



Annual review 2014-15

November 2015

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Introduction from the chair

Our second full year of operation, 2014-15 has been challenging and rewarding in equal measure and it is with no small sense of achievement we can look back on a great year.

The period saw us change our constitution and engage with a wider membership. As a result our board has broadened beyond the founding members and early joiners. Both our key partners – South Ayrshire Council and the University of the West of Scotland have taken up their role as members. In turn this has meant we were able to welcome Professor Gayle McPherson and Councillor Ann Galbraith to the board. Cathy Costello, a long standing front of house volunteer was also elected to the board last year resulting in a board of seven with a better gender balance, a wider range of expertise and broader background.

The core of our operation remains the Gaiety Theatre and we were able to build on our audiences to reach over 61,000 seats sold – over 10% up on the previous year. Numbers are not the only thing that matters of course – so it is also satisfying to see the range of shows has included high quality drama, dance, opera and music as well as our unashamedly popular events including the annual panto.

We have also begun to deliver on our wider goals, with outreach theatre groups for young and old, an Ayrshire-wide youth arts project and a major new Learning Theatre initiative with UWS.

Ian Welsh, Chair

Ayr Gaiety Partnership

Ayr Gaiety Partnership Limited (AGP) is a Scottish Incorporated Charitable Organisation (SCIO) formed in 2009 with aims to advance arts, heritage and culture, education and learning in Ayrshire and beyond. The Gaiety Theatre forms a focus for our operations but our interest is much wider and we strive to provide:

- Improved access to excellent performing arts and culture for the local population;
- Increased levels of confidence, attainment and employment for young people;
- Reduced isolation for older people;
- Better conserved and increased understanding of our heritage for everyone;
- Increased success for the local performing arts sector; and
- Increased tourism and economic success for Ayr.

As we work towards these outcomes, we operate within four values that dictate how we work:

- *Valuing volunteers – who are the lifeblood of the theatre*
- *Providing access for all – working to enable the whole community to be welcome*
- *Reducing our carbon footprint – aiming to be ‘the best little green theatre in Scotland’*
- *Staying safe – providing a safe environment for all our staff, volunteers and audiences*



2014-15 Highlights month by month

April	May	June
Eugene Onegin (Opera Bohemia) Butterfly Kiss (Dave Anderson) The Peatbog Faeries Kidnapped (Sell A Door) I Elizabeth (Dyad Productions) Mozartissimo – An evening of Mozart Opera	Ralph McTell 51 Shades of Maggie Dine Out with Fawltly Towers A Slow Air (Borderline) The Sooty Show Uncle Varrick (Rapture) Jaleo Flamenco	The Sound of Music (Forehill Primary School) Noises Off (Ayr Fort Players) Musichoir Live Beauty & The Beast (Ballet Cymru) Gaiety's Got Talent
July	August	September
Romeo & Juliet (Hipshot) Gaiety Open Day Madam Butterfly (Opera Bohemia) Big Night Out at the Gaiety with Dean Park	Felicity Fairy and the Lost Wand (Be Enchanted) Hot Club de France Violin Swing The Jungle Book (Chapterhouse Theatre Co) Rhythm of the Dance Tosca (Heritage Opera)	Winchin' by Kelly Craig Phillip Dyson International Concert Pianist Back To Broadway In Time O Strife (National Theatre of Scotland) The Eva Cassidy Story
October	November	December
The Ivor Novello Story Outlying Islands (Firebrand) Macbeth (Scottish Opera) Joan Armatrading Scottish National Jazz Orchestra Not About Heroes (Blackeyed Theatre) Scottish Ballet	Love Letters Straight From Your Heart (Univited Guests & Fuel) A Play A Pie & A Pint – 'Flying with Swans' by Jack Dickson Nathan Carter An evening of Burlesque Oklahoma (Ayrshire Philharmonic)	Beauty & The Beast, Michael Courtney in association with the Ayr Gaiety Partnership
January	February	March
The Dublin Legends As Others See Us – The Story of Robert Burns The Green Door – World Premier New Musical (UWS)	Reduced Shakespeare Company – The Complete History of Comedy The Ringer – hard hitting new crime drama from Tony Black The Francie & Josie Show Disco Inferno (Ayr Amateur Opera Company)	A Play A Pie & A Pint – 'Flower, Bird, Wind, Moon by Paddy Cunneen La Traviata (Heritage Opera) Jurassic Adventures No Sex Please We're British (Ayr Fort Players)

"What a lovely time we had...you're great to work with...nothing was too much trouble." – Sarah Helsby-Hughes, Heritage Opera Company

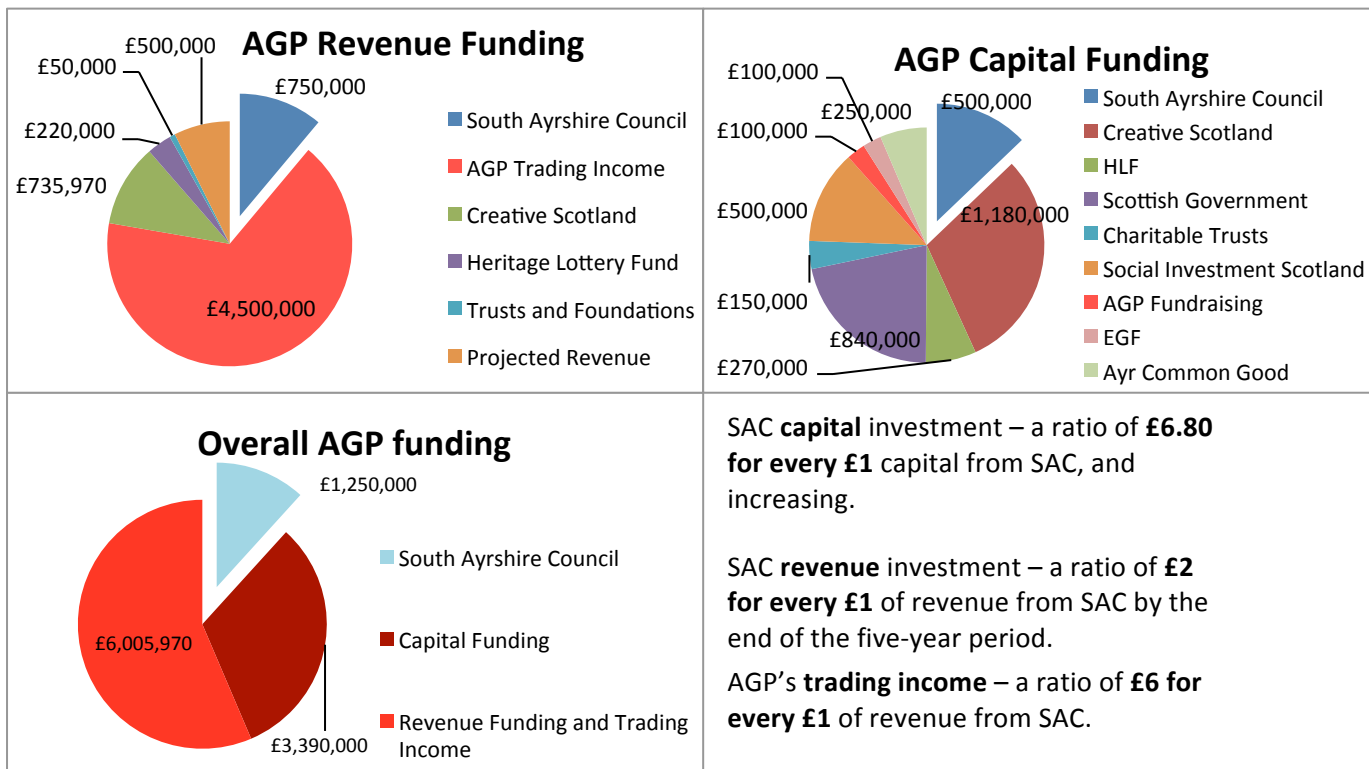
The young men doing 'Francie n Josie' brought those icons back to life and more!! Excellent!!" – Margaret Stewart



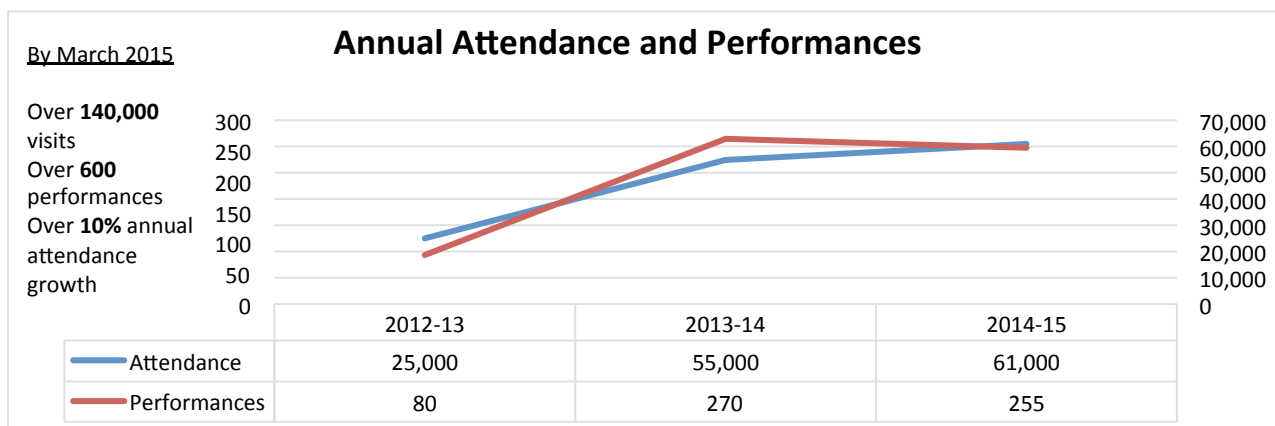
Wider impact

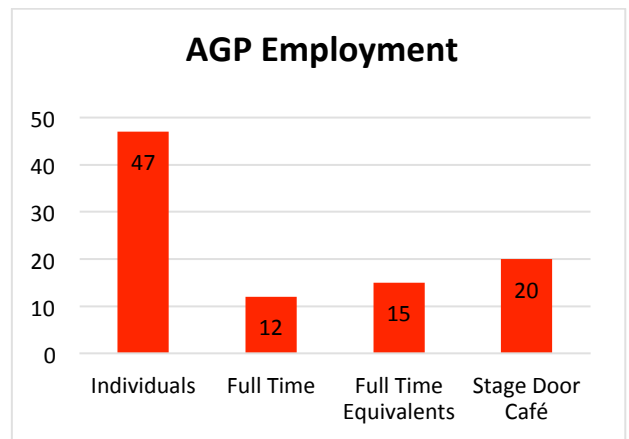
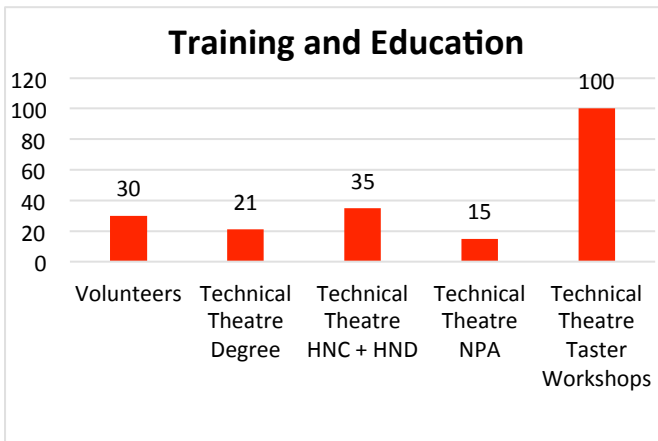
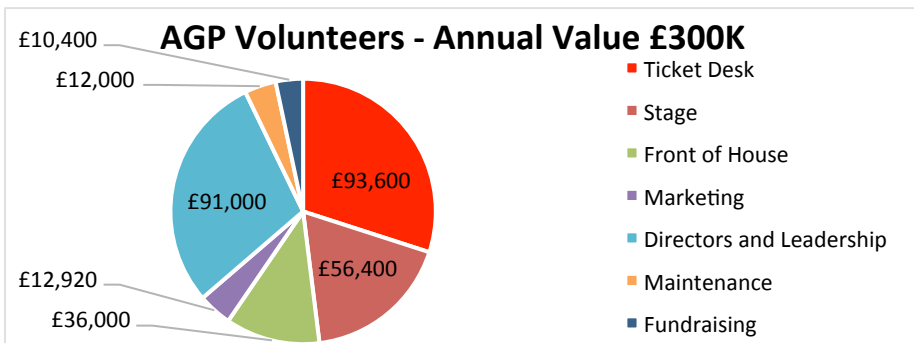
This summary sets out some of the wider impacts of Ayr Gaiety Partnership with a focus on the return on the SAC investment of £1,250,000 for the six years 2011-12 to 2017-18.

Money: £9.4 million – £7.50 for every SAC £1



Numbers: 140,000+ audiences; 400 in jobs, volunteering and education





Directly created employment for **67 individuals**. Targeting over **200 young people** in training or education.



230+ young people, most from socially excluded and deprived communities, in theatre and drama work and **100+ older people**, mostly with dementia,

involved in memory and reminiscence.

Culture: Ayr on the National Map



International performers and companies including: National Scottish companies (Ballet, Theatre, Opera, Jazz); Zimbabwean Dancers, Moscow Ballet, Ballet Cymru and Joan Armatrading; and legends such as Chris Barber, Johnnie Beattie, Dorothy Paul and Elaine C. Smith.



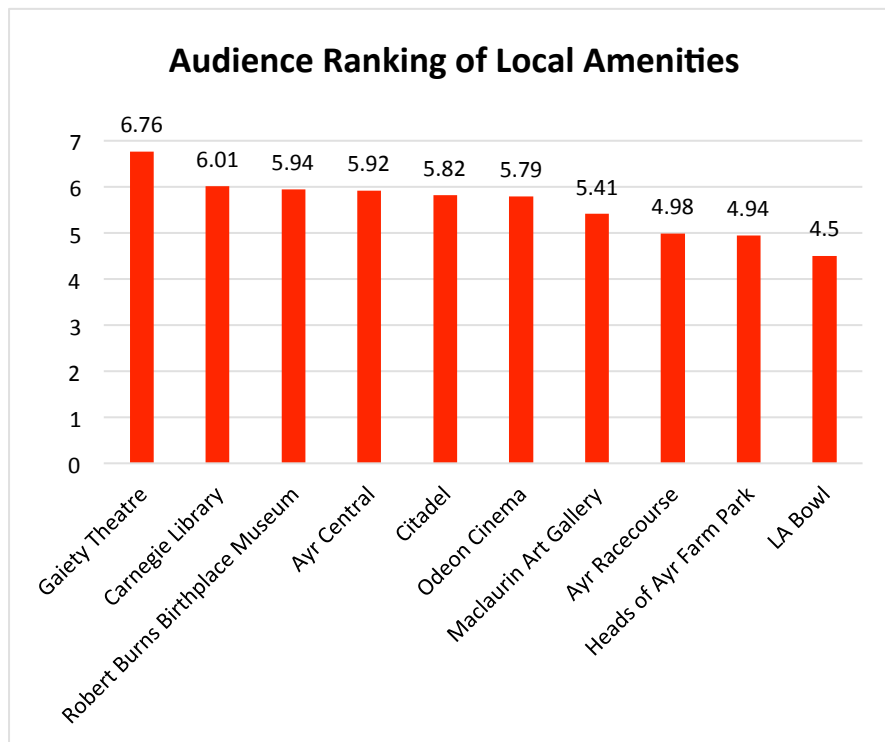
Enabling Ayr’s Borderline Theatre Company to tour two 4* shows to over 4,000 people across Scotland – ‘A Slow Air’ and ‘The Straw Chair’ – and taking the 4* Play, Pie, Pint Summer Panto to the Edinburgh Fringe.

**** *“Richly enjoyable”* **The Scotsman** (The Straw Chair)

**** *“Riveting...poignant”* **The Times** (A Slow Air)

**** *“It's sassy, it's saucy and hoots mon!”* **The Herald** (The Pie-Eyed Piper of Hamilton)

Direct Economic Impact: £1,800,000 a year



Audiences rate the Gaiety as the key asset in the Town – ahead of nine other local amenities. 33% rank the Gaiety first – the next highest rankings at first are the Robert Burns Birthplace Museum and Ayr Central (both 10%).

Over 50% of the 31 Town Centre businesses we consulted with report increased turnover from the Gaiety being open – many of 10% or more – with no negative impact.

£1.8 million of spend with £585K direct local spend, each ticket bringing approximately £11 additional spend, and 1.5 local multiplier.



Restoring key amateur organizations to financial viability and enabling local actors/entrepreneurs to flourish.



Boosting civic life: performances at Festivals, Town Centre development.



2014-15 Accounts

Formal accounts and annual report as submitted to the Office for the Scottish Charity Regulator (OSCR)



REGISTERED AS A SCOTTISH CHARITABLE INCORPORATED ORGANISATION
REGISTERED CHARITY NUMBER: SC041464

REPORT OF THE TRUSTEES AND
FINANCIAL STATEMENTS FOR THE YEAR ENDED
31 MARCH 2015
FOR
AYR GAIETY PARTNERSHIP

McLay, McAlister & McGibbon LLP
Chartered Accountants and Statutory Auditors
145 St. Vincent Street
Glasgow
G2 5JF

AYR GAIETY PARTNERSHIP
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FOR THE YEAR ENDED 31 MARCH 2015

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AYR GAIETY PARTNERSHIP
REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2015

The trustees present their report with the financial statements of the charity for the year ended 31 March 2015. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) 'Accounting and Reporting by Charities' issued in March 2005.

REFERENCE AND ADMINISTRATIVE DETAILS

Registered Charity number
SC041464

Registered office
The Gaiety Theatre
Carrick Street
Ayr
KA7 1NU

Trustees
J Welsh - Chair
J G Peterkin - Trustee
D J Quayle - Treasurer
C Fremantle - re-elected 13 October 2014
Cathy Costello - appointed 13 October 2014
Ann Galbraith for South Ayrshire Council - appointed - 9 February 2015
Gayle McPherson for the University of West of Scotland - appointed 12 January 2015

Auditors
McLay, McAlister & McGibbon LLP
Chartered Accountants and Statutory Auditors
145 St. Vincent Street
Glasgow
G2 5JF

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing document

The charity was controlled by its governing document, the Memorandum and Articles of Association, and constituted a limited company, limited by guarantee, as defined by the Companies Act 2006. With effect from 16 April 2014 the organisation was converted into a Scottish Charitable Incorporated Organisation (SCIO) having charitable status under the Charities and Trustee Investment (Scotland) Act 2005. The charity is now governed by a written constitution.

Recruitment and appointment of new trustees

The minimum number of charity trustees is three and the maximum eleven.

The individuals holding office as directors of the company immediately prior to the conversion into a SCIO automatically held office as charity trustees with effect from the time when the SCIO was incorporated.

Membership is open to (1) any individual aged 16 or over who wishes to support the aims of the SCIO (2) South Ayrshire Council (3) University of West of Scotland, and (4) any other body (subject to a maximum of two further organisations at any given time) which, in the opinion of the board, is a key partner of the SCIO in the context of its ongoing activities.

The board shall consist of (1) up to four charity trustees appointed by corporate bodies (2) up to four charity trustees appointed from individual members, and (3) up to six charity trustees, subject to the maximum restriction of eleven in all, appointed on the basis of the special skills/experience they are able to contribute to the work of the board.

AYR GAIETY PARTNERSHIP
REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2015

STRUCTURE, GOVERNANCE AND MANAGEMENT

Organisational structure

The structure of the SCIO consists of members, who have the right to attend meetings and elect/appoint people to serve on the board and take decisions on changes to the constitution, and the board who hold regular meetings and control the activities of the SCIO. People serving on the board are referred to in the constitution as charity trustees.

The Executive Director and staff report to the Trustees who meet on at least a monthly basis to review performance and decide on key strategic issues.

Risk management

The charity trustees are aware of their duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place. The organisation holds comprehensive insurance and maintains a risk assessment register. The charity trustees are especially aware of their responsibilities for Health and Safety for the organisation's staff and its audiences.

OBJECTIVES AND ACTIVITIES

Objectives and aims

The principal objectives of the SCIO are to advance the arts (and particularly the performing arts), heritage and culture, primarily within Ayrshire; and to advance education, in particular informal and formal education linked to, or through the medium of, theatre-related arts and technology, primarily within Ayrshire. The primary location of the charity's activity is the Gaiety Theatre, Ayr which is currently leased from South Ayrshire Council. The lease contains provision for the acquisition of the Theatre from the Council and it is anticipated that the purchase will take place in 2016 prior to a major refurbishment of the theatre.

Significant activities

In reviewing objectives and planning activities, the trustees confirm they have considered their duties having regard to guidance on public benefit.

Volunteers

The organisation has an extensive base of volunteers who meet monthly and make a significant contribution to the success of the SCIO.

ACHIEVEMENT AND PERFORMANCE

Charitable activities

The charity trustees are satisfied with the performance of the charity to date. The company provided over 250 performances and attracted almost 61,000 audience members as its main activity during the year. The outreach by way of the Ayrshire Youth Arts Network and Community Theatre into Ayrshire has continued to develop significantly during the year.

FINANCIAL REVIEW

Reserves policy

The reserves policy of the SCIO is intended to ensure the availability of sufficient resources to fulfil its operational commitments and to enable the charitable activities of the company to continue in the future.

Principal funding sources

The charity received a revenue grant of £150,000 from South Ayrshire Council.

Grants amounting to £110,693 were received from Creative Scotland and the Foyle Foundation towards the refurbishment of the Gaiety Theatre. In addition £78,315 was raised by way of donations and ticket levies during the year.

Grants of £214,500 were also received toward the development of the Ayrshire Youth Arts Network and the provision of Community Theatre throughout Ayrshire.

The attached financial statements reflect the foregoing and the trading outcome for the year under review.

FUTURE DEVELOPMENTS

Partnership agreements are in place with the Council, the University of the West of Scotland and Creative Scotland to deliver on the commitment to provide a broad based community and cultural programme for the theatre. Funding for additional capital restoration works will be pursued with a wide range of funders and private individuals.

The charity trustees intend to continue and develop the activities that the organisation provides conform to its objectives.

The board are actively considering new ideas and encourage new volunteers to join the organisation at all levels up to and including the board itself.

AYR GAIETY PARTNERSHIP
REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2015

STATEMENT OF TRUSTEES RESPONSIBILITIES

The trustees are responsible for preparing the Report of the Trustees and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable in Scotland 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 charity and of the incoming resources and application of resources of the charity for that period. In preparing those financial statements, the trustees are required to

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity 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 which disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended) and the provisions of the charity's constitution. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.


In so far as the trustees are aware:

- there is no relevant audit information of which the charity's auditors are unaware; and
- the trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

AUDITORS

McLay, McAlister & McGibbon LLP will be proposed for re-appointment at the forthcoming Annual General Meeting.

Approved by the board of trustees on 24 December 2015 and signed on its behalf by:


.....
JG Peterkin - Trustee

REPORT OF THE INDEPENDENT AUDITORS TO THE TRUSTEES AND MEMBERS OF AYR GAIETY PARTNERSHIP

We have audited the financial statements of Ayr Gaiety Partnership for the year ended 31 March 2015 which comprise the Statement of Financial Activities, the Balance Sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities.

This report is made solely to the charity's trustees, as a body, in accordance with Section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and regulation 10 of the Charities Accounts (Scotland) Regulations 2006 (as amended). Our audit work has been undertaken so that we might state to the charity's trustees those matters we are required to state to them in an auditors' 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 charity and the charity's trustees as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of trustees and auditors

As explained more fully in the Statement of Trustees Responsibilities set out on page three, the trustees are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

We have been appointed as auditors under Section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and report in accordance with regulations made under that Act.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the charity's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the trustees; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Report of the Trustees to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the charity's affairs as at 31 March 2015 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 applicable to Smaller Entities; and
- have been prepared in accordance with the requirements of the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended).

**REPORT OF THE INDEPENDENT AUDITORS TO THE TRUSTEES AND MEMBERS OF
AYR GAIETY PARTNERSHIP**

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Charities Accounts (Scotland) Regulations 2006 (as amended) requires us to report to you if, in our opinion:

- the charity has not kept proper and adequate accounting records 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
- we have not received all the information and explanations we require for our audit.



Paul Martin (Senior Statutory Auditor)
for and on behalf of McLay, McAlister & McGibbon LLP
Chartered Accountants and Statutory Auditors
Eligible to act as an auditor in terms of Section 1212 of the Companies Act 2006

145 St. Vincent Street
Glasgow
G2 5JF

Date: 24 December 2015

AYR GAIETY PARTNERSHIP

**STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 MARCH 2015**

	Note	Unrestricted fund £	Restricted funds £	31.3.15 Total funds £	31.3.14 Total funds £
INCOMING RESOURCES					
Incoming resources from generated funds					
Voluntary income	2	2,117	-	2,117	4,667
Activities for generating funds	3	-	24,106	24,106	28,310
Incoming resources from charitable activities					
Theatre redevelopment	4	-	164,902	164,902	64,293
Operation of theatre		1,083,889	-	1,083,889	946,850
Youth and community theatre		-	214,500	214,500	-
Total incoming resources		1,086,006	403,508	1,489,514	1,044,120
RESOURCES EXPENDED					
Charitable activities					
Theatre redevelopment	5	-	53,181	53,181	99,364
Operation of theatre		1,099,769	-	1,099,769	944,745
Youth and community theatre		-	67,335	67,335	-
Governance costs	6	3,270	-	3,270	4,870
Total resources expended		1,103,039	120,516	1,223,555	1,048,979
NET INCOMING/(OUTGOING) RESOURCES		(17,033)	282,992	265,959	(4,859)
RECONCILIATION OF FUNDS					
Total funds brought forward		8,640	383,588	392,228	397,087
TOTAL FUNDS CARRIED FORWARD		<u>(8,393)</u>	<u>666,580</u>	<u>658,187</u>	<u>392,228</u>


The notes form part of these financial statements

AYR GAIETY PARTNERSHIP

**BALANCE SHEET
AT 31 MARCH 2015**

	Notes	31.3.15 £	31.3.14 £
FIXED ASSETS			
Tangible assets	10	815,442	520,625
CURRENT ASSETS			
Debtors	11	41,722	58,524
Cash at bank and in hand		<u>332,256</u>	<u>116,575</u>
		373,978	175,099
CREDITORS			
Amounts falling due within one year	12	(276,025)	(220,163)
		<u>97,953</u>	<u>(45,064)</u>
NET CURRENT ASSETS/(LIABILITIES)			
		913,395	475,561
CREDITORS			
Amounts falling due after more than one year	13	(255,208)	(83,333)
		<u>658,187</u>	<u>392,228</u>
NET ASSETS/(LIABILITIES)			
FUNDS	16		
Unrestricted funds		(8,393)	8,640
Restricted funds		<u>666,580</u>	<u>383,588</u>
TOTAL FUNDS		<u>658,187</u>	<u>392,228</u>

The financial statements were approved by the Board of Trustees on 24 December 2015 and were signed on its behalf by:


.....
J Welsh -Trustee