

BRIGHTER SOUND LTD

**ANNUAL REPORT
AND
UNAUDITED FINANCIAL STATEMENTS**

FOR

THE YEAR ENDED MARCH 31 2022

BRIGHTER SOUND LTD
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31 2022

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**BRIGHTER SOUND LTD
CHAIR'S STATEMENT
FOR THE YEAR ENDED MARCH 31 2022**

As we continue to navigate the recovery from the pandemic our work has never felt more important, and as a Board we are delighted with the range and quality of work we have been able to deliver this year. The music industry is still transitioning out of the worst impacts of lockdown, and our priority is to ensure we maintain our support of young people, emerging artists and the freelance creatives we work with to support positive mental health, develop their practice and provide paid opportunities which lead to sustainable careers in music.

Our Young People's work has focused on providing opportunities to return to face-to-face activity, working with partners including Young Manchester and the Prince's Trust and continuing our much-valued Sing City workshops. Feedback has been positive about the value of being able to collaborate with peers after a period of isolation fuelled by social distancing.

Our Emerging Artist's work has focused on helping young (and early to mid-career) creatives to re-engage with their practice, supporting them to access opportunities which were denied them over the last couple of years.

2021/22 also saw the completion of our Both Sides Now programme, our region-wide, research-led gender equality initiative funded by Arts Council England's Ambition for Excellence strand. Both Sides Now culminated with the launch of our manifesto for a more equitable music sector at Depot Mayfield in Manchester on 8th March 2022. Over the five years of Both Sides Now - working in partnership with an incredible range of venues, creative and cultural organisations, music education hubs, labels and festivals across the North of England, the programme supported:

- 500 creatives to collaborate, build networks and make music
- The creation of 200+ new pieces of music
- 45+ showcases and performances nationally and internationally
- 35 traineeships in backstage and technical roles
- 120 development opportunities for emerging leaders
- The development of an equality-focussed curriculum resource, reaching 1.2 million children nationally

Our gender equality work continues, and we will use our manifesto as a tool to advocate, champion and facilitate changes in the music sector.

Strategically we have continued to lead on the Manchester Music City initiative and played a role in the Cultural Leadership Group. We are also the SME Lead, on Manchester's Real Living Wage Anchors Group, which targets Manchester becoming a Real Living Wage City.

Operationally we have continued to strengthen the skills of our team, and provided opportunities supported by the Government's Kickstarter campaign. We have focused on embedding our commitment to Equality, Diversity, and Inclusion in all its forms, providing our team and board with development opportunities which will improve our practice and decision-making.

In the financial year reported, performance was good, and we managed to achieve a largely balanced budget, increasing our reserves slightly, and investing in a new website which will be central to us increasing reach and developing income streams. In financial terms the 2022/3 financial year produces a degree of change as our two significant Arts Council England programmes are ending, or have ended, and our funding relationship with Youth Music which has provided a valuable foundation for our finances changes. We have secured new funding with Youth Music which covers 2023-26 and have applied to Arts Council England's National Portfolio which would cover the same time period. Business planning accommodating these changes has provided us with an opportunity to reflect on the direction for Brighter Sound, and how we feel we can best serve our beneficiaries. Whilst the Arts Council's NPO application is key, and a successful application would give us a significant foundation for our work, we do remind ourselves that we haven't been regularly funded in this way before, so have confidence that our alternative plans are robust enough to provide us with different plans should our NPO application not be successful. Both options would require a period of reflection and focus on how best to deliver, but we are confident of the future of Brighter Sound and the impact and value we bring. I am grateful to my fellow board members for their advice and support, our inspired and energetic Brighter Sound staff and freelancers and to all our funders.

Dr Virginia Tandy - Chair, Brighter Sound

BRIGHTER SOUND LTD
ADMINISTRATIVE INFORMATION
FOR THE YEAR ENDED MARCH 31 2022

DIRECTORS

M Ball	
S J Child	(resigned 27/09/21)
R Davies	(appointed 5/08/21)
J Harvie	(appointed 25/10/21)
W H A Lee	(appointed 1/07/21)
A G Lovatt	
J A Mundy	(resigned 27/09/21)
T F Rabbani	
S Rahim	(appointed 1/07/21)
L O Shaw	(appointed 1/07/21)
R M Shaw	(appointed 1/07/21)
Dr V A Tandy - Chair	
M Wilde	

KEY STAFF

D King	Chief Executive
G Davies	Head of Operations & Finance
K Lowes	Head of Programmes
R Horn	Head of Marketing & Communications

**REGISTERED OFFICE AND
PRINCIPAL PLACE OF BUSINESS**

Green Fish Resource Centre
46-50 Oldham Street
Manchester
M4 1LE

**INDEPENDENT EXAMINER
& ACCOUNTANTS**

Peter Smith BA FCA DChA
HGA Accountants & Financial Consultants Ltd
t/a **Chittenden Horley** – Chartered Accountants
The Wesley Centre
Royce Road, Hulme
Manchester M15 5BP

BANKERS

Lloyds Bank Plc
42-46 Market Street
Manchester M1 1PW

**BRIGHTER SOUND LTD
TRUSTEES' AND DIRECTORS' ANNUAL REPORT
FOR THE YEAR ENDED MARCH 31 2022**

The trustees present their annual report together with the financial statements of the charity for the year ended March 31 2022 which are also prepared to meet the requirements for a directors' report and accounts for Companies Act purposes.

REPORTING FRAMEWORK

The financial statements comply with the Charities Act 2011, the Companies Act 2006, the Memorandum and Articles of Association, and 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 (FRS102) (effective 1 January 2019), referred to as the Charities SORP (FRS 102) (second edition – October 2019).

OBJECTIVES AND ACTIVITIES

Charitable objects

1. The Charity is established to act as a resource for young people, living in the UK by providing advice and assistance and organising programmes of physical, educational and other activities as a means of:
 - a. advancing in life and helping young people by developing their skills, capacities and capabilities to enable them to participate in society as independent, mature and responsible individuals;
 - b. advancing education, particularly in music;
 - c. relieving unemployment;
 - d. Providing recreational and leisure time activity in the interests of social welfare for young people living in the area of benefit who have need by reason of their youth. Age, infirmity or disability, poverty or social and economic circumstances with a view to improving the conditions of life of such persons.
2. Advancing education in the Arts by providing training in music, including working with emerging musicians who have been unable to find, or need support in finding employment.

Aims and Objectives for the year ending 31st March 2022

- Develop the next generation of musicians
- Engage and support young people through music
- Increase audience engagement in the support of new and emerging talent
- Become an impactful player across the broader music industry with a national and international profile
- Increase diversity and access within the music offer for young people and emerging musicians

ACTIVITIES, ACHIEVEMENTS AND PERFORMANCE

Objective 1: To act as a resource for young people living in the UK by providing advice and assistance and organising programmes of physical, educational or other activities:

Young Musicians Programme

Highlights for this year include:

- A Song for Manchester (65 participants aged 11-16) - A three-month project in partnership with Sound UK, across 4 Manchester High Schools - Parrs Wood, St Peter's, Whalley Range and Loreto High School. Exploring young people's feelings and experiences of the pandemic and their hopes for the future through lyric writing sessions with post-punk band PINS, culminating in a filmed recording session.
- MADE (12 participants aged 13-14) - Pilot project through the Manchester Cultural Education Partnership with Manchester Histories and Manchester High School for Girls with the aim of exploring, through arts and culture, stories, themes, people and groups that are currently underrepresented in the National Curriculum. Theme chosen by students was 'Forgotten Suffragettes', combining research into lesser-known women who contributed to the movement, with creative song-writing and performance.
- Youth Reaching Out (14 participants aged 16-25) - Monthly online leadership training sessions for young creatives looking to develop skills in project and event management, for career development and networking. This period, they curated and produced a live podcast as part of the Positive Pathways called 'Get a Real Job' exploring career pathways and ways in which organisations can support young creatives move into employment and further training.

Objective 2: Advancing education in the Arts by providing training in music including working with emerging musicians who have been unable to find or need support in finding employment.

Highlights for this year include:

- The launch of the Both Sides Now 'All Things Equal' manifesto for gender equality. The launch took place at Mayfield Depot featuring a new audio-visual commission: <https://www.allthingsequal.co>
- The launch and first release from Both Sides Records, a collaborative commission in partnership with Manchester Central Library / Libraries Live initiative ft. Laura Campbell and Mari Sanio. <https://www.bothsidesrecords.com>
- A second cohort of 12 leaders from across the music industry as part of our Leaders Network and a further 12 emerging leaders taking part in our Leadership Retreat. We have also launched a call out for our first two live residencies Fulu Muziki Afro Futurism and Dreaming with Machines, machine learning.
- Get Started With Music Business (12 participants aged 18-25) - Five day course in partnership with The Prince's Trust, supporting musicians not in education, employment or training (NEET) to develop business skills and knowledge to support their next steps in pursuing creative careers.
- Positive Pathways - a vibrant music education and youth arts conference held at Contact Theatre and attended by 113 delegates including young creatives, freelance music leaders, project managers, programme managers, engagement leads and MEH and music service staff. With inspiration speakers including Roger Wilson (Black Lives in Music) and Jo Ye Cheung (Olympias Music Foundation), an interactive wellbeing workshop with Julia Payne (thehub), and a live podcast, the conference explore themes around creative career development for young people, and how we can support a healthy and happy workforce.

Manchester Music City - Music Cities Network

We have continued our work as sector lead for Manchester, as part of the Music Cities Network. Manchester Music City aims to support the city's successful and vibrant music sector, enhancing international relationships and sustaining an inclusive grass roots music ecology. We worked with a steering group of partners to inform the establishment of Manchester Music City as an independent organisation, and the adoption of appropriate objects and policies. This work continues, and the longer-term relationship between Brighter Sound and the new entity will follow. We also worked on a bid whereby Manchester would host the WOMEX festival in 2024. Notification of success will be known before the end of 2022. A successful bid would run through the new entity.

In partnership with the British Council WOMEXchange, an international exchange project for people making strides for and in their local music scene, we have been strengthening and building new musical partnerships between Manchester and the rest of the world.

**BRIGHTER SOUND LTD
TRUSTEES' AND DIRECTORS' ANNUAL REPORT
FOR THE YEAR ENDED MARCH 31 2022**

Public Benefit

The Charity has concern for the guidance for the charity commission guidance on Public benefit and Trustees and Management Personnel act and make decisions accordingly in line with this guidance. The Charity delivers a wide range of activities in the Public Benefit, described in detail above. In summary, our work in the public benefit includes reaching children and young people through music in order to give them personal, musical and life skills that can enable them to pursue a personal passion with support and training, improve their personal wellbeing, engage with other like-minded young musicians, and become aware, social, skilled and confident people.

Outcomes

Between 1st April 2021 - 31st March 2022, Brighter Sound produced and facilitated 39 separate projects over the year, delivering 304 sessions for 762 people, of which 374 were young people aged under 26. 25% of sessions were online, as we continue to deliver projects in a hybrid way. The gender split being 57% female, 24% male, 3% identifying as non-binary or preferring to self-describe. The remainder being unknown or preferring not to say.

Significant updates to our CRM system are due in December 2022 which will allow participants to apply or sign up for our projects directly into our database. This means participant data is captured directly, rather than in spreadsheets stored by each project manager, which has to be imported to the database at a later stage.

Reach, Marketing and Communications

This period our small yet dynamic marketing team has undergone a refresh of all areas of our marketing and communications strategy and activity, with the aim of improving reach and engagement with our key audience groups - young people, early career musicians and emerging industry professionals.

With support from specialist consultants where appropriate, the organisation now has a new audience-focused communications strategy, content strategy, refreshed brand identity, tone of voice guidelines. This period our small yet dynamic marketing team has undergone a refresh of all areas of our marketing and communications strategy and activity, with the aim of improving reach and engagement with our key audience groups - young people, early career musicians and emerging industry professionals.

With support from specialist consultants where appropriate, the organisation now has a new audience-focused communications strategy, content strategy, refreshed brand identity, tone of voice guidelines and website, which is due to launch in November 2022. We hope these improvements will support our ability to engage new and existing audiences, and garner support from funders and individual donors alike, as well as increase our general brand awareness.

We have continued to invest in high-quality video footage to support our communications, working with Manchester-based filmmakers Triple Dot Makers on advocacy films, trailers for project call-outs and most recently, a Brighter Sound brand showreel. As our project delivery increased post-lockdown our communications output and digital engagement also increased. Our mailing list continues to be an important way of reaching audiences, with our subscribers increasing 10.2% since last period.

In this period the marketing team have continued to take advantage of the huge range of free webinars delivered by the Arts Marketing Association and the Arts Council's Digital Culture Network to ensure our comms stay relevant and respond to the needs of our audiences as they begin to recover from the uncertainty of the pandemic. and website, which is due to launch in November 2022. We hope these improvements will support our ability to engage new and existing audiences, and garner support from funders and individual donors alike, as well as increase our general brand awareness.

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FINANCIAL REVIEW

Overview

This year we are reporting a surplus on unrestricted funds of £1,150 with free reserves increasing to £71,499. We have also invested in our new website, due to be launched in November 2023, at which point we will commence depreciation.

As we move out of the most restrictive impacts of the pandemic, we were able to re-commence restricted fund activities for which we had accrued surplus restricted funds to deliver. This explains the reduction in restricted funds held at year end, and the restricted funds deficit for the year.

Core expenditure has remained largely similar. We took the decision, to support close cost management, to remain in lower-cost temporary office accommodation, on a lease with a short notice period. This provides us with the flexibility to reduce expenditure, whilst we consider our longer-term needs in terms of premises. Greater use of virtual working will be a factor on when we return to more permanent accommodation.

We are pleased to have navigated this period positively, from a financial perspective, whilst maintaining reserve levels to support liquidity and to provide a strong base on which to build our delivery plans.

Risk management

The trustees have a risk management strategy which comprises: a rolling review of the risks the charity may face; the establishment of systems and procedures to mitigate those risks identified in the plan; and the implementation of procedures designed to minimise any potential impact on the charity should those risks materialise. The full board reviews this plan on a quarterly basis, focusing on new items and on anything scored as high risk.

During the financial year, our Finance Sub-committee has continued to meet monthly to provide increased scrutiny of our finances, and to ensure that risk is effectively managed in a timely manner. As the impacts of the pandemic continued to provide uncertainty, this forum provided invaluable advice and ensured that decisions could be stress tested before implementation.

Reserves

The company has targeted a level of free reserves (unrestricted reserves not invested in fixed assets or otherwise designated) of £60,000, approximately three months fixed running costs. At the year end its free reserves were £71,499. The reserves target will be reviewed further at the end of the 22/23 financial year, when Trustees will decide if the target remains appropriate.

Going concern

Whilst the changes to our relationship with historical regular funders will create new challenges, it also creates opportunities to refocus our multi-year funds. During 22/23 we have been scenario planning to ensure that we have plans which are not solely reliant on our Arts Council NPO application, or indeed any one individual funder. Diversifying our income streams and looking at more opportunities for earned income and donations has been a particular focus. Success in our Youth Music application reinforces our confidence in our ability to deliver projects which have demonstrable impact, which funders will support. With work already secured, and a revised business and fundraising plan we have no issues around declaring the organisation a viable going concern.

Pricing policy

Wherever possible, we offer our provision - workshops, residencies, masterclasses, mentoring, and support – Free of Charge to the end user. This is to ensure that finance is not a barrier to access, and to allow us to broaden the reach of our work.

FUTURE PLANS

Over the next year Brighter Sound will work to develop greater structure & shape to our programme, scale & grow our successful models of delivery & deepen the reach & impact of our work and to build on what we have established to develop the diverse music creators & industry professionals of the future.

We plan to :-

- facilitate the delivery of co-created, high-quality & inclusive activities for young people, broadening the cultural offer outside of schools & supporting young people to develop & hone their creative skills. We will bridge & build opportunities for priority towns across the North of England with stronger progression routes into positive development opportunities
- support the growth & emergence of creative practice & risk-taking through our commissions and residencies; placing an emphasis on reaching underrepresented communities & sustainably. Our international work will facilitate exchange & connect world-class culture to and from England. We are committed to working collaboratively (across education, commercial industry & with peers) to support relevance & innovation in our programme through research, peer review & training
- we will play a critical role in building a supportive infrastructure locally, regionally & internationally expanding capacity & competencies to make a significant mark on sector & on place

As sector lead for Manchester Music City we will continue to support the city to build Manchester as a contemporary international brand to the global music industry; manage Manchester's membership of the Music Cities Network and work collaboratively with local and international partners; create and participate with international opportunities, networking and peer learning from cities and regions around the world; bid for and secure major national and international music events to take place in the city to promote Manchester as a music city, reinforcing its profile within the global music sector. Through this work we will ensure the equitable distribution of opportunities for diverse industry professionals and public audiences and work to combat systemic inequalities within the Manchester music ecology.

Brighter Sound will continue to prioritise inclusion and equity across all our areas of work both internally and externally. Working with our trustees, workforce, senior management team and partners to approach access in a granular way, seeking to understand difference and create a sense of belonging that goes beyond inclusion.

Strategic Developments

In the coming year we will continue to build on our period of visioning and business planning to take us through to 2026. In the next period our future funding will become clearer, and from this we will be able to refine our business and financial plans to complement the body of work we will be delivering.

We have a specific focus on broadening the reach of our work, building on the good work we have done on Equality, Diversity and Inclusion. We will continue to develop the impact and content of our programming, exploring new partnership opportunities, using our resources to maximum effect, and innovating to ensure our offer stays future facing, relevant and inspiring.

STRUCTURE GOVERNANCE AND MANAGEMENT

Governing document

The charity is a company limited by guarantee governed by its memorandum and articles of association dated April 13 2004, as amended by special resolution(s) dated October 11 2013. It is a registered charity with the Charity Commission.

Members of the company

The members of the company comprise the Directors and such other persons who have been admitted to membership by the Directors in accordance with the Articles of Association. The minimum number of members is three and the maximum eleven.

Appointment of trustees/directors

The Trustees (who are also directors of the company) are appointed by the members in general meetings. The Directors have the power to co-opt. .

Co-opted directors/trustees hold office until the next AGM and are then eligible for election.

No Director can serve for more than six years, unless as a serving director they are elected chair in the fourth year of serving as a Director. In which case they may serve for up to a maximum of eight years providing they continue as chair of the Board.

New Trustees are nominated by existing Trustees and can be put forward by the company's executive team for consideration by the board.

Trustee induction and training

Potential trustees are invited to meet the board and the executive team before attending a trustees' meeting as an observer. Following this process, suitability is assessed, and suitable candidates are invited to become Trustees. On joining new Trustees are given an induction and a set of resources to support their introduction to the company and provide guidance on their obligations and responsibilities as a trustee, and their role for the Charity including the Charity Commission's guidance on public benefit. Trustees are expected to attend training when requested including whole company visioning, and fundraising training relevant to their role as trustees.

Organisation

The minimum number of directors is three and the maximum fourteen. The board meets quarterly and there is a finance sub-committee.

An executive Director is appointed by the trustees to manage the day-to-day operations of the charity.

To facilitate effective operations, the executive Director has delegated authority, within terms of delegation approved by the trustees, for operational matters including finance, employment and artistic performance related activity. The Director leads the executive team consisting of two senior managers (Head of Programmes and Head of Operations) three project managers associated with activity delivery, a communications coordinator, projects coordinator and a digital marketing apprentice

Pay and remuneration for senior staff

Pay and remuneration of key management personnel is agreed by trustees by ordinary resolution in relation to a company pay scale. Any changes to the level of pay or significant changes in working hours are agreed by trustees by ordinary resolution.

Related parties

None of our trustees receive remuneration or other benefit from their trustee role with the charity other than travel expenses which must be claimed. In the current year, no trustees claimed any expenses or remuneration.

Any connection between a trustee or senior manager of the charity with a production company, contracted supplier, practitioner or beneficiary must be disclosed to the full board of trustees in the same way as any other contractual relationship with a related party. The Charity has a Conflict-of-Interest Policy which is provided to all Trustees and adhered to by all parties.

If trustees undertake work for the charity outside of their role as trustees, they may not in any way influence or take part in the decision of trustees to engage their services and must declare in full any arrangements with the charity.

TRUSTEES' RESPONSIBILITIES IN RELATION TO THE FINANCIAL STATEMENTS

The trustees (who are also directors of Brighter Sound Ltd for the purposes of company law) are responsible for preparing the Trustees' Annual 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 (FRS 102) (second edition – October 2019);
- 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.

SMALL COMPANY PROVISIONS AND APPROVAL

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies' exemption.

Approved by the Board of Trustees and signed on its behalf by:

Virginia Tandy

Dr Virginia Tandy - Chair of Trustees

Date: 11/11/22

**INDEPENDENT EXAMINERS REPORT
TO THE TRUSTEES OF THE BRIGHTER SOUND LTD
FOR THE YEAR ENDED MARCH 31 2022**

I report to the charity trustees on my examination of the accounts of the company for the year ended March 31 2022 which are set out on pages 11 to 24.

Responsibilities and basis of report

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

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

Independent examiner's statement


Since the company's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of *Institute of Chartered Accountants in England and Wales* (ICAEW) which is one of the listed bodies.

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

1. accounting records were not kept in respect of the company as required by section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

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

Peter Smith

<p>Peter Smith BA FCA DChA</p> <p>For and on behalf of: HGA Accountants & Financial Consultants Ltd t/a Chittenden Horley - Chartered Accountants</p> <p>The Wesley Centre Royce Road, Hulme Manchester M15 5BP</p> <p>Date: 11/11/22</p>	
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BRIGHTER SOUND LTD
STATEMENT OF FINANCIAL ACTIVITIES (including the income and expenditure account)
FOR THE YEAR ENDED MARCH 31 2022

	Notes	Unrestricted Funds £	Restricted Funds £	Total 2022 £	Total 2021 £
Incoming resources from generated funds:					
Donations	2	96,085	45,087	141,172	213,614
Charitable activities	3	32,914	554,078	586,992	537,687
Other trading income	4	-	-	-	1,950
TOTAL INCOME		<u>128,999</u>	<u>599,165</u>	<u>728,164</u>	<u>753,251</u>
EXPENDITURE					
Costs of raising funds	5	7,120	-	7,120	12,623
Expenditure on charitable activities	6	120,729	688,635	809,364	479,052
TOTAL EXPENDITURE		<u>127,849</u>	<u>688,635</u>	<u>816,484</u>	<u>491,675</u>
NET INCOME/(EXPENDITURE) BEFORE TRANSFERS		1,150	(89,470)	(88,320)	261,576
Transfers between funds		-	-	-	-
NET MOVEMENT IN FUNDS		1,150	(89,470)	(88,320)	261,576
TOTAL FUNDS : BROUGHT FORWARD	14	<u>90,149</u>	<u>382,086</u>	<u>472,235</u>	<u>210,659</u>
CARRIED FORWARD	14	<u><u>91,299</u></u>	<u><u>292,616</u></u>	<u><u>383,915</u></u>	<u><u>472,235</u></u>

The notes on pages 14 to 24 form part of these financial statements.

BRIGHTER SOUND LTD
BALANCE SHEET
AS AT MARCH 31 2022

	Notes	2022 £	2022 £	2021 £	2021 £
FIXED ASSETS					
Tangible Assets	10		-		1,161
Intangible Assets	11		<u>19,800</u>		<u>-</u>
			19,800		1,161
CURRENT ASSETS					
Debtors	12	277,392		84,566	
Cash at Bank and in Hand		<u>123,850</u>		<u>428,037</u>	
		401,242		512,603	
CREDITORS					
Amounts falling due in one year	13	<u>37,127</u>		<u>41,529</u>	
NET CURRENT ASSETS			<u>364,115</u>		<u>471,074</u>
NET ASSETS			<u><u>383,915</u></u>		<u><u>472,235</u></u>
FUNDS					
Unrestricted					
General fund	14		91,299		90,149
Restricted	14		<u>292,616</u>		<u>382,086</u>
TOTAL FUNDS			<u><u>383,915</u></u>		<u><u>472,235</u></u>

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

For the year ending March 31 2022, the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies and no notice has been deposited under section 476 requiring the company to obtain an audit of its accounts for the year in question.

Directors' responsibilities

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

The notes on pages 14 to 24 form part of these financial statements.

Approved by the Board and authorised for issue on: 11/11/22

And signed on their behalf by:

Virginia Tandy

Dr Virginia Tandy - Chair of Trustees

Company registration number 05100495

BRIGHTER SOUND LTD
STATEMENT OF CASH FLOWS
AS AT MARCH 31 2022

	notes	2022 £	2021 £
Cash used in operating activities	16	<u>(284,003)</u>	<u>265,328</u>
Cashflows from investing activities			
Purchase intangible fixed assets		<u>(19,800)</u>	<u>-</u>
Cash provided by/(used in) investing activities		<u>(19,800)</u>	<u>-</u>
Cashflows from financing activities			
Repayment of borrowing - Finance lease		<u>(384)</u>	<u>(684)</u>
Cash used in financing activities		<u>(384)</u>	<u>(684)</u>
Increase/(decrease) in cash & cash equivalents in the year		(304,187)	264,644
Cash and cash equivalents brought forward		428,037	163,393
Cash and cash equivalents carried forward		<u>123,850</u>	<u>428,037</u>
Cash and cash equivalents consist of:			
Cash at bank and in hand		123,850	428,037
		<u>123,850</u>	<u>428,037</u>

Details of the movements in net debt are given in note 18.

The notes on pages 13 to 24 form part of these financial statements.

1 ACCOUNTING POLICIES

Basis of preparation

The financial statements have been prepared: under the historic cost convention; in accordance with the Statement of Recommended Practice – Accounting and Reporting by Charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS102) effective January 1 2019 (second edition – October 2019); FRS102; and the Companies Act 2006. The charity constitutes a public benefit entity as defined by FRS102.

The accounts are prepared in £ sterling, which is the functional currency.

Income recognition

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received, and the amount of income receivable can be measured reliably. The following applies to particular types of income:

Grants, whether of a capital or revenue nature, are recognised when the charity has entitlement to the funds, any performance conditions have been met and it is probable that the income will be received.

Donations from individuals and other bodies (not being of the nature of a grant) are recognised when receivable.

Earned income is measured at the fair value of the consideration received or receivable for services and goods supplied, net of discounts and VAT.

Deferred income

Income is only deferred and included in creditors when:

- The income relates to a future accounting period
- A sales invoice has been raised ahead of the work being carried out and there is no contractual entitlement to the income until the work has been done
- Not all the terms and conditions of the grant have been met, including the incurring of expenditure and the grant conditions are such that unspent grant must be refunded

Expenditure and irrecoverable VAT

Expenditure is recognised once there is a legal or constructive obligation to make a payment to a third party, it is probable that the settlement will be required, and the amount of the obligation can be measured reliably. Expenditure is classified under the following activity headings:

Costs of raising funds	including those associated with fundraising activities, managing investments and commercial trading by the subsidiary company.
------------------------	--

Charitable activities	costs of undertaking the work of the charity.
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The charity is registered for VAT and is able to recover some of the input tax charged as it relates to Vatable supplies. Costs are stated net of VAT where charged and irrecoverable VAT is included as a separate charge either within direct costs or support costs as appropriate.

Allocation of support costs

Support costs are those functions which assist the work of the charity either by supporting the delivery of charitable activities or by supporting the generation of funds. They include staff costs; depreciation; legal and financial costs; marketing, network, research & organisational costs; office, equipment & IT cost; and property costs. The basis of allocations is set out in note 6.

1 ACCOUNTING POLICIES (continued)

Tangible fixed assets and depreciation

Individual fixed assets costing more than £500 are capitalised at cost and are depreciated over their estimated useful lives on a straight-line basis as set out below.

Depreciation rates are as follows:

Equipment	10% p.a
Computer equipment	33%pa

Intangible fixed assets

Intangible assets costing more than £500 are capitalised. The charity's website is classified as an intangible fixed assets and the costs of its development have been capitalised. The website is being amortised over its useful economic life of five years on a straight-line basis.

Debtors

Trade and other debtors are recognised at the settlement amount due and prepayments are valued at the amount prepaid.

Cash at bank and in hand

Cash at bank and in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Creditors and provisions

Creditors and provisions are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount.

Financial instruments

The charity has only basic financial instruments which are initially recorded at cost, subsequently measured at their settlement value.

Judgements and key sources of estimation uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

	2022			2021		
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	£	£	£	£	£	£
2 DONATIONS						
ACE CRF1	-	25,000	25,000	-	51,555	51,555
Esmeé Fairbairn	60,000	-	60,000	60,000	-	60,000
GMCA - grant re staffing	-	14,544	14,544	-	7,272	7,272
HMRC - CJRS	12,428	-	12,428	61,514	-	61,514
Kickstart		5,543	5,543	-	-	-
MCC - COVID support	23,000	-	23,000	10,000	-	10,000
MCC - grant re staffing	-	-	-	-	20,275	20,275
Donations						
General donations	657	-	657	2,998	-	2,998
	96,085	45,087	141,172	134,512	79,102	213,614

BRIGHTER SOUND LTD
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31 2022

2022			2021		
Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
£	£	£	£	£	£

3 INCOME FROM CHARITABLE ACTIVITIES

Youth Music	4,558	166,711	171,269	3,550	280,949	284,499
Emerging Musicians	385	96,242	96,627	11,500	31,040	42,540
Workshops, consultancy & other	27,971	291,125	319,096	9,173	201,475	210,648
	32,914	554,078	586,992	24,223	513,464	537,687

Income is analysed as follows:

Youth Music

Love Music Trust	-	-	-	-	5,000	5,000
Manchester City Council	-	4,781	4,781	-	12,000	12,000
Prince's Trust	-	9,130	9,130	-	15,520	15,520
Youth Music Grant	-	152,800	152,800	-	235,000	235,000
Young Manchester	-	-	-	-	13,429	13,429
Fees and other income	4,558	-	4,558	3,550	-	3,550
	4,558	166,711	171,269	3,550	280,949	284,499

Emerging Musicians

ACE G4A - Both Sides Now	-	59,508	59,508	-	-	-
British Council - Both Sides Now	-	9,742	9,742	-	-	-
Manchester C C - Both Sides Now	-	19,492	19,492	-	-	-
Help Musicians UK	-	1,500	1,500	-	13,500	13,500
Mayfield Arts Trust	-	-	-	-	11,540	11,540
PRS Foundation	-	6,000	6,000	-	6,000	6,000
Other income	385	-	385	11,500	-	11,500
	385	96,242	96,627	11,500	31,040	42,540

Workshops, consultancy & other activities

ACE - transforming leadership	-	202,500	202,500	-	101,200	101,200
British Council	-	12,600	12,600	-	50,000	50,000
MCC - Music Cities Network	-	57,125	57,125	-	28,175	28,175
MCC - Danish Cities	-	5,000	5,000	-	-	-
My Hub Music trust - Manchester experimental orchestra	-	12,000	12,000	-	-	-
Sick! Festival- channelled grant	-	1,900	1,900	-	17,100	17,100
Youth Music - Music Cities Network	-	-	-	-	5,000	5,000
Other income	27,971	-	27,971	9,173	-	9,173
	27,971	291,125	319,096	9,173	201,475	210,648

4 OTHER TRADING INCOME

Sponsorship - mentoring programme	-	-	-	1,950	-	1,950
	-	-	-	1,950	-	1,950

BRIGHTER SOUND LTD
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31 2022

5 COSTS OF RAISING FUNDS

	2022			2021		
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
	£	£	£	£	£	£
Direct costs	258	-	258	216	-	216
Support costs	6,862	-	6,862	12,407	-	12,407
	<u>7,120</u>	<u>-</u>	<u>7,120</u>	<u>12,623</u>	<u>-</u>	<u>12,623</u>

6 CHARITABLE EXPENDITURE

Youth Music	11,431	195,235	206,666	40,627	165,086	205,713
Emerging Musicians	110,622	137,556	248,178	119,540	20,922	140,462
Workshops, consultancy & other	43,763	310,757	354,520	55,050	77,827	132,877
Staffing funding	(14,544)	14,544	-	(34,819)	34,819	-
Kickstart	(5,543)	5,543	-	-	-	-
ACE CRF1 funded	(25,000)	25,000	-	(51,555)	51,555	-
	<u>120,729</u>	<u>688,635</u>	<u>809,364</u>	<u>128,843</u>	<u>350,209</u>	<u>479,052</u>

Expenditure is analysed as follows:

	Direct Costs £	Direct Salaries £	Support Costs £	Total £
2021/22				
Youth Music	96,427	70,066	40,173	206,666
Emerging Musicians	136,238	58,375	53,565	248,178
Workshops, consultancy & other	172,107	145,772	36,641	354,520
	<u>404,772</u>	<u>274,213</u>	<u>130,379</u>	<u>809,364</u>
2020/21				
Youth Music	60,771	71,233	73,709	205,713
Emerging Musicians	13,112	4,500	122,850	140,462
Workshops, consultancy & other	58,612	35,083	39,182	132,877
	<u>132,495</u>	<u>110,816</u>	<u>235,741</u>	<u>479,052</u>

7 SUPPORT & GOVERNANCE COSTS

			Emerging	Other	Total
	Fundraising	Youth Music	Musicians	Activities	2022
2021/22	£	£	£	£	£
Support costs					
Staff costs	1,232	7,390	9,854	6,159	24,635
Depreciation & amortisation	58	348	464	290	1,160
Legal & financial	377	2,259	3,012	1,883	7,531
Marketing	1,945	11,671	15,561	9,726	38,903
Network, research and organisational	1,025	6,148	8,198	5,124	20,495
Office, equipment and IT	692	4,154	5,538	3,462	13,846
Property costs	1,117	6,703	8,938	5,586	22,344
	6,446	38,673	51,565	32,230	128,914
Governance costs					
Staff costs	250	1,500	2,000	1,250	5,000
Professional fees	166	-	-	3,161	3,327
	416	1,500	2,000	4,411	8,327
	6,862	40,173	53,565	36,641	137,241
			Emerging	Other	Total
	Fundraising	Youth Music	Musicians	Activities	2021
2020/21	£	£	£	£	£
Support costs					
Staff costs	8,151	48,908	81,514	24,454	163,027
Depreciation & amortisation	124	746	1,244	373	2,487
Legal & financial	330	1,979	3,298	989	6,596
Marketing	598	3,586	5,977	1,793	11,954
Network, research and organisational	1,078	6,468	10,780	3,234	21,560
Office, equipment and IT	705	4,227	7,045	2,114	14,091
Property costs	1,049	6,295	10,492	3,148	20,984
	12,035	72,209	120,350	36,105	240,699
Governance costs					
Staff costs	250	1,500	2,500	750	5,000
Professional fees	122	-	-	2,327	2,449
	372	1,500	2,500	3,077	7,449
	12,407	73,709	122,850	39,182	248,148

Support costs are allocated on the following basis:

Area	basis
Staff costs, training and recruitment	estimate of staff time
Office rent and service charge	head count based on estimate of staff time.
Other costs	estimate of resources used.

BRIGHTER SOUND LTD
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31 2022

8 STAFF INFORMATION

2022	2021
£	£
a Employees	
Salaries and wages	261,710
Employer's pension contributions	5,308
Employers NI allowance	(4,000)
Employer's NI contributions	21,133
23,647	284,151
309,553	

No employees earned more than £60,000 p.a. in either year.

b Key management personnel

The key management of the charity comprise the trustees and senior staff (as set out on page1).

The trustees do not receive any remuneration for their services.

The total employee benefits, including employer pension and NI contributions, of other key management were as follows:

135,550	122,249
----------------	----------------

c Average staff numbers

The average number of employees was as follows:-

Average number	Average number
13	11

9 NET INCOME/(EXPENDITURE) BEFORE TRANSFERS (for the Group)

This is stated after charging/(crediting):

Independent examiners & accountants fees:

Examination	850	800
Accountancy fees	1,894	1,558
Other services	180	-
Depreciation of fixed assets	1,161	1,168
Amortisation of intangible assets	-	1,320
Trustees remuneration	-	-
Trustees expenses	-	-
	Number	Number
Trustees claiming expenses	-	-

The net book value of assets held on finance leases included in tangible assets in note 9 was £nil (2021 - £1), and depreciation in 20/21 was £543 (this year none).

BRIGHTER SOUND LTD
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31 2022

10 TANGIBLE FIXED ASSETS

	Computers & Office		
	Equipment	Equipment	Total
Cost or valuation	£	£	£
As at April 1 2021	16,624	24,034	40,658
As at March 31 2022	16,624	24,034	40,658
Depreciation			
As at April 1 2021	16,624	22,873	39,497
Charge for the year	-	1,161	1,161
As at March 31 2022	16,624	24,034	40,658
Net Book Value			
As at March 31 2022	-	-	-
As at March 31 2021	-	1,161	1,161

11 INTANGIBLE FIXED ASSETS

	Website	Total
Cost	£	£
As at April 1 2021	6,600	6,600
Additions	19,800	19,800
Disposals	(6,600)	(6,600)
As at March 31 2022	19,800	19,800
Amortisation		
As at April 1 2021	6,600	6,600
Charge for the year	-	-
Disposals	(6,600)	(6,600)
As at March 31 2022	-	-
Net Book Value		
As at March 31 2022	19,800	19,800
As at March 31 2021	-	-

12 DEBTORS

	2022	2021
	£	£
Trade debtors	17,391	1,200
Income receivable	258,155	83,366
Prepayments	1,846	-
	277,392	84,566

13 CREDITORS falling due within one year

Trade creditors	24,986	29,829
Other taxes and social security	6,658	5,221
Accruals	5,483	2,195
Finance lease creditor	-	384
Income and grants in advance	-	3,900
	37,127	41,529

14 STATEMENT OF FUNDS

	2020/21				b/f and c/f 31/03/2021 01/04/2021 £	2021/22			
	01/04/2020 £	Income £	Expenditure £	transfers £		Income £	Expenditure £	transfers £	31/03/2022 £
Unrestricted funds:									
General fund	70,930	160,685	(141,466)	(18,845)	71,304	128,999	(109,004)	-	91,299
Designated funds:									
Esmée Fairbairn	-	-	-	18,845	18,845	-	(18,845)	-	-
Total unrestricted funds	70,930	160,685	(141,466)	-	90,149	128,999	(127,849)	-	91,299
Restricted Funds:									
ACE - CRF1	-	51,555	(51,555)	-	-	25,000	(25,000)	-	-
GMCA - staffing	7,272	7,272	(14,544)	-	-	14,544	(14,544)	-	-
Kickstart	-	-	-	-	-	5,543	(5,543)	-	-
MCC - staffing	-	20,275	(20,275)	-	-	-	-	-	-
Youth Music	26,696	280,949	(165,086)	-	142,559	166,711	(195,235)	-	114,035
Emerging Musicians	46,356	31,040	(20,922)	-	56,474	96,242	(137,556)	-	15,160
Other activities	59,405	201,475	(77,827)	-	183,053	291,125	(310,757)	-	163,421
Total restricted funds	139,729	592,566	(350,209)	-	382,086	599,165	(688,635)	-	292,616
	210,659	753,251	(491,675)	-	472,235	728,164	(816,484)	-	383,915

Restricted funds

All the grants will be used to support the ongoing projects in 22/23

14 STATEMENT OF FUNDS (continued)

	2020/21				b/f and c/f 31/03/2021 01/04/2021	2021/22			
	01/04/2020	Income	Expenditure	transfers		Income	Expenditure	transfers	31/03/2022
	£	£	£	£	£	£	£	£	£
Youth Music									
Love Music Trust	-	5,000	(20)	-	4,980	-	(4,980)	-	-
Manchester City Council	-	12,000	(12,000)	-	-	4,781	(220)	-	4,561
Prince's Trust	-	15,520	(14,597)	-	923	9,130	(6,989)	-	3,064
Youth Music Grant	19,904	235,000	(134,208)	-	120,696	152,800	(167,086)	-	106,410
Young Manchester	6,792	13,429	(4,261)	-	15,960	-	(15,960)	-	-
Donations	-	-	-	-	-	-	-	-	-
	26,696	280,949	(165,086)	-	142,559	166,711	(195,235)	-	114,035
Emerging Musicians									
ACE/YM - Both Sides Now	41,480	-	(6,612)	-	34,868	59,508	(94,376)	-	-
British Council - Both Sides Now						9,742	(9,742)	-	-
Manchester C C - Both Sides Now						19,492	(19,492)	-	-
Help Musicians UK	4,876	13,500	(4,502)	-	13,874	1,500	(9,896)	-	5,478
Mayfield Arts Trust	-	11,540	(3,808)	-	7,732	-	-	-	7,732
PRS Foundation	-	6,000	(6,000)	-	-	6,000	(4,050)	-	1,950
Other grants	-	-	-	-	-	-	-	-	-
	46,356	31,040	(20,922)	-	56,474	96,242	(137,556)	-	15,160
Other activities									
ACE - transforming leadership	55,655	101,200	(42,635)	-	114,220	202,500	(229,938)	-	86,782
British Council - Womex	-	50,000	-	-	50,000	-	(16,163)	-	33,837
British Council - We are equals	-	-	-	-	-	12,600	(6,498)	-	6,102
Music Cities Network	3,750	33,175	(21,944)	-	14,981	57,125	(49,844)	-	22,262
MCC - Danish Cities	-	-	-	-	-	5,000	-	-	5,000
My Hub Music trust - Manchester	-	-	-	-	-	12,000	(2,562)	-	9,438
experimental orchestra	-	17,100	(13,248)	-	3,852	1,900	(5,752)	-	-
Sick! Festival- channelled grant	59,405	201,475	(77,827)	-	183,053	291,125	(310,757)	-	163,421

15 ANALYSIS OF NET ASSETS BETWEEN FUNDS

Company fund balances at March 31 2022

are represented by:-

	Unrestricted		Restricted	Total
	General	Designated	Funds	
	£	£	£	£
Intangible fixed assets	19,800	-	-	19,800
Net current assets	71,499	-	292,616	364,115
	<u>91,299</u>	<u>-</u>	<u>292,616</u>	<u>383,915</u>

Free Reserves:

Net current assets

71,499

Company fund balances at March 31 2021

are represented by:-

	Unrestricted		Restricted	Total
	General	Designated	Funds	
	£	£	£	£
Tangible fixed assets	1,161	-	-	1,161
Net current assets	70,143	18,845	382,086	471,074
	<u>71,304</u>	<u>18,845</u>	<u>382,086</u>	<u>472,235</u>

16 RECONCILIATION OF NET MOVEMENT IN FUNDS TO NET CASHFLOW FROM OPERATING ACTIVITIES

	2022	2021
	£	£
Net income/(expenditure)	(88,320)	261,576
Add back depreciation	1,161	1,168
Add back amortisation intangible assets	-	1,320
Decrease/(increase) in debtors	(192,826)	(23,674)
Increase/(decrease) in creditors	(4,018)	24,938
Net cash generated from/(used in) operating activities	<u>(284,003)</u>	<u>265,328</u>

17 MOVEMENT IN NET DEBT

	at 31/3/21	cashflows	leases	cash	as 31/3/22
	£	£	£	£	£
Cash and cash equivalents					
Cash at bank and in hand	<u>428,037</u>	-	<u>304,187</u>	-	<u>123,850</u>
Debt					
Finance lease obligations	<u>384</u>	<u>(384)</u>	-	-	<u>-</u>
Cash and cash equivalents net of debt	<u><u>427,653</u></u>				<u><u>123,850</u></u>

18 CONSTITUTION

The Company is limited by guarantee and does not have a share capital. In the event of the Company being wound up the members are committed to contributing £1 each.

19 TAXATION

The company is a registered charity and is entitled to claim annual exemption from UK corporation tax under sections 466 to 477 of the Corporation Tax Act 2010.

20 CAPITAL COMMITMENTS

The company had no capital commitments at the year end (2021 - none)

21 RELATED PARTY TRANSACTIONS

There were no related party transactions in either year which are required to be disclosed.

22 LEASE COMMITMENTS

The company had no commitments under operating leases (2021 - none).

The company has the following commitments under finance lease:

Payable within one year	-	400
Payable between 2 and 5 years	-	-
	-	400
Less interest	-	(16)
	-	384