

CHARITY REG. NO. 273596
COMPANY REG. NO. 1312283



LIVE MUSIC NOW

ANNUAL REPORT AND CONSOLIDATED ACCOUNTS

YEAR ENDED 31 MARCH 2018



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TRUSTEES' ANNUAL REPORT

The trustees are pleased to submit their report and financial statements for the year ended 31 March 2018.

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, Studio 31, Berkeley Square, Bristol, BS8 1HP

Directors and trustees

Members of the Council of Governors 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:

Mr Ian Stoutzker CBE (Chairman)
Ms Kate Buchanan
Dame Rosemary Butler DBE
Lady Sandra Fell
Dr Peter Freedman
Mrs Alexandra Holford
Ms Colleen Keck
Mrs Caroline Llewellyn (appointed March 2018)
Mr Gavin Graham Robert McEwan
Mrs Amanda Platt
Mr Ashley Prime (appointed March 2018)
Lady Charlotte Tyrwhitt

Chief Executive Officer

Mr Evan Dawson

Company Secretary

Mr Evan Dawson

Auditor

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 auditor 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 the period from April 2017 to March 2018, Live Music Now (England, Wales, Northern Ireland):

- Delivered **3,222** interactive music workshops*:
 - 1,698 workshops were for children and young people, of which 90% were for special educational needs and disabilities (SEND), involving over **48,300 children**.
 - 1,339 were in the area of health and wellbeing, of which 64% took place in residential care homes and specialised dementia units, involving over **34,300 older people**.
- The total number of beneficiaries was **91,748** (81,557 in 2016/17)
- We trained and supported **247 young professional musicians** to deliver this work throughout the UK, from a wide range of backgrounds and musical genres.
- For the second year running, LMN's work is a Finalist in the Royal Society of Public Health 'Health and Wellbeing Awards'. The winner will be announced on 16 October 2018.

** An additional 746 music workshops in Scotland and 21 internationally were delivered by Live Music Now Scotland (LMNS) to over an approximate audience of 38,000 - bringing LMN and LMNS's combined output to a total of **3,989** beneficiary-focused sessions, with an audience reach of **over 130,000** people.*

"Absolutely life-changing. I have met some amazing people who I will never forget and have had the most humbling experiences; it is work like this that makes playing music mean something real. I am hugely grateful to have been given the opportunity to be involved with LMN."

- Rachel Wick, LMN harpist

"The session exceeded all expectation and more around the response from the pupils. I think this was down to the musicians themselves and the manner they used to interact. It is hard to put into words just how much our pupils got out of the session."

- New Bridge special school, class teacher

"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 PRM medication!"

- Adam Hesselden, Manager, Woffington House Care Home, Wales

Structure, Governance and Management

Constitution

Live Music Now Limited ("LMN") is a charity governed by its Memorandum and Articles of Association incorporated on 25th May 1977 and revised on 10th January 2006, 10th March 2008, 6th March 2012, and 3rd April 2017, and is constituted as a company limited by guarantee and not having a share capital. As at 31 March 2018, 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 is in Bristol where the Chief Executive Officer (Executive Director) is based. As of the 1 April 2013, LMN Scotland operates as a devolved branch registered in Scotland as a charity and limited company. Governance and finance of LMN Scotland is the responsibility of the LMN Scotland Board of Trustees, but the branch continues to work within the framework of LMN.

The charity's trustees, under the Chairmanship of Ian Stoutzker CBE, take final responsibility for the general and financial wellbeing of the scheme. 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 Governors 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 Governors.

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.

Objectives & Activities

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.

The Objects of the Charity were amended by Special Resolution on 3 April 2017, as approved by the Charity Commission on 10 January 2017, and filed by Companies House on 26 April 2017. This change reflects the trustees' concern to ensure that there could be no misunderstanding regarding musicians supported by the charity in the light of the new Equality Act.

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 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 co-ordinated 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, an annual Yearbook 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 co-ordinating 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, co-ordinated 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.

STRATEGIC AREAS OF ACTIVITY

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.

During the past year, we worked with **247 musicians** (in 110 ensembles) in LMN branches in England, Wales and Northern Ireland. 55% of ensembles were Western classical, 16% British folk and traditional, 15% world, 7% jazz and 7% rock and pop.

LMN musicians can expect to stay on the scheme for between four and six years. After successful audition, they receive an initial training course to give them an overview of the types of audiences and setting we work with, and the basic skills they will need to start their journey.

After this "basic training", they develop skills through practical experience in the field - participatory performances with a variety of audiences and settings, mentored performances, and specialist training attached to specific projects such as "New Age Music" and "A Choir in Every Care Home".

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.

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 9 days of auditions in Cardiff, Belfast, Manchester, London and Bristol. We saw a total of 154 musicians, of which we accepted 69 (in 27 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.

Training

The musicians' development programme has been developed to encourage musicians to take ideas and make them their own, ensuring they develop 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 for those musicians just joining the scheme, mid-level 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.

"It was really useful to get challenging feedback on our activities based around our own repertoire and I also found it gave me some food for thought for devising creative work with older people."

The basic training sessions were well received and well attended by new musicians and are complemented by a variety of performance opportunities to consolidate the learning from the training.

"I found it useful to hear from people who have been doing this kind of work for years. They informed us on what to expect and were also great advocates for the work. They showed much enthusiasm and let us know how effective and profoundly rewarding this work is for both the performers and the children involved in the performances. I also really liked the creative practical exercises we did and learning through trying out methods of interacting, simulating the real-life scenarios."

All new ensembles are offered a mentored performance within their first 6 months on the scheme. This gives them the opportunity to receive constructive feedback, in the field, from experienced alumni. It also allows us the chance to use the comprehensive skills base our recent leavers offer and keep them engaged with the scheme after leaving us.

"There was much improvement from their last concert- the girls really worked hard to move away from the traditional concert stage and they were more engaging. They sang and moved around much more and I believe they are moving towards the right direction!"

In February 2018, we held our second annual Musicians' Practice Forum at King's Place, supported by funds from Arts Council England. Over 70 LMN musicians attended a day of networking, music-making, training and discussion. Sessions included Fixers Friend, PR & Marketing, Safeguarding, Resources SwapShop, Finance for the Freelance Musician, Sounds of Intent, Dementia Friends, Singing for non-singers and 1:1 surgeries giving advice on working with festivals, PR/Marketing and other issues as covered by Musicians' Union.

Feedback from musicians was resoundingly positive, over 98% of musicians said they were either satisfied or very satisfied with the event. Some further comments below:

"I really feel inspired to become a better musician after this presentation. I'm interested to look more into research on best practice and how I can continue to improve and positively impact my participants."

"I can use a lot of information and advice not only for the group's preparation for the LMN performances but also in general for my own professional work and career as a musician and for my personal life."

"This was perfect timing to refresh my plans and approaches. I have already incorporated new resources and ideas into my current residency, and these have injected new life into the sessions! The residents absolutely loved many of these approaches - some were an extension of what I was previously doing, others are brand new and so effective! The learning from the Practice Forum will inevitably enhance my sessions and help audiences get the most out of them too."

"I just wanted to say a massive THANK YOU for organising such a fantastic, inspiring Practice Forum! I left absolutely brimming with ideas, resources and approaches! I'm currently in the middle of a care home project in Devon, so it couldn't have come at a better time - I have already started incorporating many of the new ideas, to great effect! I have totally refreshed my practice already and can't thank you / the mentors / the other LMN musicians enough :) Was so lovely to all be together and have a chance to share ideas, experiences and resources - can't wait for the next one!"

Resources from the forum were shared with all attendees and are available for all LMN musicians on the scheme.

Leavers' Survey

When musicians come to an end of their time on the LMN scheme, they are asked to reflect on their time with us. These are some comments received during the past year:

"There have been many special moments that have really had a strong emotional effect. The open joy of a child in reaction to the music, or when the music draws out a brief flash of understanding from a dementia sufferer who is otherwise uncommunicative."

"I am infinitely more confident presenting my performance in non-concert-hall situations, and adapting music for different audiences, particularly in SEN and care home settings. It has also impacted my relationship with music in general and my thoughts on how it can affect people's lives in positive ways, it's hard to put into words exactly how, but it has been a hugely positive and enriching experience which has helped to confirm how happy I am in my chosen profession!"

"I feel it's seen as a real cachet by those working in the same area: such employers are confident that, because of time on LMN, we'll be assured, versatile, and creative musicians, capable of working in a great variety of settings."

"It has been an exciting journey that I feel really privileged to have experienced. I have been constantly reminded that music is so powerful and is a wonderful way to interact with anyone, anywhere. It has boosted the start of my professional career and inspired me to continuously find more in myself and more work to get my teeth into."

Public Performances

During the year LMN has worked in the wider community, with arts organisations and festivals throughout the UK, to provide our musicians additional performing opportunities. LMN musicians had 28 opportunities to

participate in numerous festivals, both local and national, including Henley, Harrogate and Cheltenham music festivals, and Rockhampton, Shrewsbury and Cambridge Folk Festivals; in Wales LMN musicians performed at North Wales and Swansea International festivals amongst others.

This work not only broadens our reach and the public's knowledge of the charity but gives our musicians the opportunity to experience a different public performance environment.

2. HEALTH AND WELLBEING

We delivered a total of **1,349** sessions in the area of Health and Wellbeing. Of these, over 50% were with older people in residential care, 13% with older people in the community and 32% in hospitals.

"Creativity and innovation are key ingredients in outstanding care homes, and regular singing and live music activities can help care homes positively address all five key questions our inspectors ask of care homes. A key part of our strategy is encouraging improvement, which is just what you do, hence the reason why I am so supportive."

- Andrea Sutcliffe, Chief Inspector, Care Quality Commission.

We created a standardised online evaluation framework for staff in care homes and musicians, focusing on improvements in "mood" and "engagement" as outcomes for participants.

Feedback from care homes reported that:

- 100% of participating residents responded positively to the live music (smiling, laughing, singing, dancing, conducting and tapping feet and fingers) with 100% giving the top score in a mood rating for those participants; and
- 100% of participating residents engaged with the performance and musicians (looking up, making eye contact, smiling and speaking/communicating more) with 92% giving top score in an engagement rating for those participants.

'The positive benefits are continuing even now. People join in the activities. Staff are much more willing to join in, including office staff, and myself, because we can all see the impact and benefit. We are carrying on with music, but this applies to all activities. The staff and residents got to know each other better and are communicating better doing something that they enjoy doing together.'

- Care Home Manager

"New Age Music"

We led residencies in 18 care homes in Lincolnshire, Shropshire and Gloucestershire during 2016-2017. The material gathered by the musicians who took part from the residents and staff was then used by composer Kerry Andrews to create a new piece of music, a 20-minute suite called [The Sky Begins to Change](#). Everything lyrical in the piece was drawn directly from the residents and included direct field recordings. A complementary film was created by filmmaker Jonny Campbell using footage gathered during the residencies archive footage. The piece was performed live by Kerry with the LMN K'antu Ensemble at three festivals during the summer of 2017:

- Barton Arts Festival - 30th June 2017
- Cheltenham Music Festival - 8th July 2017
- Shrewsbury Folk Festival - 25th August 2017

Representatives of the care partners and the participating homes, including residents who had taken part, attended the performances along with a total audience of 408 people the three live performances, and there was a total broadcast, online and in-writing audience of 3,467.

Audiences responded positively to the piece with a total of 95 people giving feedback, and 'on a scale of 1 to 5': 22 rated the performance as 4 *good* and 72 rated it as 5 *excellent*, and one gave no rating at all.

'This was incredible. The end result was a delight. So beautifully executed. But the work the intent, the therapy that is represented is incalculable. Just truly good.'

Evaluation was based on data gathered from observation interviews, case studies and reflective conversations with staff who took part in the activity.

“A Choir in Every Care Home”

This is an ambitious initiative to inspire and support care homes across the whole UK to introduce music programmes for their residents and staff. We launched the [website](#) at the Arts in Care Conference in May 2016, and have since been working with the Adult Social Care (ASC) sector to add to its content, and disseminate it widely.

‘The toolkit is good and gives you practical steps to follow... The site helps staff get organised and feel confident. Site could be put on smart TV in the home to help with staff training – this will help to engage and involve staff more widely... Great ideas about how to bring music into the home on a smaller budget... Really inspirational and motivates you to want to improve the quality of care that’s provided.’

Following another consultation phase, the site was relaunched in September 2017 with simultaneous appearances at the ‘Campaign to End Loneliness’ and the ‘Best Practice in Care’ conferences.

We also saw that it was important to contribute to the learning and knowledge of the sector as to what difference having regular meaningful singing and live music makes to the people who live and work there. We were funded by the Baring Foundation and Royal British Legion to carry out a piece of rigorous evaluation, with the University of Winchester.

Following 9 months of work, at several care homes around the UK, the research has now been completed. Initial indicators from qualitative interview data suggest that the sessions had a strong impact on both staff and residents in the settings.

‘It has turned our staff into leaders. It has allowed the team to come out of themselves and show their strengths.’
- Manager, Monkscroft Care Centre

‘There is more music in the home than before the residency and we will continue with it. That’s in all the spaces and environments. Music is infectious and we are talking all the time about the residency between the sessions. Staff are happy. We have more confidence, skills and commitment and staff are coming in our days off to take part. The activities team feel very supported and we know that we will get support from the whole team to carry it on.’

- Activities Lead, Monkscroft Care Centre

It will then be published and launched at the National Care Forum (NCF) Managers Conference on 12th November 2018.

“The LIBOR Concerts”

During the period from April 2017 to March 2018, Live Music Now provided over 800 therapeutic music events for veterans of the armed services and their dependents, throughout the UK. The project was supported by the UK Chancellor using LIBOR funds.

‘Thank you ever so much for the lovely concert you gave to the residents of Kendal Care Home last Friday. I was fortunate to be there with my dear wife Mavis, who has Alzheimer’s Disease and is disabled. Since the time she was taken into care, I have never seen her so happy as when she was enjoying your performance. I looked around at the other residents and saw the same enjoyment and response to your music and the way you involved your audience. Because of the nature of their illness, which damages memory and the ability to concentrate, it is almost impossible for them to entertain themselves or occupy their time meaningfully. You bring a wonderful hour or two into their lives to remind them of their happier younger days when they too could dance, sing, play instruments or go to concerts with loved ones.

The quality of your playing was superb, the choice and variety of music from classical to ragtime was beautifully suited to your audience, and your happy, relaxed presentation made them happy too. Please continue to perform to this kind of audience, it is hard for me to convey how worthwhile it is.”

- Sqn Ldr Malcolm J C Walker MA FAR (retired)

LMN musicians took a variety of different approaches, including participatory workshops, training and support for care staff, and visits to those individuals who were unable to leave their rooms. During the year, we led a total of **827** events, reaching **17,608** older people and **1,725** carers and care staff.

"Beneficiaries of The Royal British Legion's Poppy Homes have experienced the joy of listening, sharing and opportunities to participate in sessions delivered by Live Music Now. They come alive, dance, move and sing with great gusto that truly is inspirational. Our beneficiaries with sensory loss or dementia feel the energy and vibration of the power of live music. The sense of palpable happiness amongst staff, beneficiaries and visitors who frequently join in is immeasurable. Family members report less anxiety and concerns about hitherto negative perceptions of life in a care home. Beneficiaries are calm, happy, making new friends, having fun and looking forward to future events. I've heard our beneficiaries saying "encore, encore!"

- Angela Cullimore-Todd, Head of Care Services

Feedback was gathered from the care homes we visited, provided by managers and activity co-ordinators. 100% of care home respondents said that they had noticed positive responses from the participants. These included "smiling" (100%), "laughter" (68%), "singing" (89%), "conducting" (38%), "tapping feet and fingers" (97%), "dancing" (30%) and more. Further detailed measurements were taken to demonstrate the ways in which people were engaged with their surroundings, and the impact on their 'mood', before, during and after the music sessions. This data has been independently evaluated by the University of Winchester.

3. SPECIAL EDUCATIONAL NEEDS & DISABILITIES / CHILDREN

During the past year, LMN delivered **1,698** music sessions for children and young people in England, Wales and Northern Ireland, of which 89% were for children with additional needs. Our musicians visited 255 schools across the country, of which 188 were special schools or units, enabling over **48,000** young people to experience live music.

The sessions were delivered through 3 main strands of activity:

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

"We see a massive difference in our children when they get opportunities to listen to live music".

- Director of Creative Learning

2. Musicians in Residence Projects: ranging from a series of 6 sessions to year-long programmes in special schools and other settings including children's hospitals and Pupil Referral Units. Projects engage children in activities that build personal, social and musical skills and often culminate in a performance. Musicians work closely with venue staff to maximise the impact of their sessions.

3. Family workshops "All Together Now": participatory concerts and workshops for young people with disabilities and their families to enjoy together within a relaxed environment.

Our SEND Inspire training programme (now in its second year), provides a pathway for LMN musicians to gain additional skills in delivering music sessions for young people with additional needs.

Our work was highly rated by the schools we visited this year; 97% of schools hosting concerts said the level of engagement shown by pupils during our sessions was either above average or beyond expectation. Special schools value depth of engagement as a key indicator of pupil learning and development.

"The session exceeded all expectation and more around the response from the pupils. I think this was down to the musicians themselves and the manner they used to interact. It is hard to put into words just how much our pupils got out of the session."

- Special school class teacher

“SEND Inspire” – training pathway for musicians

SEND Inspire has proved to be a very successful vehicle through which to increase the quality of LMN's work with special schools. Since its launch in Summer 2016, 43 musicians have taken part in 74 training/ observation sessions and delivered 314 music sessions linked to the programme involving 969 pupils, 424 school staff and 25 different special schools. We worked with partner schools across England (Bristol, Bath, London, Birmingham, Rochdale, Oldham, Doncaster, Sheffield and Middlesbrough) Wales (Merthyr Tydfil, Neath Port Talbot) and Northern Ireland (Magherafelt).

"I feel my confidence has improved quite significantly - the regular visits over the last few months have made me much more confident and comfortable, and I now have a wide range of experiences and tools to draw from when working in similar settings in the future."

– LMN Musician (SEND Inspire, Level 2)

The programme is underpinned by Live Music Now's SEND Inspire Framework outlining the skills and approaches we believe to be essential ingredients for high quality LMN sessions. It also embeds the principles of Sounds of Intent (www.soundsofintent.org) - a comprehensive online resource based on 10 years of research to support the musical development of young people with complex needs. During 2017/18, two LMN musicians completed a PG Cert in Sounds of Intent through Roehampton University and another LMN musician started the course, helping to build in-house expertise.

SEND Inspire has demonstrated positive outcomes for partner specials schools, their young people and Live Music Now:

- LMN musicians are benefiting from a more structured approach to skills development in the area of SEND music leading.
- Pupils are enjoying the opportunities to develop their music-making skills with LMN musicians, which in turn is helping them develop key personal and social skills.
- School staff are observing at first hand the benefits that come from pupils taking part in regular musical activity; this may lead to greater advocacy for the place of music within the school.
- Some school staff are also gaining confidence and new skills to lead musical activities outside of LMN sessions.

In July 2017 we concluded the pilot year of our “SEND Inspire Fellowship Programme” funded by an “Explore and Test” grant from Paul Hamlyn Foundation's Arts and Learning programme. This is the most advanced level of the SEND Inspire programme enabling more experienced LMN musicians to deliver a year-long residency in a host special school, leading regular music sessions for small groups of pupils. The programme aimed to enrich the skills of 6 LMN musicians delivering the residency, improve the educational and life outcomes for pupils and inspire greater confidence and skills for their staff to deliver regular music activities themselves. An external evaluator (Fiona Costa) was commissioned to undertake interviews with schools and analyse the written data collected during the project. She produced an in-depth evaluation report under the headings of “Pupil outcomes, Staff outcomes, School Outcomes and Musicians’ Development”.

Outcomes for pupils

Despite the differences in pupils' ages and abilities and in the musical activities provided, Fiona Costa's full report identified many similar positive and important outcomes for pupils across the schools as observed by teachers, support staff and musicians. She highlighted the importance of engagement as “the single best predictor of successful learning for children with learning disabilities” (Ilvanone et al. 2003) and ways in which the music sessions had promoted pupil engagement. She pointed to examples of increased engagement, interaction, confidence and self-esteem as indicators of pupils developing personal and social skills, as well as examples of pupils' musical development. The evidence aligns with published research that taking part in regular music sessions can support young people's learning and personal development across many areas.

For the musicians

The model of a year-long Fellowship as a vehicle for LMN musicians to develop specialist skills has been very successful. In their final reports, all six musicians talked about the importance of having a full year to develop their ideas, refine their approach and cement relationships with pupils and staff.

For staff and schools

The fact that school staff improved their confidence to support and lead musical activities was highlighted by schools as one of the most important outcomes from the project, particularly in relation to project legacy. Most of the skill sharing was done informally, with staff and musician working closely together in sessions. In his foreword to the report, Professor Adam Ockelford said:

“What this report shows is that, with appropriate input from music specialists (who have spent many years working to become highly accomplished performers), teachers, teaching assistants and other school staff can be inspired and motivated to use their innate abilities to make music with the children and young people in their care. Their new-found self-belief is ... the most important legacy of the LMN Inspire Fellowship Programme.”

Fiona Costa's report concluded that:

“The benefits to pupils and staff indicate that the SEND Inspire Fellowship Programme was highly successful. Everyone involved benefitted in some way and its principal aims were, in large part, achieved. This was due both to the establishment, implementation and monitoring of the programme, a mark of LMN's professional approach. However, the question remains as to whether the benefits to pupils and staff are simply short-term or whether they can be sustained over a longer period.”

Regional Programmes

Despite the current challenging fundraising environment, LMN branches have all continued to deliver concerts, projects and partnerships with special schools, hospitals, arts venues and other community organisations, and support their regional musicians to take part in the SEND Inspire training programme.

LMN London & South East: A change in staffing and funding led to a focus on special school residencies this year. In particular, the branch developed its work with LMN harpists, providing training for them to deliver special school workshops with support from a specialist mentor. The branch continued its programme of events for children with disabilities and their families, in partnership with the Horniman Museum. Plans are in place to expand the work in North London and Bedford special schools during 18/19.

LMN South West has continued to grow its work with special schools, visiting 19 schools across the region, including Devon and Dorset. Four of the schools hosted SEND Inspire residencies, including the branch's first year-long Musician in Residence programme. Relationships have been established with Music Education Hubs in Bath, Somerset, Bournemouth and Poole, Devon and Torbay, providing support to develop new work with local special schools. The branch also worked with 23 mainstream schools and delivered an ambitious project “Menuhin's Violin” with artist Heidi Hinder and composer Richard Barnard as part of LMN's 40th anniversary celebrations.

LMN North West increased the number of special schools reached from 31 to 45 this year. The branch continued successful partnerships with Bridgewater Hall (termly concerts for special schools, and ‘Be Hear Now’ half term holiday music sessions for children with disabilities and their families), Sunbeams Trust in Penrith (special school concerts & community concerts), DaDa Fest (after-school ensemble young people with disabilities in Liverpool), Resonate Music Hub in Liverpool, and two special schools in Oldham supported by the Stoller Charitable Trust. The partnership with Alder Hey Children's Hospital continued through the Music as Medicine programme which trains LMN musicians to deliver music sessions on the wards.

LMN North East maintained its links with 76 special schools (of which 53% hosted two or more LMN visits) across the region, including all the South Yorkshire special schools, with continued support from MVAT. SEND Inspire projects took place in South Yorkshire, West Yorkshire and Middlesbrough, including two year-long residencies. The Branch has continued its close partnership with NYMAZ, working in North Yorkshire PRUs, and delivered a very successful after school programme for young people in challenging circumstances in partnership with the North Yorkshire Children & Families Prevention in Selby. The Branch continues to be a strategic partner in the North Yorkshire Music Hub and York Hub, and has made new links with Hull Music Education Hub.

LMN Wales expanded its special school programme this year, reaching 70% of all special schools in the country through participatory concerts and workshops. Three schools hosted SEND Inspire residencies which provided training for musicians and enriched the schools' music provision. The branch also worked with 13 mainstream schools in rural areas, providing pupils with access to live music.

LMN Northern Ireland was delighted to relaunch its special schools programme this year, with funding support from Arts Council Northern Ireland. Thirteen musicians took part in a specialist SEND training day, before embarking on their first concerts in special schools. Three musicians undertook a SEND Inspire Level 1 residency in Kilronan School, Magherafelt, mentored by LMN Alumnus Chris Blake who works regularly as a specialist music leader across Northern Ireland. This was so well received that the musicians were invited back to provide support for the school's annual show and further funding has been sought to continue LMN's work at the school in 2018-19. In 2018-19 three more musicians will undertake Level 1 training with further plans to pilot the branch's first year-long Musician in Residence programme in 18-19.

VOLUNTEERS

In 2017-18 we were privileged to have 115 volunteers working with us to achieve our aims.

These volunteers support us either through:

- regional level advisory committees (non-executive) through organising local fundraising or profile-raising events, visiting performances and workshops and feeding into the monitoring process, helping with practical tasks in which they may have an area of expertise, and in providing accommodation for touring musicians;
- by being members on our audition panels;
- by being members of our Strategic Advisory Boards;
- by being on our Board of Governors.

The charity's website lists all the volunteers both at regional and national levels.

FINANCIAL REVIEW

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 £188,825 and the restricted reserves are £163,225.

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 effectively. We will make every effort to ensure that complaints receive a complete, accurate and timely response and no complaint is ever disregarded. If we cannot resolve a fundraising related complaint, we will provide information about how to raise a complaint with the Fundraising Regulator.

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;

LIVE MUSIC NOW LTD (LIMITED BY GUARANTEE)
ANNUAL REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

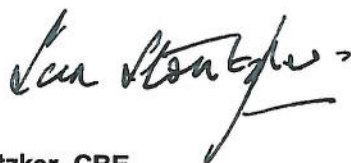
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

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:



Ian Stoutzker, CBE
Chairman

Date: 04 October 2018

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF LIVE MUSIC NOW LTD

Opinion

We have audited the financial statements of Live Music Now Limited for the year ended 31 March 2018 which comprise the Statement of Financial Activities, and the Balance Sheet and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the charitable company's state of affairs as at 31 March 2018 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the Companies Act 2006.

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

Basis for opinion

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

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

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

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

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

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

- the information given in the Trustees' Annual Report which includes the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Trustees' Annual Report which includes the Directors' Report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' Annual Report.

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and to take advantage of the small companies exemption in preparing the Trustees' Annual Report and the Strategic Report.

Responsibilities of trustees

As explained more fully in the Trustees' Responsibilities Statement set out on page 16, the trustees (who are also directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

Auditor's responsibilities for the audit of the financial statements

We have been appointed as auditors under the Companies Act 2006 and report in accordance with that Act.

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

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



Alison Robinson (Senior Statutory Auditor)
.....
For and on behalf of

Saffery Champness	North Park Road
LLP	Harrogate
Chartered Accountants	North Yorkshire
	HG1 5RX

Statutory Auditors

Date: 22 October 2018

Saffery Champness LLP is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006

STATEMENT OF FINANCIAL ACTIVITIES INCLUDING INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 MARCH 2018

	Notes	Unrestricted funds £	Restricted funds £	Total funds 2018 £	Total funds 2017 £
Income from:					
Donations and legacies	3	419,609	542,129	961,738	709,622
Charitable activities	4	173,672		173,672	136,382
Other trading activities	5	-	-	-	310
Investments	6	49	-	49	30
Other income	6	323	-	323	3,250
Total		593,653	542,129	1,135,782	849,594
Expenditure on:					
Raising funds	7	459	-	459	1,023
Charitable activities	8	495,874	549,363	1,045,237	886,127
Total		496,333	549,363	1,045,696	887,150
Net income/ (expenditure)		97,320	(7,234)	90,086	(37,556)
Transfers between funds	17	40,000	(40,000)	-	-
Net movement in funds		140,072	(47,234)	90,086	(37,556)
Reconciliation of funds:					
Total funds brought forward		51,505	210,459	261,964	299,520
Total funds carried forward	15	188,825	163,225	352,050	261,964

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 2018

	<i>Note</i>	2018 £	2017 £
Current assets			
Debtors	13	66,193	58,426
Cash at bank and in hand		395,322	313,527
Total current assets		461,515	371,953
Creditors: Amounts falling due within one year	14	(109,465)	(109,989)
Net assets		352,050	261,964
The funds of the charity:			
Restricted funds		163,225	210,459
Unrestricted income funds	16		
General funds		188,825	51,505
		352,050	261,964

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 04 October 2018 and signed on its behalf by:



Ian Stoutzker CBE
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 2018

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.

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 2018 (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 2018 (continued...)

2 COMPARATIVE SOFA INFORMATION

	Unrestricted General £	Unrestricted Designated £	Restricted Funds £	2017 Total Funds £
Income and endowments from:				
Donations and legacies	248,450	-	461,172	709,622
Charitable activities	136,382	-	-	136,382
Other trading	310	-	-	310
Investments	30	-	-	30
Other income	3250	-	-	3250
Total	388,422	-	461,172	849,594
Expenditure on:				
Raising funds	1,023	-	-	1,023
Charitable activities	362,536	-	523,591	886,127
Other	-	-	-	-
Total	363,559	-	523,591	887,150
Net movement in funds before transfers	24,863	-	(62,419)	(37,556)
Transfers between funds	-	-	-	-
Net movement in funds	24,863	-	(62,419)	(37,556)
Reconciliation in funds:				
Total funds brought forward	26,642	-	272,878	299,520
Total funds carried forward	51,505	-	210,459	261,964

3 INCOME FROM DONATIONS AND LEGACIES

	Unrestricted Funds £	Restricted Funds £	2018 Total £	2017 Total £
Government & other public authorities	45,150	311,312	356,452	148,128
Supporters, including corporate sponsors, & general public	53,577	12,684	66,261	123,887
Charitable institutions	320,892	218,133	539,025	437,607
	<u>419,609</u>	<u>542,129</u>	<u>961,738</u>	<u>709,622</u>

Notes to the Financial Statements for the year ended 31 March 2018 (continued...)

4 INCOME FROM CHARITABLE ACTIVITIES

	Unrestricted Funds £	Restricted Funds £	2018 Total £	2017 Total £
Venue donations	173,672	-	173,672	136,382
Total income from charitable activities	173,672	-	173,672	136,382

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

	2018 £	2017 £
Activities for generating funds	-	310
	-	310

6 INVESTMENT AND OTHER INCOME

	Unrestricted Funds £	Restricted Funds £	2018 Total £	2017 Total £
Bank interest receivable	49	-	49	30
Sundry income	323	-	323	3,250
	372	-	372	3,280

7 EXPENDITURE ON RAISING FUNDS

	Unrestricted Funds £	Restricted Funds £	2018 Total £	2017 Total £
Fundraising trading	459	-	459	1,023
	459	-	459	1,023

Notes to the Financial Statements for the year ended 31 March 2018 (continued...)

8 ANALYSIS OF EXPENDITURE ON CHARITABLE ACTIVITIES

	2018			2017		
	General	Restricted	Total	General	Restricted	Total
	£	£	£	£	£	£
Musicians fees and expenses	125,632	330,717	456,349	56,863	359,997	416,860
Recruitment, auditions and training	12,089	-	12,089	4,541	722	5,263
Project expenses - other	107,206	-	107,206	40,438	-	40,438
Project delivery costs	272,736		272,736	70,177	162,525	232,702
Governance costs	12,079		12,079	5,015	-	5,014
Administration and office costs	184,778		184,778	185,503	347	185,850
	<u>714,520</u>	<u>330,717</u>	<u>1,045,237</u>	<u>362,536</u>	<u>523,591</u>	<u>886,127</u>

9 ANALYSIS OF GOVERNANCE AND SUPPORT COSTS

	General support	Governance	2018 Total	2017 Total
	£	£	£	£
Audit fees	-	7,560	7,560	-
Trustee meeting costs	-	3,085	3,085	-
Accounting fees payable to independent examiner	-	-	-	2,914
Independent examiner's fees	-	1,434	1,434	2,100
Total	<u>-</u>	<u>12,079</u>	<u>12,079</u>	<u>5,014</u>

10 OTHER COSTS

	2018	2017
	£	£
Rent, rates, heating & lighting	15,451	18,550
Office expenses (including accountancy)	22,255	21,557
Insurance	2,403	3,425
Bank charges	2,081	2,076
Development, advertising & publications	4,849	13,343
Staff salaries and NI costs (note 12)	361,702	278,704
Project management fees	-	54,359
Staff expenses	25,899	25,266
Sundry	22,877	1,272
	<u>457,517</u>	<u>418,552</u>
Allocated to:		
Project delivery costs	<u>272,736</u>	<u>232,702</u>
Administration and office support	<u>184,778</u>	<u>185,850</u>

Notes to the Financial Statements for the year ended 31 March 2018 (continued...)

11 NET INCOME/(EXPENDITURE) FOR THE YEAR

	2018 £	2017 £
This is stated after charging:		
Auditor's fees	7,560	-
Independent examiner's fees	1,434	2,100

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

	2018 £	2017 £
Staff costs		
Wages & salaries	336,085	254,436
Social security costs	22,086	20,196
Pension costs	3,531	4,072
	<u>361,702</u>	<u>278,704</u>

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

	2018 £	2017 £
Trustee costs		
Remuneration	-	-
Expenses paid to one Trustee during the year (travel and subsistence)	-	109
	<u>-</u>	<u>109</u>

The average headcount was 16 staff (2017: 15 staff) and the average monthly number of employees (including part-time) during the year, analysed by function, was:

	2018 Number	2017 Number
Charitable activities and fundraising	16	14
Management and administration of charity	-	-
Trustees/directors ¹	1	1
	<u>16</u>	<u>15</u>

Notes to the Financial Statements for the year ended 31 March 2018 (continued...)

The key management personnel comprise the trustees and the CEO whose employee benefits total £50,000 (2017: £50,000).

No special retirement or leaving payments were made during the year (2017: £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 £456,349 (2017: £416,860) was paid.

13 DEBTORS

	2018 £	2017 £
Amounts falling due within one year:		
Grants receivable	-	2,225
Sundry debtors	59,661	29,176
Accrued income	6,532	27,025
	<u>66,193</u>	<u>58,426</u>

14 CREDITORS

	2018 £	2017 £
Amounts falling due within one year:		
Other creditors	96,055	99,809
Accruals	7,560	4,676
Taxation and social security	5,850	5,504
	<u>109,465</u>	<u>109,989</u>

15 FINANCIAL INSTRUMENTS

	2018 £	2017 £
Carrying amount of financial assets measured at amortised cost	<u>395,322</u>	<u>315,752</u>
Carrying amount of financial liabilities measured at amortised cost	<u>5,850</u>	<u>5,504</u>

Notes to the Financial Statements for the year ended 31 March 2018 (continued...)

16 FUNDS

	Balance 1 April 2017 £	Incoming resources £	Resources expended £	Transfers £	Funds 31 March 2018 £
Restricted funds	210,459	542,129	(549,363)	(40,000)	163,225
General fund	51,505	593,653	(496,333)	40,000	188,825
Designated funds	-	-	-	-	-
	<u>261,964</u>	<u>1,135,782</u>	<u>(1,045,696)</u>	=	<u>352,050</u>

Within the restricted income is £261,398 received from the LIBOR fund, of which £245,448 has been spent in the year and £15,950 is carried forward at the year end. This money was restricted for activities for veterans from the armed forces and their dependents.

Analysis of group assets between funds

	Tangible fixed assets £	Bank balances £	Net current assets £	Total £
Restricted funds	-	163,225		163,225
Unrestricted funds - General	-	232,097	(43,272)	188,825
Unrestricted funds - Designated	-	-	-	-
	-	395,322	(43,272)	352,050

17 GROSS TRANSFERS BETWEEN FUNDS

The transfers between funds represent agreed elements of project funding which have contributed to core costs.

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.

Notes to the Financial Statements for the year ended 31 March 2018 (continued...)

20 RELATED PARTY TRANSACTIONS

During the year a payment of £6,665 (2017: £6,652) was received from Live Music Now Scotland, a charity with a number of common trustees. In addition, a grant of £31,500 (2017: £1,304) was paid to Live Music Now Scotland during the year.

During the year donations of £nil (2017 - £20,000) were received from charities connected to the trustees and £3,000 was received directly from one of the trustees.