



"The work I have done with LMN has given me confidence in my ability to communicate with almost anyone as a musician and performer, and has always served as a reminder that human communication, and not abstract musical perfection, should always be at the heart of what we offer to our audiences."

David Jones, baritone

LIVE MUSIC NOW LIMITED provides high-quality participatory performances and workshops in community settings, especially for those who are normally excluded from opportunities to experience live music through ill health, disability, isolation or poverty.

It also provides a wide variety of paid performing experiences for exceptionally talented professional musicians in the crucial early years of their careers.



LIVE MUSIC NOW LIMITED

ANNUAL REPORT AND CONSOLIDATED ACCOUNTS

YEAR ENDED 31 MARCH 2020

Contents

TRUSTEES' ANNUAL REPORT	3
Reference & Administrative Details of the Charity, its Trustees & Advisers	3
SUMMARY OF ACTIVITIES	4
.....	4
STRUCTURE, GOVERNANCE AND MANAGEMENT	6
Constitution	6
Selection of Trustees	6
Induction and Training of Trustees	6
Organisational Structure	6
Objectives & Activities	6
Risk Assessment	6
Objects	7
Aims	7
Objectives and target outputs for the year	7
Strategies for implementation	8
1. MUSICIANS' DEVELOPMENT	10
2. HEALTH AND WELLBEING	12
3. MUSIC FOR SPECIAL EDUCATIONAL NEEDS & DISABILITIES	14
COVID-19	15
FINANCIAL REVIEW	16
Chairman's statement on Reserves Policy	17
Principal Funding Sources	17
Public Benefit Statement	18
INDEPENDENT EXAMINER'S REPORT TO THE MEMBERS OF LIVE MUSIC NOW LTD ('THE COMPANY')	19
STATEMENT OF FINANCIAL ACTIVITIES INCLUDING INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 MARCH 2020	21
BALANCE SHEET AT 31 MARCH 2020	22
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020	23

TRUSTEES' ANNUAL REPORT

The trustees are pleased to submit their report and financial statements for the year ended 31 March 2020.

The financial statements comply with current statutory requirements (Companies Act 2006 and Charities Act 2011), the Memorandum and Articles of Association and the Statement of Recommended Practice - Accounting and Reporting by Charities (SORP 2015) issued by the Charity Commission. Live Music Now is a registered charity in England and Wales (273596).

Reference & Administrative Details of the Charity, its Trustees & Advisers

Charity Name

LIVE MUSIC NOW LIMITED (Live Music Now and LMN)

Charity Registration number

273596 (England and Wales)

Company Registration number

1312283

Registered address

Live Music Now, West Wing, Somerset House,
London WC2R 1LA (updated June 2020)

Directors and trustees

Members of the Board of Trustees are the directors of the charitable company ('the charity') and are trustees for the purposes of charity law. Throughout this report members are collectively referred to as the trustees. Those serving on the date this report was approved are:

Sir Vernon Ellis (Chairman)

Ms Kate Buchanan
Dame Rosemary Butler DBE (resigned June 20)
Lady Sandra Fell (resigned June 20)
Dr Peter Freedman
Mrs Alexandra Holford
Ms Colleen Keck
Mrs Caroline Llewellyn
Mr Gavin Graham Robert McEwan
Mr Simon Millward (appointed May 2019)
Ms Maz O'Connor (appointed June 2020)
Professor Adam Ockelford (appointed Sept 2019)
Mrs Amanda Platt
Mr Ashley Prime (resigned September 2019)
Ms Norma Sinte (appointed June 2020)
Mr David Todd (LMNS - from September 2019)
Lady Charlotte Tyrwhitt

Patron

HRH The Prince of Wales

Founder President

Sir Ian Stoutzker

Chairman

Sir Vernon Ellis

Chief Executive Officer

Mr Evan Dawson (resigned June 2020)
Mrs Nina Swann (Acting from June 2020)

Company Secretary

Mrs Emily Roberts (from June 2020)

Independent Examiner

Alison Robinson, Saffery Champness LLP
Mitre House, North Park Road, Harrogate, North
Yorkshire, HG1 5RX

Alison Robinson has expressed her willingness to remain in office as independent examiner to the company.

Bankers

NatWest, PO Box 1357, 169 Victoria Street, London,
SW1E 5BT

In addition to the main central fund banks above, each branch has its own banking arrangements.

SUMMARY OF ACTIVITIES

- During 2019-20, we provided **3,403** music workshops in England, Wales and Northern Ireland.

2,126
music workshops
for
**Children and young people
with special educational
needs and disabilities**

1,234
music workshops
for
**Older people in care homes,
hospitals and communities**

96
music workshops
for
**Other individuals, including
adults with mental health
issues**

- These provided measurable benefits to **85,994** vulnerable people, comprising:
 - over **51,000** children;
 - over **28,500** older people; and
 - over **5,000** people from other vulnerable groups.
- We trained and supported **287** young professional musicians to deliver this work throughout the UK, from a wide range of backgrounds and musical genres. LMNS worked with 134 musicians, which means that in the **UK**, LMN and LMNS worked with **421** young musicians at the beginning of their careers.
- Our work was shortlisted for the Charity Awards in 2019.
- An additional 510 participatory performances in **Scotland** and 24 **internationally** were delivered by Live Music Now Scotland to an approximate audience of 26,750 - bringing LMN and LMNS's combined output to a total of **3,913** music workshops, with an audience reach of over **111,490** people.



"LMN brought me a sense of living a humbling experience in all human relationships and how I can live in a more harmonious place when we share musical moments together, not instructions, not judgments, only music, eye contact, body expression. "They" also have a voice, are seen, are cared for."

Alba Cabral LMN musician

"Still amazing value to have LMN. Never want the concerts to stop, and it's always great to have professional musicians in school. Need to support schoolteachers to develop skills and confidence, but will always need LMN."

Class teacher Inspire Level 3 School

"You have no idea, us coming to you was magical. So I have just got off the phone... and we are ordering a load of musical instruments. We were using the few instruments we have during sessions and they are proving so popular we need more. Running with the live music on the suites had our staff in tears, so uplifting and the residents are learning new songs for our choir. It is just incredible, and I am hearing more and more singing in the home."

Shona Bradbury Manager, Appleby House Care UK



STRUCTURE, GOVERNANCE AND MANAGEMENT

Constitution

Live Music Now Limited ("LMN") is a charity governed by its Memorandum and Articles of Association incorporated on 25 May 1977 and revised on 10 January 2006, 10 March 2008, 6 March 2012, 3 April 2017 and 7 March 2019, and is constituted as a company limited by guarantee and not having a share capital. As at 31 March 2020, 12 members had guaranteed £1 each in the event of the winding up of the company.

Selection of Trustees

The first trustees were appointed by a majority of the subscribers to the Memorandum and Articles of Association. Every trustee has the power to nominate another trustee who must then be approved by the trustees. The minimum number of trustees is 5 and the maximum is 20.

Induction and Training of Trustees

Potential new trustees are invited to attend a trustees' meeting as observer prior to consenting to be put forward for appointment as a trustee. Once appointed, new trustees are provided with an induction pack which includes a copy of the Constitution, an outline of the charity's organisational structure with a description of trustees' roles and responsibilities, background information and internal documents relating to the principal activities of the charity. New trustees are supported during their induction by the Chairman, Chief Executive, Operations Manager and relevant Branch/Strategic Director. Relevant external training opportunities for trustees are brought to the attention of trustees by the Chief Executive.

Organisational Structure

Live Music Now Limited operates on a national, regional and local level and is comprised of four English branches covering North East, North West, South West and South East England and national branches in Northern Ireland and Wales. The registered office was, until August 2020, in Bristol where the then Chief Executive Officer (Executive Director) was based. As of the 1 April 2013, LMN Scotland operates as a devolved charity registered in Scotland. Governance and finance of LMN Scotland is the responsibility of the LMN Scotland Board of Trustees, and the Scottish charity continues to work within the framework of LMN.

Chaired by Sir Vernon Ellis, the charity's trustees take final responsibility for the general and financial wellbeing of the scheme.

Sir Ian Stoutzker was appointed Founder President of the charity on his retirement from the Board in 2018.

Objectives & Activities

The trustees meet at least three times a year, the AGM held not more than 15 months after the holding of the last preceding AGM to approve the independently examined accounts.

The Chief Executive Officer (Executive Director) is responsible for the management and support of the team of Directors; overview of the financial position nationally, including branches; management of central tasks; development of the scheme nationally and development and co-ordination of national policies; reporting to the Board of Trustees on behalf of the team of Directors. The Executive Director is also responsible for raising funds to support the core costs of the organisation, reporting to the Chairman and Board of Trustees.

Three Strategic Directors lead the development of LMN's work in the areas of Wellbeing, SEN and Musicians' Development delivered through the branch network across the UK.

Each branch is run by a Director. Branch Directors are responsible for raising funds to support activities of the charity in their region, and overall financial and project management of their branch. They are supported by a network of voluntary advisors, grouped by branch into committees, chaired by the Trustee based in their region.

The Operations Manager supports the Executive Director and coordinates external and internal communications and information systems and the role holder is the stated Data Protection contact. The Auditions Director co-ordinates auditions across the scheme. International activity across the UK (including Scotland) is co-ordinated by the International Development Director who is currently also the Director of LMN Scotland.

Risk Assessment

The Trustees have assessed the major risks to which the charity is exposed, in particular those related to the operations and finances of the charity and are satisfied that systems are in place to mitigate our exposure to the major risks. This assessment is undertaken on an annual basis.

The major risk to which the charity is exposed is a failure in raising sustainable core income, and the Trustees are exploring new streams of fundraising to address this.

Objects

The objects for which the Company is established are:

1. To advance the education of the public and promote their health and wellbeing, by providing high quality interactive music performances, in particular among those members of the public who would otherwise be deprived of the benefit of performances of live music and other performing arts.
2. To advance the musical education of musicians at the outset of their careers as performing artists by providing them with support, specialist training and the opportunities to perform and work in public.

In shaping our objectives for the year and planning our activities, the trustees have considered the Charity Commission's guidance on public benefit, including the guidance on public benefit and fee charging. LMN relies on grants and the income from fees and charges to cover its operating costs. In setting the level of fees, charges and concessions, the trustees give careful consideration to the accessibility of LMN activities for those on low incomes but balances this against the necessity to pay the musicians on our scheme a living wage, in line with the Musician Union's guidance 'Fair Pay for Fair Play'.

We have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing our aims and objectives and in planning our future activities. In particular, the trustees consider how planned activities will contribute to the aims and objectives they have set.

Aims

Live Music Now Limited aims to provide high quality participatory performances and workshops in community settings, especially for those who are normally excluded from opportunities to experience live music through ill health, disability, isolation or poverty. LMN activities are intended to be entertaining, educational and therapeutic; the

majority of its work is delivered within projects featuring regular music sessions and working over the medium to long term to provide lasting benefits for participants.

It also provides a wide variety of paid performing experiences for exceptionally talented professional musicians in the crucial early years of their careers. Musicians are supported through an induction and training programme to equip them with the necessary skills to act as music leaders, both during their work with Live Music Now and subsequently, in the wider profession. Most concerts and workshops are offered at no charge to the host, and the charity raises funds to cover these costs.

Objectives and target outputs for the year

In January 2017, LMN launched its new **5-year strategy and business plan**, entitled "Bringing Music to Life". Over the coming years, LMN will continue to deliver over 3,000 interactive music sessions throughout the UK each year, focussing on three areas of strategy, with five key aims in each. The plan includes detailed aims and targets in each of our three areas of strategy, for each of the years from 2017 to 2022. It can be downloaded from the LMN website at www.livemusicnow.org.uk/bmtl.

In summary, it includes the following:

- LMN aims to expand its wellbeing programme, working with leading care sector partners. We will ensure our work reaches those most in need and is based on the very latest neurological evidence concerning music and dementia.
- LMN aims to expand its programme for children with SEND and their families. Currently we are involved in 15% of special schools, and our aim is to increase this to 25% by 2022.
- LMN will maintain at least 300 musicians on its scheme, each at the start of their professional lives. They will all receive a high standard of care from audition, through to induction, specialist training, mentoring and further development. We will provide an even wider range of specialist training options.

Strategies for implementation

Project Delivery

- LMN delivers projects of local, regional and national significance through its UK branch network, targeting two priority beneficiary groups to maximise impact:
 - Wellbeing/older people
 - Special Educational Needs/children
- In addition, LMN branches respond to local need in devising specific programmes to provide access to the benefits of live music for other disadvantaged groups, such as isolated rural communities, refugees, those living with mental illness, the homeless and adults and young people in the justice system.
- LMN has prioritised the development of long-term, progressive projects with partners, and programmes of repeat visits with established settings, to maximise the impact of live music for our beneficiary groups.
- Trustees work closely with Directors as appropriate to support and develop activity.
- Trustees review summary reports of branches' progress on a regular basis. Live Music Now branches have scope to respond to local circumstances and funding opportunities to deliver projects with the 2 beneficiary groups and develop new work.

Musicians

- Musicians are recruited from a wide variety of musical genres and backgrounds, and selected through a national audition programme to ensure high quality.
- Auditions, being a significant central activity, are coordinated by the Musicians' Development Director and Auditions Director, with direct support from regional Branch Directors.
- Musicians joining the scheme are taken through an induction process and offered training opportunities in order to provide continual professional development in the area of music leadership. Training, also a significant central activity, is led by the Musicians' Development Director, with specialist input from Strategic Directors.

Monitoring

- Live Music Now monitors its activities closely in order to be as accountable as possible, and to

use feedback from musicians and participants to inform future work.

- Monitoring of branches' activity in terms of recruitment, performances/workshops delivered, musicians' fitness for purpose, training offered and development of new projects (principally through the Annual Review process) aims to provide the organisation with an overview of activity, areas of weakness and opportunities for development.
- The Strategic Directors lead on the development of new monitoring and evaluation tools to embed expertise and inform future delivery.
- Policies are reviewed annually with regard to Safeguarding Children, Working with Vulnerable Adults, Cultural Diversity and Equal Opportunities, Disability/Access and Data Protection in order to work as effectively as possible with our beneficiaries.

Promoting the Charity

- The charity works to raise its public profile, with a view to supporting fundraising and public awareness of its activities and may from time to time employ PR consultants to assist on specific projects.
- A regular e-newsletter and social media communications are produced and managed centrally with additional printed materials relating to specific areas of work.
- The charity fosters relationships with key partners including NHS trusts, education authorities and independent agencies in order to develop new areas of work, led by the Strategic Directors in concert with the network of Branch Directors.

Finances

- The Executive Director holds the key responsibility for coordinating and generating fundraising for central funds.
- Strategic Directors focus on raising development funds such as grants supporting new activity at a national level and funds for expansion of the work with the core beneficiary groups.
- Branch Directors focus on raising project funds on a regional basis, coordinated via a central funding database, and in liaison with the Executive Director and the wider Director team.
- Quarterly budgets and financial reports, showing branch performance as well as consolidated figures, are produced for the Trustees' monitoring purposes.

LIVE MUSIC NOW LIMITED

1. MUSICIANS' DEVELOPMENT



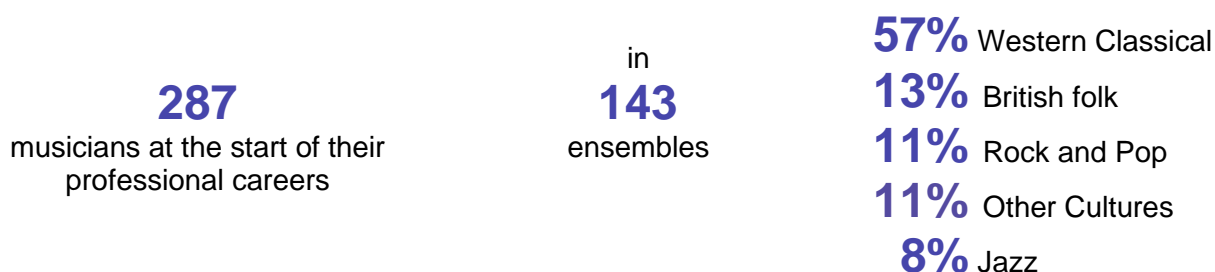
1. MUSICIANS' DEVELOPMENT

LMN selects and invests in the best musicians in all genres of music, offering them a range of unique performance experiences and developmental support that shape their future career.

“Working for LMN has hugely enriched my practice. It was extremely humbling to see the effect that live music has in settings where words no longer reign. The opportunity to play quality live music with a fantastic team of musicians enabled me to develop musically whilst reaching out to those members of society often left behind.”

- Rachel Hayter, Flautist

During 2019-20, we worked with the following musicians throughout the UK:



Training

The musicians' development programme has been shaped to encourage musicians to develop the necessary skills to take ideas and make them their own, ensuring they grow an authentic practice in keeping with their identities as performers. The programme acknowledges the progress our musicians make whilst on the scheme, offering training opportunities that are appropriate for their level of experience and skills set. The LMN Musicians' Journey articulates the stages of our programme; 'basic' training and participatory performances for those musicians just joining the scheme, 'mid-level' workshops and short residencies for musicians who are a little more experienced and ready to be challenged, and advanced level for musicians who are looking to take on a leadership and mentoring role on the scheme.

Through our SEND Inspire tiered training framework, musicians have the chance to shadow more experienced musicians, as well as take on more responsibility through longer-term work in schools. It also aims to support school staff in their music-making ensuring a legacy for our work after projects have finished. Work has started on a similar competency and training framework for LMN's wellbeing work and should be ready for trialing in 2021.

We continue to work in partnership with other organisations (arts organisations, academic institutions, schools, Music Education Hubs), to developing training and CPD opportunities for LMN musicians, care home staff, teachers etc. By taking a multi-disciplinary approach (health, social care, curriculum, music, other arts) we are able to draw on the expertise of these partners and offer a more rounded experience for our musicians.

Recruitment

We held 11 days of auditions in Cardiff, Manchester, Birmingham, York and London. We saw a total of 171 musicians, of which we accepted 62 (in 31 ensembles).

As always, musicians were assessed by experts in their instrument and genre - all of whom give their time voluntarily. An increasing number of LMN alumni musicians serve on these panels.

We are working to further diversify the musicians we work with and adopt a fully inclusive approach to our recruitment. We have initiated partnerships with several organisations that work with musicians and artists from under-represented genres, those with a life-limiting health condition or identify as being disabled, and with those who may not have followed a traditional higher education route.

LIVE MUSIC NOW LIMITED

2. MUSIC FOR WELLBEING



2. HEALTH AND WELLBEING

During 2019-20, LMN provided the following across England, Wales and Northern Ireland:

<p>1,200</p> <p>dementia-specific music workshops and concerts</p>	<p>at 259</p> <p>care settings</p>	<p>for over 28,000</p> <p>older people (including carers, friends and families)</p>
---	---	--

The locations included 165 care homes, 59 community venues and 13 hospitals.

We delivered our sessions through:

Participatory concerts: High quality, inclusive, bespoke concerts providing older people with access to professional live music.

Live Music in Care Residencies: Longer-term projects, working regularly with groups of older people to build personal, social and musical skills through creative musical activities. These projects include training for care staff.

Community workshops and hospital sessions: Often aimed at those living with earlier-stage dementia or experiencing loneliness, these projects include our celebrated “Songs and Scones” projects.

Across all our work in care settings, our online **evaluation** system for care staff focused on improvements in “mood” and “engagement” as outcomes for participants. The feedback surveys from staff in the settings that responded* showed that:

- **100%** reported a positive mood response from the participants, to the performers, including smiling, laughter, singing, conducting, feet or finger tapping and dancing.
- **91%** reported an improvement in mood in the participants during the sessions, and 91% reported an improvement in mood after the session.
- **98%** reported engagement with the performance and musicians, including looking up, making eye contact, speaking and communicating more.
- **80%** reported an improvement in engagement during the session, and 81% reported an improvement in engagement after the session.

Programme highlights:

Musical Care Taskforce. In July 2019 we launched a new national initiative in partnership with Music for Dementia 2020 and supported by the National Care

Forum and The Care Quality Commission, which over the coming years will drive the increasing acceptance in the Adult Social Care sector of music as an essential element in the dementia living and caring experience.

Live Music in Care Residencies: We rolled out our Live Music in Care residency model which, as well as delivering participatory live music activities in care settings, supported the development of care professionals’ skills and confidence in leading music activities with residents. During the year we delivered residencies in 32 care settings in England, Wales and Northern Ireland.

“Although we have attended LMN Workshops we still learn new skills through the live performances. For instance, how to engage with a resident first, rather than just hand them a musical instrument and expect them to play. If someone is new or reluctant then a member of staff will sit with them and clap, tap or hum along which usually encourages a response. When the music finishes, we take time to talk about what pieces they enjoyed or remembered” **Sandra Robinson**, Sabrina House

In their 2019 Care Quality Commission Inspection Sabrina House’s rating in *service responsiveness* increased from good to outstanding with the Report linking this to the LMN intervention *“We saw the service had established links with a music initiative which had led to extremely positive outcomes for people who lived at the home. Staff worked alongside trained musicians to develop communication through music.”*

In September 2019 LMN Wales launched the Welsh Language version of the Live Music In Care Report (Cerddoriath Fyw mewn Gofal) at the Welsh Assembly, and in Jan 2020 we published a case study on work with Woffington House Care Home in Tredegar over 4 years, in which the manager Adam Hesselden stated *“I think that the biggest impact overall that we are seeing through your input... is a 50% reduction in the use of all sedative medications being administered and 100% reduction of all PRN medication!”*

***We received 96 responses to the survey from staff in care settings in the year 2019-2020.**

LIVE MUSIC NOW LIMITED

3. MUSIC FOR SPECIAL EDUCATIONAL NEEDS AND DISABILITIES



3. MUSIC FOR SPECIAL EDUCATIONAL NEEDS & DISABILITIES

“Communication through musical activities is at the heart of what the LMN residency brought to school.”

During 2019-20, Live Music Now Limited provided the following across England, Wales and Northern Ireland:

<p>2,126</p> <p>music sessions for children and young people with complex needs</p>	<p>at</p> <p>251</p> <p>schools, hospitals & community venues</p>	<p>for</p> <p>51,086</p> <p>children and young people</p>
--	--	--

The settings included 198 general special schools, specialist schools for young people with social, emotional and mental health difficulties and specialist autism schools. We also delivered sessions for disabled children and their families in community venues and visited hospital schools. 55% of the sessions were delivered within longer-term projects.

We delivered our sessions through 3 main strands of activity:

Participatory concerts: High quality, inclusive, bespoke concerts providing young people with access to professional live music.

Musicians in Residence Projects: working with small groups of children and young people to build personal, social and musical skills through creative musical activities, underpinned by training for school staff and LMN musicians.

Family workshops and hospital sessions: participatory workshops for disabled children and young people and/or young hospital patients and their families, enjoying informal music-making together.

Programme highlights:

Inspire: our flagship special schools programme, now in its fourth year, provides support for schools to enhance their music provision and trains LMN musicians to deliver inclusive music sessions for children and young people with additional learning needs. With generous support from the Paul Hamlyn Foundation, Youth Music and John Lewis Foundation we worked with 29 schools in England, Wales and Northern Ireland to deliver short and year-long residency projects. The sessions were delivered by 48 LMN musicians, reaching over 450 pupils and

170 school staff, supported by 10 LMN mentors and trainers. We were very pleased to secure the services of Sound Connections to work with us on the long-term evaluation of the programme, particularly around our new “School Support” strand. Our Year 1 report for Paul Hamlyn Foundation identified key success criteria for helping schools to get the most from a LMN residency in the future and gave recommendations to develop the work further.

North London schools programme: LMN South East successfully launched a three-year programme supported by John Lyon’s Charity to work with special schools in three London boroughs with the aim of supporting school and hub staff in music-making with children with additional needs.

Regional projects: across the branches, funders have generously supported project work and training in special schools including the Stoller Charitable Trust (Oldham), MVAT (South Yorkshire and national training projects), The Talbot Village Trust and Clare Milne Foundation (South West), Arts Council of Northern Ireland and Arts Council Wales. Our sessions not only provide a rare opportunity for young people to experience live music, but also contribute to their wellbeing, including increased communication, improved confidence and deeper engagement in learning.

COVID-19

From March 2020, the effects of the Coronavirus Covid-19 pandemic were starting to be seen throughout the UK and on LMN, with cancellations to our confirmed calendar of work: the majority of the cancellations were seen from 13th March 2020 with the majority taking place in the 2020-21 financial year.

Of the 223 sessions that were in the diary for March 2020, 105 were cancelled almost overnight (51% of our work in schools and 45% of our work in care homes) and 6 were moved online, leaving only half to take place during the first two weeks of the month. This obviously had a disastrous knock-on effect on our musicians with a loss of their income. Our Board of Trustees set up an emergency fund of £15,000 in April 2020 from which LMN was able to follow through on its duty of care and guarantee income to our musicians until the end of April, by which time the effect of the pandemic was starting to be understood more long-term.

Despite the difficult situation that the pandemic has caused, the trustees are still comfortable that the charity is a going concern due to the hard work of the staff during the spring and summer of 2020 to move our delivery online thereby continuing our reach and activity. This was done with half the FTE staffing, with others being on furlough, and so core costs were saved, some grants were repurposed, and other Covid-19 grant funding was applied for and received.

More detail of the work LMN was able to reconfigure, repurpose and continue to deliver will be given in the 2020-21 Annual Report.

"When we started, I wasn't sure how it would be. Once we had begun, I was blown away by the power of the work that we were able to do with people. Now that we're leaving, I really wish we didn't have to go."

David Jones, baritone

FINANCIAL REVIEW
FOR THE YEAR ENDED 31 MARCH 2020

Chairman's statement on Reserves Policy

The accounts as presented according to the Statement of Recommended Practice – Accounting and Reporting by Charities (SORP 2015) show a consolidated position across all the charity's activities.

The trustees have reviewed the charity's needs for reserves in line with the guidance issued by the Charity Commission. It is the policy of the charity to carry forward sufficient funds in reserve to cover any anticipated shortfall within the year over the organisation's running costs, in excess of income. This takes into account the current level of our core support and delays or changes in receipt of grants or donations towards core costs.

In the past, we have raised substantial sums to reserves through major charitable events which have enabled us to grow and to support our core costs, which are always under review to ensure that they remain modest considering the scope of our activities, but which are essential to the success of our scheme. Whilst every effort will be made to continue this activity, in the present economic circumstances this is much more difficult. It is therefore our policy to aspire to ensuring our core costs are met by donations which are for two or more years.

Reserves at the year-end within the branches' separate General Funds will be used for project delivery in the coming year. The year-end level of unrestricted reserves is £116,899 and the restricted reserves are £255,370.

As in previous years, the trustees have been comfortable that the charity is a going concern despite its low unrestricted reserves on the basis of confirmed donations into the unrestricted fund for the next financial year and ongoing support from Trustees and donors.

Principal Funding Sources

Funds are drawn from charitable trusts, public funding bodies and local authorities, private donations, corporate donors and sponsors, and payments for services from project partners.

The trustees (who are also directors of Live Music Now Limited for the purposes of company law) are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Through our social media, website, events and other communications, we regularly tell our supporters about how their funds are making a difference through music to people's lives. We strictly adhere to the Fundraising Regulator's code of fundraising practice. All fundraisers representing us receive training to understand the standards we expect when representing us externally, to ensure a positive experience for everyone. We will always take action if those acting on our behalf fail to meet our high standards, and we will never sell data to anyone else without their express permission. LMN has a procedure for handling complaints and we are committed to dealing with all complaints constructively, impartially and promptly.

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 group for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable 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 charity will continue in business.

The trustees are responsible for keeping proper 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Public Benefit Statement

The Trustees confirm that they have complied with the duty in Section 4 of the Charities Act 2011 to have due regard to the Charity Commission's general guidance on public benefit "Charities and Public Benefit".

Approved by the trustees and signed on their behalf by:

A handwritten signature in blue ink, appearing to read 'V18', followed by a horizontal line and a dot.

Sir Vernon Ellis
Chairman

Date: 22 September 2020

INDEPENDENT EXAMINER'S REPORT TO THE MEMBERS OF LIVE MUSIC NOW LTD ('THE COMPANY')

I report on the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2020.

Respective responsibilities of trustees and examiner

As the charity's 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 charity'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.

Basis of independent examiner's report

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

Independent 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 The Institute of Chartered Accountants (England and Wales) 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:

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.

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.

Signed:

A handwritten signature in black ink, appearing to read 'Alison Robinson'.

Alison Robinson ACA
.....
Independent examiner

North Park Road
Harrogate
North Yorkshire
HG1 5RX

Date: 1 October 2020

STATEMENT OF FINANCIAL ACTIVITIES INCLUDING INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 MARCH 2020

	Notes	Unrestricted funds £	Restricted funds £	Total funds 2020 £	Total funds 2019 £
Income from:					
Donations and legacies	3	323,540	443,438	766,978	777,288
Charitable activities	4	185,484	-	185,484	215,687
Other trading activities	5	-	-	-	-
Investments	6	16	-	16	46
Other income	6	550	-	550	1,909
Total		509,590	443,438	953,028	994,930
Expenditure on:					
Raising funds	7	6,105	-	6,105	1,007
Charitable activities	8	551,520	424,763	976,283	944,344
Total		557,625	424,763	982,388	945,351
Net income/ (expenditure)		(48,035)	18,675	(29,360)	49,579
Transfers between funds		-	-	-	-
Net movement in funds		(48,035)	18,675	(29,360)	49,579
Reconciliation of funds:					
Total funds brought forward		164,934	236,695	401,629	352,050
Total funds carried forward	17	116,899	255,370	372,269	401,629

All amounts relate to continuing activities within the United Kingdom.

There are no recognised gains and losses other than those included in the statement of financial activities.

The notes on pages 23 to 31 form part of these financial statements.

BALANCE SHEET AT 31 MARCH 2020

	<i>Note</i>	2020 £	2019 £
Current assets			
Debtors	13	54,889	112,295
Cash at bank and in hand		499,622	355,834
Total current assets		554,511	468,129
Creditors: Amounts falling due within one year	14	(82,242)	(66,500)
Net assets		472,269	401,629
Creditors: Amounts falling due after more than one year	14	(100,000)	-
		372,269	401,629
The funds of the charity:			
Restricted funds		255,370	236,695
Unrestricted income funds	17	116,899	164,934
General funds			
		372,269	401,629

For the financial year in question the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

No members have required the company to obtain an audit of its accounts for the year in question in accordance with section 476 of the Companies Act 2006.

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

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

Approved by the board of trustees on 22 September 2020 and signed on its behalf by:



Sir Vernon Ellis
Chairman

The notes on pages 23 to 31 form part of these financial statements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

1 ACCOUNTING POLICIES

Basis of preparation

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 (FRS102) (effective 1 January 2015), (Charities SORP (FRS102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS102) and the Companies Act 2006.

The accounts have been prepared on a going concern basis, as the Trustees have reasonable expectation that the Charity has adequate resources to continue in operation for the foreseeable future.

Going concern

The trustees have acknowledged the accounts have been approved during the Covid-19 crisis pandemic. At the time of approving the financial statements, the trustees have a reasonable expectation that the Charity has adequate resources to continue in operational existence for the foreseeable future. Thus, the trustees continue to adopt the going concern basis of accounting in preparing the financial statements.

Fund accounting

Unrestricted general funds – these are funds which can be used in accordance with the charitable objects at the discretion of the trustees.

Unrestricted designated funds – these are funds that the Trustees have designated, to support the running costs of the Charity.

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

Incoming resources

Incoming resources are from donations, grants, sponsorship receipts, gift aid, and bank interest and are credited gross in the year in which they are receivable. If expenditure has been incurred for which sponsorship income or similar is expected to cover it then the associated income has been accrued.

Certain fundraising events are designated to provide reserves for future recurring costs. Such income is credited to the general fund. Other minor fundraising events are carried out by the branches and the income is in the general fund.

Resources expended

All expenditure is charged in the year in which it is incurred.

Project delivery costs are the costs associated with arranging and holding a musical event other than musicians' fees and expenses which are under performance costs.

Notes to the Financial Statements for the year ended 31 March 2020 (continued...)

1 Accounting policies (*continued ...*)

Certain support and administration costs are allocated to project delivery costs using a set percentage. For the UK branch, 25% of costs are allocated in this way, whilst for other branches the percentage is 85%. Fundraising activities are an allocation of staff time, derived in the current year by the percentage of staff time spent fundraising. Rental costs are charged to the SOFA on a straight line basis over the lease term.

Assets

The charity does not own any fixed assets, other than expendable items of office equipment which are charged against the general fund when purchased.

Pension costs

The charity operates a personal pension plan scheme for several employees. The contributions payable for the year are charged to the Statement of Financial Activities.

Taxation

The company is a registered charity and therefore is not liable for income tax or corporation tax on income derived from its charitable activities, as it falls within the various exemptions available to registered charities.

Financial instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measure at their settlement value.

Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

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 after allowing for any trade discounts due.

Notes to the Financial Statements for the year ended 31 March 2020 (continued...)

2 COMPARATIVE SOFA INFORMATION

	Unrestricted General £	Unrestricted Designated £	Restricted Funds £	2019 Total Funds £
Income and endowments from:				
Donations and legacies	396,012	-	381,276	777,288
Charitable activities	215,687	-	-	215,687
Other trading	-	-	-	-
Investments	46	-	-	46
Other income	1,909	-	-	1,909
Total	613,654	-	381,276	994,930
Expenditure on:				
Raising funds	1,007	-	-	1,007
Charitable activities	636,538	-	307,806	944,344
Other	-	-	-	-
Total	637,545	-	307,806	945,351
Net movement in funds before transfers	(23,891)	-	73,470	49,579
Transfers between funds	-	-	-	-
Net movement in funds	(23,891)	-	73,470	49,579
Reconciliation in funds:				
Total funds brought forward	188,825	-	163,225	352,050
Total funds carried forward	164,934	-	236,695	401,629

3 INCOME FROM DONATIONS AND LEGACIES

	Unrestricted Funds £	Restricted Funds £	2020 Total £	2019 Total £
Government & other public authorities	500	50,485	50,985	130,228
Supporters, including corporate sponsors, & general public	33,429	11,660	45,089	99,084
Charitable institutions	289,611	381,293	670,904	547,976
	<u>323,540</u>	<u>443,438</u>	<u>766,978</u>	<u>777,288</u>

Notes to the Financial Statements for the year ended 31 March 2020 (continued...)

4 INCOME FROM CHARITABLE ACTIVITIES

	Unrestricted Funds £	Restricted Funds £	2020 Total £	2019 Total £
Earned income	185,484	-	185,484	215,687
Total income from charitable activities	185,484	-	185,484	215,687

Although most concerts are provided free of charge, we also work in partnership with various organisations, such as local authorities, who contract with Live Music Now to provide specialist services as part of their social, educational or healthcare programme.

5 OTHER TRADING ACTIVITIES

	2020 £	2019 £
Activities for generating funds	-	-
	-	-

6 INVESTMENT AND OTHER INCOME

	Unrestricted Funds £	Restricted Funds £	2020 Total £	2019 Total £
Bank interest receivable	16	-	16	46
Sundry income	550	-	550	1,909
	566	-	566	1,955

7 EXPENDITURE ON RAISING FUNDS

	Unrestricted Funds £	Restricted Funds £	2020 Total £	2019 Total £
Fundraising trading	6,105	-	6,105	1,007
	6,105	-	6,105	1,007

Notes to the Financial Statements for the year ended 31 March 2020 (continued...)

8 ANALYSIS OF EXPENDITURE ON CHARITABLE ACTIVITIES

	2020			2019		
	General	Restricted	Total	General	Restricted	Total
	£	£	£	£	£	£
Musicians fees and expenses	1,630	417,853	419,483	136,254	280,150	416,404
Recruitment, auditions and training	14,356	-	14,356	14,747	-	14,747
Project expenses - other	17,579	6,608	24,187	24,313	-	24,313
Project delivery costs	294,082	-	294,082	252,763	27,656	280,419
Governance costs	4,959	-	4,959	5,644	-	5,644
Administration and office costs	218,914	302	219,216	202,817	-	202,817
	<u>551,520</u>	<u>424,763</u>	<u>976,283</u>	<u>636,538</u>	<u>307,806</u>	<u>944,344</u>

9 ANALYSIS OF GOVERNANCE AND SUPPORT COSTS

	General support	Governance	2020 Total	2019 Total
	£	£	£	£
Audit fees	-	-	-	-
Trustee meeting costs	-	1,159	1,159	2,031
Accounting fees payable to independent examiner	-	-	-	-
Independent examiner's fees	-	<u>3,800</u>	<u>3,800</u>	<u>3,613</u>
Total	<u>-</u>	<u>4,959</u>	<u>4,959</u>	<u>5,644</u>

10 OTHER COSTS

	2020	2019
	£	£
Rent, rates, heating & lighting	13,771	9,980
Office expenses (including accountancy)	66,656	30,535
Insurance	1,625	1,201
Bank charges	1,617	1,056
Development, advertising & publications	609	1,438
Staff salaries and NI costs (note 12)	384,283	380,703
Project management fees	-	-
Staff expenses	15,572	18,220
Sundry	<u>29,163</u>	<u>40,103</u>
	<u>513,296</u>	<u>483,236</u>
Allocated to:		
Project delivery costs	<u>294,082</u>	<u>280,419</u>
Administration and office support	<u>219,214</u>	<u>202,817</u>

Notes to the Financial Statements for the year ended 31 March 2020 (continued...)

11 NET INCOME/(EXPENDITURE) FOR THE YEAR

	2020 £	2019 £
This is stated after charging:		
Auditor's fees	-	-
Independent examiner's fees	3,800	3,613

12 ANALYSIS OF STAFF COSTS, TRUSTEE REMUNERATION AND EXPENSES, AND THE COST OF KEY MANAGEMENT PERSONNEL

	2020 £	2019 £
Staff costs		
Wages & salaries	352,787	354,616
Social security costs	24,727	21,947
Pension costs	6,769	4,140
	<u>384,283</u>	<u>380,703</u>

No employee received emoluments of more than £60,000 during the current or preceding year.

	2020 £	2019 £
Trustee costs		
Remuneration	-	-
Expenses paid to two Trustees (2019: two) during the year (travel and subsistence)	789	304
	<u>789</u>	<u>304</u>

The average headcount was 17 staff (2019: 17 staff) and the average monthly number of employees (including part-time) during the year, analysed by function, was:

	2020 Number	2019 Number
Charitable activities and fundraising	15	15
Management and administration of charity	-	-
Trustees/directors	2	2
	<u>17</u>	<u>17</u>

Notes to the Financial Statements for the year ended 31 March 2020 (continued...)

The key management personnel remuneration totals £54,375 (2019: £51,458).

No special retirement or leaving payments were made during the year (2019: £nil), and no pension contributions were made.

In addition to the normal staff the charity uses musicians on a short-term contract basis from a pool of approximately 300 approved musicians. The numbers used fluctuate according to the type of concerts provided throughout the year. Musicians are paid fees and subsistence expenses and in the year a total of £417,853 (2019: £416,404) was paid.

13 DEBTORS

	2020 £	2019 £
Amounts falling due within one year:		
Grants receivable	-	-
Sundry debtors	51,749	64,470
Accrued income	3,140	47,825
	<hr/>	<hr/>
	54,889	112,295
	<hr/>	<hr/>

14 CREDITORS

	2020 £	2019 £
Amounts falling due within one year:		
Other creditors	16,035	26,832
Accruals	5,060	3,896
Deferred Income (Note 15)	55,725	30,000
Taxation and social security	5,422	5,772
	<hr/>	<hr/>
	82,242	66,500
Amounts falling due after more than one year:		
Other creditors	100,000	-
	<hr/>	<hr/>
	182,242	66,500
	<hr/>	<hr/>

The loan is repayable in 2 to 5 years and is interest free.

Notes to the Financial Statements for the year ended 31 March 2020 (continued...)

15 DEFERRED INCOME

	2020 £	2019 £
Balance at 1 April	30,000	41,000
Released in the year	(30,000)	(41,000)
Amount deferred in the year	55,725	30,000
	<u>55,725</u>	<u>30,000</u>
Balance at 31 March	<u>55,725</u>	<u>30,000</u>

Deferred income comprises grants which the donor has specified to be used in future accounting periods.

16 FINANCIAL INSTRUMENTS

	2020 £	2019 £
Carrying amount of financial assets measured at amortised cost	50,046	118,795
	<u>50,046</u>	<u>118,795</u>
Carrying amount of financial liabilities measured at amortised cost	121,095	30,728
	<u>121,095</u>	<u>30,728</u>

17 FUNDS

	Balance 1 April 2019 £	Incoming resources £	Resources expended £	Transfers £	Funds 31 March 2020 £
Restricted funds	236,695	443,438	(424,763)	-	255,370
General fund	164,934	509,590	(557,625)	-	116,899
Designated funds	-	-	-	-	-
	<u>401,629</u>	<u>953,028</u>	<u>(982,388)</u>	<u>=</u>	<u>372,269</u>

Within the restricted income is £1,810 received in the year (2019: £nil) from the LIBOR fund, while £3,521 (2019: £13,512) has been spent in the year and £727 (2019: £2,438) is carried forward at the year end. This money was restricted for activities for veterans from the armed forces and their dependents.

Notes to the Financial Statements for the year ended 31 March 2020 (continued...)

Analysis of group assets between funds

	Tangible fixed assets	Bank balances	Net current assets	Total
	£	£	£	£
Restricted funds	-	255,370	-	255,370
Unrestricted funds - General	-	244,252	(127,353)	116,899
Unrestricted funds - Designated	-	-	-	-
	<hr/>	<hr/>	<hr/>	<hr/>
	-	499,622	(127,353)	372,269
	<hr/>	<hr/>	<hr/>	<hr/>

18 CAPITAL

Live Music Now Limited is a charitable company, limited by guarantee and has no share capital. The members have agreed to contribute £1 each to the Charity's assets in the event of it winding up, if its assets should prove insufficient to cover its liabilities, or within one year after he or she ceases to be a member, for payment of the debts and liabilities of the company contracted before he or she ceases to be a member, and of the costs, charges and expenses of winding up, and for the adjustment of the rights of the contributories among themselves.

19 CONTROLLING PARTY

The trustees of Live Music Now Limited are considered to be the controlling party of the company.

20 RELATED PARTY TRANSACTIONS

During the year a payment of £7,000 (2019: £7,000) was received from Live Music Now Scotland, a charity with a number of common trustees.

During the year donations of £5,000 (2019: £50,000) were received from the previous Chair, Sir Ian Stoutzker, and £3,600 (2019: £3,000) was received directly from two of the trustees.

During the year an interest free loan of £100,000 was received from the Chair (The Vernon Ellis Foundation). The loan is repayable in four years.

