revaluations	(12,112)	(12,112)
At 31 March 2023	<u>186,087</u>	<u>186,087</u>

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	<u>75,565</u>	<u>54,519</u>	<u>75,565</u>	<u>54,519</u>

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
	<u>989,546</u>	<u>469,840</u>	<u>1,095,141</u>	<u>591,268</u>

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

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
	<u>1,938,016</u>	<u>2,399,088</u>	<u>1,797,716</u>	<u>2,297,285</u>

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	<u>79,273</u>	<u>72,005</u>	<u>28,423</u>	<u>22,640</u>

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	<u>840,292</u>	<u>1</u>	<u>(62,273)</u>	<u>778,020</u>
Linked charity	-	186,087	8,910	194,997
Non-charitable trading funds	<u>2,423</u>	<u>(1)</u>	<u>(428)</u>	<u>1,994</u>
Total	<u>842,715</u>	<u>186,087</u>	<u>(53,791)</u>	<u>975,011</u>

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

	<b>Tangible Fixed Assets</b>	<b>Investment Assets</b>	<b>Net Current Assets</b>	<b>2022 Total</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
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
<b>Total</b>	<b>738,002</b>	<b>198,199</b>	<b>(766,868)</b>	<b>169,333</b>

**18. Restricted funds**

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

	<b>At 1 April 2021</b>	<b>Incoming resources</b>	<b>Outgoing resources</b>	<b>Fund transfers</b>	<b>At 31 March 2022</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
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
<b>Total</b>	<b>105,768</b>	<b>46,606</b>	<b>(42,663)</b>	<b>(91,776)</b>	<b>17,935</b>

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).

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

**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
	<u>4,821</u>	<u>19,545</u>

**21. Analysis of changes in net debt**

	Group 2023 £	Group 2022 £	Charity 2023 £	Charity 2022 £
Cash at bank and in hand	<u>819,574</u>	<u>1,108,464</u>	<u>564,737</u>	<u>863,497</u>

**22. Financial instruments**

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

	2023 £	2022 £
<b>Financial assets</b>		
Debt instruments measured at amortised cost:		
- Trade debtors (note 15)	131,464	152,134
- Accrued income (note 15)	560,568	129,802
	<u>692,032</u>	<u>281,936</u>
<b>Financial liabilities</b>		
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
	<u>578,830</u>	<u>439,377</u>