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23/01/2020

Weston-super-Mare Town Council 2019/2020

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Detailed Income & Expenditure by Budget Heading 31/12/2019

Month No: 9

Cost Centre Report

	Actual Current Mth	Actual Year To Date	Current Annual Bud	Variance Annual Total	Committed Expenditure	Funds Available	% Spent	Transfer to/from EMR
140 Museum Central Costs								
1034 Grant funding	(26)	31,143	0	(31,143)			0.0%	
1100 Miscellaneous Income	325	4,573	7,500	2,927			61.0%	
1122 Fundraising	35	279	0	(279)			0.0%	
Museum Central Costs :- Income	334	35,996	7,500	(28,496)			479.9%	0
4000 Staffing Costs	8,866	79,653	104,790	25,137		25,137	76.0%	
4012 Travel & Subsistence Expenses	20	312	200	(112)		(112)	156.1%	
4013 Training	0	2,970	4,743	1,773		1,773	62.6%	
4014 P P E / Health & Safety	4	342	1,000	658		658	34.2%	
4019 Website Costs-TC	0	12	600	588		588	2.1%	
4030 Equipment Purchase	0	1,241	1,200	(41)		(41)	103.4%	
4031 Equipment - Rental	22	841	1,227	386		386	68.6%	
4034 Equipment Repairs	0	400	200	(200)		(200)	200.0%	
4035 Telephone	0	803	1,947	1,144		1,144	41.2%	
4036 Stationery	30	803	750	(53)		(53)	107.1%	
4039 Advertising & Marketing	230	4,546	5,000	454		454	90.9%	
4041 Fees, Subs and Conferences	8	62	150	88		88	41.1%	
4044 Insurance	(690)	690	6,000	5,310		5,310	11.5%	
4102 NNDR	5,242	53,976	52,398	(1,578)		(1,578)	103.0%	
4104 Utilities - Water	691	854	2,500	1,646		1,646	34.2%	
4105 Utilities - Heat & Light	234	8,476	9,483	1,007		1,007	89.4%	
4109 Alarm system	62	547	500	(47)		(47)	109.4%	
4110 Cleaning	0	7,263	14,000	6,737		6,737	51.9%	
4111 Window Cleaning	50	400	600	200		200	66.7%	
4114 Refuse Removal	156	2,547	2,500	(47)		(47)	101.9%	
4131 Licenses	21	1,269	875	(394)		(394)	145.1%	
4161 Volunteer Training	0	557	1,165	609		609	47.8%	
4214 Somerset County Council - SLA	0	0	68,092	68,092		68,092	0.0%	
6000 Admin Salaries Recharge	2,698	22,305	20,841	(1,464)		(1,464)	107.0%	
6005 Admin Overhead Recharge	(327)	7,060	7,451	391		391	94.8%	
6007 Grove House Recharge	101	2,216	1,761	(455)		(455)	125.8%	
6008 Grove Lodge Recharges	71	1,428	1,308	(120)		(120)	109.2%	
6010 Grounds Salaries Recharge	140	1,237	1,277	40		40	96.9%	
6015 Grounds Overhead Recharge	5	309	349	40		40	88.7%	
Museum Central Costs :- Indirect Expenditure	17,633	203,119	312,907	109,788	0	109,788	64.9%	0
Net Income over Expenditure	(17,299)	(167,123)	(305,407)	(138,284)				
141 Museum Learning and Events								
1006 Museum Learning Room Hire	(885)	2,650	7,000	4,350			37.9%	

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1007 Museum HLF support fund (LE)	7,317	7,317	7,317	0			100.0%	
1008 Museum handling box hire	79	668	1,800	1,133			37.1%	
1103 Other event misc income	6	657	4,130	3,473			15.9%	
Museum Learning and Events :- Income	6,517	11,292	20,247	8,955			55.8%	0
4000 Staffing Costs	2,140	21,419	34,839	13,420		13,420	61.5%	
4020 Learning/Event education equip	49	520	3,000	2,480		2,480	17.3%	
4039 Advertising & Marketing	0	225	1,200	975		975	18.8%	
4058 Learning/Events Museum events	730	1,200	3,000	1,800		1,800	40.0%	
Museum Learning and Events :- Indirect Expenditure	2,919	23,364	42,039	18,675	0	18,675	55.6%	0
Net Income over Expenditure	3,598	(12,073)	(21,792)	(9,719)				
142 Museum Cafe								
1004 Cafe Sales	3,192	37,637	44,662	7,025			84.3%	
Museum Cafe :- Income	3,192	37,637	44,662	7,025			84.3%	0
4000 Staffing Costs	3,449	30,416	36,597	6,181		6,181	83.1%	
4014 P P E / Health & Safety	0	1,462	1,200	(262)		(262)	121.9%	
4017 Museum cafe equip rental	152	1,064	2,316	1,252		1,252	45.9%	
4039 Advertising & Marketing	0	452	1,000	548		548	45.2%	
4110 Cleaning	20	605	750	145		145	80.7%	
4114 Refuse Removal	0	679	562	(117)		(117)	120.7%	
4151 Catering	0	201	500	299		299	40.2%	
4406 Bar Stock	330	2,601	0	(2,601)		(2,601)	0.0%	
4407 Museum cafe stock	553	9,975	10,682	707		707	93.4%	
Museum Cafe :- Indirect Expenditure	4,503	47,456	53,607	6,151	0	6,151	88.5%	0
Net Income over Expenditure	(1,310)	(9,819)	(8,945)	874				
143 Museum shop/retail								
1005 Museum Shop Sales	33	8,168	18,000	9,832			45.4%	
1009 Museum sale or return comm	484	3,143	300	(2,843)			1047.8%	
Museum shop/retail :- Income	518	11,311	18,300	6,989			61.8%	0
4136 Credit Card Chgs	12	152	312	160		160	48.6%	
4408 Museum shop stock	371	6,289	7,000	711		711	89.8%	
Museum shop/retail :- Indirect Expenditure	384	6,441	7,312	871	0	871	88.1%	0
Net Income over Expenditure	134	4,870	10,988	6,118				

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	Actual Current Mth	Actual Year To Date	Current Annual Bud	Variance Annual Total	Committed Expenditure	Funds Available	% Spent	Transfer to/from EMR
144 Museum Temporary Gallery								
4039 Advertising & Marketing	0	455	3,000	2,545		2,545	15.2%	
Museum Temporary Gallery :- Indirect Expenditure	0	455	3,000	2,545	0	2,545	15.2%	0
Net Expenditure	0	(455)	(3,000)	(2,545)				
145 Museum Function								
1104 Function Income	1,987	10,209	8,380	(1,829)			121.8%	
Museum Function :- Income	1,987	10,209	8,380	(1,829)			121.8%	0
4030 Equipment Purchase	0	450	500	50		50	90.0%	
4039 Advertising & Marketing	125	2,363	3,500	1,137		1,137	67.5%	
Museum Function :- Indirect Expenditure	125	2,813	4,000	1,187	0	1,187	70.3%	0
Net Income over Expenditure	1,862	7,395	4,380	(3,015)				
Grand Totals:- Income	12,548	106,445	99,089	(7,356)			107.4%	
Expenditure	25,563	283,649	422,865	139,216	0	139,216	67.1%	
Net Income over Expenditure	(13,015)	(177,204)	(323,776)	(146,572)				
Movement to/(from) Gen Reserve	(13,015)	(177,204)						

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	Actual Current Mth	Actual Year To Date	Current Annual Bud	Variance Annual Total	Committed Expenditure	Funds Available	% Spent	Transfer to/from EMR
120 Blakehay Central Costs								
4000 Staffing Costs	3,730	32,672	44,082	11,411		11,411	74.1%	
4013 Training	0	1,820	2,164	344		344	84.1%	
4014 P P E / Health & Safety	0	403	1,000	597		597	40.3%	
4019 Website Costs-TC	0	131	450	319		319	29.1%	
4030 Equipment Purchase	0	1,317	1,500	183		183	87.8%	
4031 Equipment - Rental	267	2,049	1,551	(498)		(498)	132.1%	
4034 Equipment Repairs	45	271	500	229		229	54.3%	
4035 Telephone	0	552	950	398		398	58.1%	
4044 Insurance	(295)	295	3,106	2,811		2,811	9.5%	
4102 NNDR	0	3,093	3,434	341		341	90.1%	
4104 Utilities - Water	0	314	1,600	1,286		1,286	19.6%	
4105 Utilities - Heat & Light	339	4,793	5,300	507		507	90.4%	
4109 Alarm system	42	332	500	168		168	66.4%	
4110 Cleaning	10	287	1,200	913		913	23.9%	
4111 Window Cleaning	0	225	310	85		85	72.6%	
4114 Refuse Removal	141	1,982	2,400	418		418	82.6%	
4131 Licenses	0	180	300	120		120	60.0%	
6000 Admin Salaries Recharge	1,934	15,994	14,942	(1,052)		(1,052)	107.0%	
6005 Admin Overhead Recharge	(235)	5,063	5,342	279		279	94.8%	
6007 Grove House Recharge	28	624	497	(127)		(127)	125.6%	
6008 Grove Lodge Recharges	20	403	369	(34)		(34)	109.3%	
6010 Grounds Salaries Recharge	160	1,413	1,457	44		44	97.0%	
6015 Grounds Overhead Recharge	6	355	398	43		43	89.3%	
Blakehay Central Costs :- Indirect Expenditure	6,193	74,568	93,352	18,784	0	18,784	79.9%	0
Net Expenditure	(6,193)	(74,568)	(93,352)	(18,784)				
121 Blakehay -Auditorium								
1013 BH annual membership	15	125	50	(75)			250.0%	
1014 BH evening classes income	0	25	0	(25)			0.0%	
1090 Bookings	0	21,854	38,000	16,146			57.5%	
Blakehay -Auditorium :- Income	15	22,004	38,050	16,046			57.8%	0
4000 Staffing Costs	1,657	15,677	26,958	11,281		11,281	58.2%	
4039 Advertising & Marketing	700	3,107	6,625	3,518		3,518	46.9%	
4224 Blakehay Performing Rights	0	0	750	750		750	0.0%	
Blakehay -Auditorium :- Indirect Expenditure	2,357	18,784	34,333	15,549	0	15,549	54.7%	0
Net Income over Expenditure	(2,342)	3,221	3,717	496				

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122 Blakehay - Upper Studio								
1014 BH evening classes income	0	825	1,800	975			45.8%	
1090 Bookings	0	8,698	10,000	1,302			87.0%	
Blakehay - Upper Studio :- Income	0	9,523	11,800	2,277			80.7%	0
4000 Staffing Costs	577	3,925	6,143	2,218		2,218	63.9%	
4141 BH evening classes expenditure	125	500	750	250		250	66.7%	
Blakehay - Upper Studio :- Indirect Expenditure	702	4,425	6,893	2,468	0	2,468	64.2%	0
Net Income over Expenditure	(702)	5,098	4,907	(191)				
123 Blakehay Bar								
1193 Blakehay Bar Events Hire	0	1,126	1,750	624			64.3%	
1194 Blakehay Bar Income	60	9,491	15,000	5,509			63.3%	
Blakehay Bar :- Income	60	10,616	16,750	6,134			63.4%	0
4000 Staffing Costs	1,596	6,035	13,301	7,266		7,266	45.4%	
4031 Equipment - Rental	140	1,591	2,574	983		983	61.8%	
4405 Blakehay Bar Expenditure	377	3,677	5,000	1,323		1,323	73.5%	
Blakehay Bar :- Indirect Expenditure	2,113	11,303	20,875	9,572	0	9,572	54.1%	0
Net Income over Expenditure	(2,053)	(686)	(4,125)	(3,439)				
124 Blakehay Box Office								
1105 Blakehay Box office income	(667)	6,680	10,000	3,320			66.8%	
Blakehay Box Office :- Income	(667)	6,680	10,000	3,320			66.8%	0
4000 Staffing Costs	1,686	15,336	15,075	(261)		(261)	101.7%	
4036 Stationery	0	381	800	419		419	47.6%	
4136 Credit Card Chgs	0	50	528	478		478	9.5%	
Blakehay Box Office :- Indirect Expenditure	1,686	15,767	16,403	636	0	636	96.1%	0
Net Income over Expenditure	(2,353)	(9,087)	(6,403)	2,684				
125 Blakehay -Live Shows								
1106 Blakehay events income	3,267	19,686	30,000	10,314			65.6%	
Blakehay -Live Shows :- Income	3,267	19,686	30,000	10,314			65.6%	0
4016 Show costs	1,333	18,117	20,000	1,883		1,883	90.6%	
4039 Advertising & Marketing	0	2,074	5,000	2,926		2,926	41.5%	
Blakehay -Live Shows :- Indirect Expenditure	1,333	20,191	25,000	4,809	0	4,809	80.8%	0
Net Income over Expenditure	1,934	(504)	5,000	5,504				

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	Actual Current Mth	Actual Year To Date	Current Annual Bud	Variance Annual Total	Committed Expenditure	Funds Available	% Spent	Transfer to/from EMR
Grand Totals:- Income	2,675	68,509	106,600	38,091			64.3%	
Expenditure	14,384	145,037	196,856	51,819	0	51,819	73.7%	
Net Income over Expenditure	(11,709)	(76,527)	(90,256)	(13,729)				
Movement to/(from) Gen Reserve	(11,709)	(76,527)						

Report to the Heritage, Arts and Culture Committee - January 2019
Marketing update from communication officer.

Weston Museum

All events have had copy written and a marketing image where appropriate. A number of press releases have also been sent out.

The results of which are that several shows have sold out.

Networking event attended which created a promise of a table being sold for the *Pop Up Restaurant- French Dining Experience* April 17th

Outreach to local networking groups and local business is underway for this event.

Village to Town: Weston-super-Mare's Built Heritage - Press release and invite sent

Award nominations were sort for Weston Business awards. Weston Museum are finalists in the following categories:

- Love Weston
- Skills for Growth
- Making A Difference

Social media - People Reached

Weston-super-Mare, England 11,000

Bristol, England 3,405

Bridgwater, England 956

Burnham-on-Sea, England 567

London, England 488

Taunton, England 470

Portishead, England 454

Clevedon, England 419

Weston literary festival

Press release has been written and is about to be sent.

All events are now on social media including copy and images.

Blue Plaques

Emmeline Pethick-Lawrence plaque will be unveiled Friday 6th March.

This will coincide with 'Stories of inspirational women' event for the literary festival will feature three authors, two of which will be talking about suffragist movement including Emmeline Pethick-Lawrence. The idea behind this is to bring more marketing and kudos to both of these events by joining them together.

Invites have been sent press release will be sent.

Dwight D. Eisenhower is ready to be put up. Looking into D-Day Saturday, June 6th not confirmed.

John Piggot-Smith has been printed. Will set a date soon.

About to confirm a building for Bob Hope.

Scripts for the audio tour have been written.

Blakehay Theatre

Award nominations were sort for Weston Business awards. The Blakehay Theatre is a finalist in best night out.

SEO has been successful for the website in the past two months

Social media - People Reached

Weston-super-Mare, England 2,210

Bristol, England 317

Budapest, Hungary 311

Bridgwater, England 79

Clevedon, England 68

London, England 66

Bath, England 55

Burnham-on-Sea, England 49

Taunton, England 29

Portishead, England 24

The next HACC report will include a review of 2019 marketing results, explaining what has been achieved. It will also include the marketing structure for 2020 including the rationale behind direction based on analytics from 2019.

6.

Heritage, Arts and Culture Committee January 2020
Museum Progress Report
Written by Matt Hardy – Visitor Services Manager

Operations

From 1st April 2019 – 12th January 2020 we have had 24,499 visitors in total. This figure does not include evening functions or educational visits.

We are also looking into the implications of having a wedding license for the museum and the possibility of extending the time for licensable activities until 1am.

External Bookings

Our second wedding celebration was hosted at the museum just before Christmas. It went extremely well and we have received some great feedback from the bride and groom:

"Thank you! We had an absolutely wonderful day and would definitely recommend the museum to anyone planning a wedding. It really is a fantastic and unique venue and so many of our guests commented on how great it was."

February and March sees us running at maximum capacity. Our next bookable weekend day is not until May.

Retail

We had a successful festive period. The sale or return craft items proved particularly popular which is a positive indication that our approach to using sale or return suppliers helps to control overall retail expenditure. Our book section now includes twenty-seven titles purely on local history. This makes us second largest stockist in Weston-super-Mare, second only to Waterstones.

Community Engagement

The art work in the café for December and January is by local artist Pauline Spicer.

We have partnered with Go4Life, North Somerset for their Strollers event. It is a guided walk around Weston's most iconic historical buildings with leader Mike Jones. The walk will begin from the museum and those taking part are encouraged to make use of Clara's Café before they set off.

Reminiscence

A session was held at Winash Care Home, Clevedon. Feedback was positive and they have booked us again for 2020. Other homes have also re-booked for 2020.

Community Gallery

The Weston, Clevedon & Portishead Group Railway are on display in the gallery. Volunteer Chris put many hours into oral history recording and developing the touch screen interactive. I organised the loan of the (replica) world's smallest station. Transcripts continue to be typed up and the digital and paper archives deposited with the South West Heritage Trust.

Chris and I had a meeting with Citizens Advice and North Somerset Council, our partners for the Gypsy & Traveller exhibition in April 2020.

Sharing Heritage – Know Your Place

I did a KYP outreach session at Weston library with 2 volunteers. This was to create awareness about the project and the KYP website.

Two KYP drop ins were held at the museum and staffed by a volunteer.

I gave a presentation to the Yatton, Cleeve & Congresbury Archaeological Research Team AGM, along with a volunteer.

Volunteers have worked through the Weston Heritage Action Zone information and have identified new heritage projects to work on including streets and finger posts.

Clara's Cafe

Clara's Café is continuing efforts to keep the café offer fresh, by utilizing seasonal specials in order to give more reason for customers to return on a regular basis.

The bar is still well used, with a wedding and a private party having taken place in the museum rather recently. This is continuing to be a good source of income, and one which we shall endeavour to continue with in the future.

Clara's Café and Weston Museum have been well advertised in recent months, with potentially up to 100,000 people having been subject to adverts in other tourist heavy locations.

Learning

Katherine and Sherry have delivered a variety of sessions over the Autumn Term with November proving to be a very busy month.

Local schools, including Westhaven (for children with special educational needs) continue to be the most frequent visitors although there have been a number of visits from Bristol school children.

Handling boxes remain popular with duplicates of sought after boxes (Victorians and Romans) being planned.

Events

October half term workshops themed around Alternative Halloween sold out, but term time rural craft activities aimed at families were not as well attended as we had hoped. Family friendly workshops are now planned for the New Year to link in with the new exhibition, including Lego days and scrap building days.

History week which takes place during February Half term (17th – 21st) is one of the busiest weeks in the calendar for the museum with high numbers expected to turn out to see the Roman Army re-enactors and the birds of prey from Secret World.

Volunteers

Our new walking tour of Weston, which has been created by our volunteer team, has now been printed. The tour will be distributed to various seafront business and accommodation providers. We also aim to have it available from the VIC when they open back up for Easter.

Members are requested to: Note the report



What's Happening Now Update

We are delighted to report a really successful Christmas period with over 1,500 patrons for performances during December.

We are continuing to develop the bar offer and have introduced new de-caff coffee from our Coffee Machine.

We are continuing to work with the Communications officer to create films and these are being displayed in the theatre foyer and on our Social Media pages as well as the theatre website.

We are delighted to be working with the Museum Volunteer Co-Ordinator and are building up our Volunteer engagement.

The development Officer is still working on our SEN grant application to ACE and it is hoped that this will be submitted at the end of January 2020.

An application was submitted at the end of 2019 for a chance to win new front of house lighting at the theatre, we are awaiting the outcome of this submission.













Marketing & Publicity Update

We are delighted to announce that the theatre has been nominated and shortlisted for a Weston Chamber of Commerce Award for 'Best Evening Out'. This is the first time we have been nominated for an award and we are delighted to be shortlisted. The winner will be announced at the awards ceremony on Friday 7th February 2020. Just to be shortlisted is an honour and something that we can use as a marketing tool.

The theatre manager, communications officer and Box Office Administrator attended a Marketing course in London at the end of November 2019. This was laid on by UK Theatre and was extremely informative with new ways to market shows and how this works with programming within the theatre industry.

As previously reported at the last committee meeting we have enlisted an SEO for a three-month trial to increase our hits to our website. This was to cover the period between November to January. The below report was sent on 18/12/19 from the SEO company and shows the data of the improvements in keywords on the theatre website. Anything green shows the number of places a keyword has gone up. The open mic keyword has gone up more than shown as it was a new keyword added and didn't recognise the starting position.

As you will see there has been a steady movement in a short time and they are continuing to work to try to drive them higher.

Keyword 	Location 	Monthly Volume 	Rank 		URL
Blakehay Theatre 	National	201-500	#1		www.blakehaytheatre.co.uk 
Weston Super Mare Theatre	National	501-850	#3	^1	www.blakehaytheatre.co.uk 
theatre in Weston Super Mare	National	11-50	#3	^1	www.blakehaytheatre.co.uk 
open mic Weston super Mare	National	0-10	#4	--	www.blakehaytheatre.co.uk/...
community classes Weston Super Mare	National	no data 	#4	^30	www.blakehaytheatre.co.uk/...
theatre tickets Weston Super Mare	National	no data 	#5	^1	www.blakehaytheatre.co.uk 

In relation to this we have also been monitoring our Google and Social Media Analytics. Which have seen a steady increase of traffic to our Facebook Page, Website and conversion to Ticket Sales.

Live Shows Budget Success

As members are aware, the theatre has a budget to buy in professional touring shows, of which the theatre pays a set fee and retains the Ticket Sales Income to offset this fee.

We are delighted to say that the last 5 shows have all covered the cost of the fee to bring these to the theatre.

This has been through learning our audience base, better marketing strategy and using a Dynamic pricing structure for ticket sales.

This is a great success after only 18 months of programming, as most theatres, would not get to this position until at least 3-5 years of programming in this way.

SHOW	WHEN	FEE EXP.	TICKET INC.	BAR INC.	TOTAL INC.
Living Spit - Odyssey	Nov-19	£4,500.00	£6,761.00	£1,721.00	£8,482.00
Folksy Theatre - The Elves & the Shoemaker	Dec-19	£700.00	£910.00	£181.10	£1,091.10
Elf - Movie Showing	Dec-19	£99.60	£115.00	£0.00	£115.00
Apollo Theatre Company - A Christmas Carol	Dec-19	£1,500.00	£1,470.00	£125.60	£1,595.60
Living Spit – Swan Lake	Jan-20	£4,500.00	£7,751.00	£1,594.40	£9,345.40

Public Live Performances at Blakehay Theatre

As per the request of the last committee meeting, members asked to see a table of public events so that they could understand how many people were coming to which shows, and what we are making money on etc. Therefore, I have populated a table (shown below) of all of the public shows that we have had at the theatre during this financial year (2019/2020).

Please note that this is a mixture of hires from local communities as well as using our Live Show budget to bring shows in, as well as bar income for those shows and shows that are yet to take place. (These figures do not include any building or staffing cost expenditure.)

In addition to this we have had a number of private hires where there has been Hire & Bar income throughout this period, but these are not shown in this table.

PUBLIC LIVE PERFORMANCES April 2019 to March 2020

Hire or Live Shows Budget	SHOW	GENRE	VENUE	Show Date	NUMBER OF PERFORMANCES	Expenditure FOR LIVE SHOW	Hire Fee Income (Not including VAT)	Total Tickets Sold	Ticket Income	Bar Income	Income Total (BAR + TICKET SALES OR HIRE FEE INCOME)	Income after Expenditure (LIVE SHOWS)
LIVE	Ann Widlicome	AN EVENING	Main House	Apr-19	1	£1,800.00	£0.00	218	£3,268.00	£498.40	£3,766.40	£1,966.40
LIVE	Film Licence - Enchanted	FILM	Studio Theatre	Apr-19	1	£99.60	£0.00	0	£0.00	£0.00	£0.00	£-99.60
LIVE	Film Licence - Moulin Rouge	FILM	Studio Theatre	Apr-19	1	£99.60	£0.00	10	£50.00	£21.00	£71.00	£-28.60
HIRE	Weston College - Emerge	VARIETY	Main House	May-19	1	£0.00	£2,205.00	98	£0.00	£186.40	£2,391.40	£2,391.40
HIRE	Weston College - Made in Dagenham	MUSICAL	Main House	May-19	2	£0.00	£2,659.20	388	£0.00	£778.50	£3,437.70	£3,437.70
HIRE	Weston College - Wonderful World of Dissocia	DRAMA	Main House	May-19	2	£0.00	£2,659.20	183	£0.00	£285.50	£2,944.70	£2,944.70
LIVE	Aftermath - Comedy	COMEDY	Theatre Bar	May-19	1	£400.00	£0.00	2	£16.00	£7.90	£23.90	£-376.10
LIVE	Film Licence - Singalong Beauty & Beast	FILM	Studio Theatre	May-19	1	£116.40	£0.00	21	£105.00	£7.20	£112.20	£-4.20
LIVE	In House - Games Night	SOCIAL	Theatre Bar	May-19	1	£0.01	£0.00	3	£0.00	£16.20	£16.20	£16.19
LIVE	Burlesque	VARIETY	Main House	May-19	1	£1,100.00	£0.00	73	£915.00	£400.70	£1,315.70	£215.70
LIVE	Aftermath - Comedy	COMEDY	Theatre Bar	Jun-19	1	£400.00	£0.00	0	£0.00	£0.00	£0.00	£-400.00
LIVE	Lucky Dog Productions (Red Balloon & Mr Merrick)	DRAMA	Studio Theatre	Jun-19	2	£400.00	£0.00	40	£122.00	£142.20	£264.20	£-135.80
LIVE	Film Licence - Singalong Grease	FILM	Studio Theatre	Jun-19	1	£153.50	£0.00	78	£390.00	£104.00	£494.00	£340.50
LIVE	In House - Open Mic Night	SOCIAL	Theatre Bar	Jun-19	1	£0.00	£0.00	15	£37.50	£143.10	£180.60	£180.60
LIVE	Aftermath - Comedy	COMEDY	Theatre Bar	Jul-19	1	£400.00	£0.00	29	£232.00	£62.80	£294.80	£-105.20
HIRE	Weston OPPITTS - Barnum	MUSICAL	Main House	Jul-19	5	£0.00	£4,140.00	785	£0.00	£1,809.30	£5,949.30	£5,949.30
LIVE	Film Licence - Singalong The Greatest Showman	FILM	Studio Theatre	Jul-19	2	£252.00	£0.00	148	£720.95	£101.70	£822.65	£570.65
LIVE	Bath Opera	OPERA	Main House	Jul-19	1	£1,000.00	£0.00	38	£445.00	£106.50	£551.50	£-448.50
LIVE	Folksey Theatre - Comedy of Errors	DRAMA	Main House	Aug-19	1	£1,250.00	£0.00	74	£909.00	£193.60	£1,102.60	£-147.40
LIVE	Film Licence - Singalong Frozen	FILM	Studio Theatre	Aug-19	1	£129.50	£0.00	74	£370.00	£23.90	£393.90	£264.40
LIVE	In House - Open Mic Afternoon	SOCIAL	Theatre Bar	Aug-19	1	£0.00	£0.00	7	£17.50	£30.10	£47.60	£47.60
LIVE	Big Wooden Horse - Monstersaurus	CHILDRENS	Main House	Sep-19	0	£325.00	£0.00	0	£0.00	£0.00	£0.00	£-325.00
LIVE	Broadway Spectacular	VARIETY	Main House	Sep-19	1	£1,575.00	£0.00	107	£1,545.00	£193.60	£1,738.60	£163.60
SUMMER SEASON 2019					30	£7,501.41	£11,663.40	2391	£5,824.95	£3,342.80	£13,307.75	£5,806.34
LIVE	Theatre West - Everyone is Dead	DRAMA	Studio Theatre	Oct-19	3	£800.00	£0.00	76	£487.00	£78.50	£565.50	£-234.50
HIRE	Waves of Harmony	MUSIC	Main House	Oct-19	1	£0.00	£660.00	137	£0.00	£370.40	£1,030.40	£778.50
HIRE	Through the Years with Pete Reynolds	VARIETY	Main House	Oct-19	1	£0.00	£660.00	58	£0.00	£266.40	£926.40	£926.40
HIRE	Worle Operatic - Evita	MUSICAL	Main House	Nov-19	5	£0.00	£4,532.00	907	£0.00	£2,610.20	£7,142.20	£7,142.20
LIVE	Aftermath Comedy (October & November)	COMEDY	Theatre Bar	Nov-19	2	£800.00	£0.00	13	£104.00	£68.60	£172.60	£-627.40
LIVE	Theatre Orchard/ Tentacle Tribe	DANCE	Main House	Nov-19	1	£850.00	£0.00	40	£495.00	£86.70	£581.70	£-268.30
LIVE	Living Spit/ Odyssey	DRAMA	Main House	Nov-19	4	£4,500.00	£0.00	466	£6,761.00	£1,721.00	£8,482.00	£3,982.00
HIRE	Weston College Panto - Rose-Beauty & the Beast	PANTOMIME	Main House	Dec-19	7	£0.00	£4,118.40	1268	£0.00	£837.60	£4,956.00	£4,956.00
LIVE	Folksey Theatre - The Elves & the Shoemaker	DRAMA	Main House	Dec-19	1	£700.00	£0.00	79	£910.00	£181.10	£1,091.10	£391.10
LIVE	Apollo Theatre Company - A Christmas Carol	DRAMA	Main House	Dec-19	3	£1,500.00	£0.00	156	£1,470.00	£125.60	£1,595.60	£95.60
LIVE	Elf - Movie Showing	FILM	Studio Theatre	Dec-19	1	£99.60	£0.00	23	£115.00	£0.00	£115.00	£15.40
LIVE	Theatre Orchard/ Living Spit	DANCE	Main House	Jan-20	4	£4,500.00	£0.00	523	£7,751.00	£1,594.40	£9,345.40	£4,845.40
LIVE	Open Mic Evening	SOCIAL	Theatre Bar	Jan-20	1	£0.00	£0.00	0	£0.00	£0.00	£0.00	£0.00
LIVE	Pixar Shorts 1 / Movie	FILM	Studio Theatre	Feb-20	1	£83.00	£0.00	Still On Sale	£0.00	£0.00	£0.00	£-83.00
LIVE	Pixar Shorts 2 / Movie	FILM	Studio Theatre	Feb-20	1	£83.00	£0.00	Still On Sale	£0.00	£0.00	£0.00	£-83.00
LIVE	Games Night	SOCIAL	Theatre Bar	Feb-20	1	£0.00	£0.00	Still On Sale	£0.00	£0.00	£0.00	£0.00
HIRE	The Music Makers Academy - Carousel Concert	MUSIC	Main House	Feb-20	2	£0.00	£1,119.20	Still On Sale	£0.00	£0.00	£1,119.20	£1,119.20
HIRE	CHELIS Theatre Company - Cinderella	PANTOMIME	Main House	Mar-20	2	£0.00	£1,684.20	Still On Sale	£0.00	£0.00	£1,684.20	£1,684.20
HIRE	Mystery at Sea	MUSICAL	Main House	Mar-20	1	£0.00	£660.00	Still On Sale	£0.00	£0.00	£660.00	£660.00
LIVE	Theatre Orchard/ Mr & Mrs Clark	DANCE	Main House	Mar-20	1	£750.00	£0.00	Still On Sale	£183.75	£0.00	£183.75	£-566.25
LIVE	Top Gun - Movie Showing	FILM	Studio Theatre	Mar-20	1	£83.00	£0.00	Still On Sale	£10.00	£0.00	£10.00	£-73.00
AUTUMN/WINTER SEASON 2019/2020					44	£14,748.60	£13,433.80	3746	£18,286.75	£7,940.50	£39,661.05	£24,660.55
2019/2020					74	£22,250.01	£25,097.20	6137	£24,111.70	£11,283.30	£52,968.80	£30,466.89

What's Happening Now?

The theatre manager and communications officer had a meeting at the Blakehay Theatre with George Ferguson of the Tobacco Factory Theatres in Bristol at the end of 2019. This was to try and build a working relationship between the Tobacco Factory and the Blakehay Theatre. This was a very successful meeting with the theatre manager and communications officer being invited for a meeting at the Tobacco Factory on Tuesday 18th January 2020. We hope that by building a relationship this will bring audiences and performances from Bristol into Weston-super-Mare. During this meeting we were also invited to take a tour of the new Student Accommodation being built in Wadham Street opposite the theatre. During this time, we met the owner of this development, who is also very keen to work with the theatre as the accommodation is suitable for students with additional needs, and will work well with the theatre if we are able to secure our SEN funding.

The theatre staff have undergone Makaton Awareness training and are about to undertake Dementia & Sensory Inclusivity as well as ACT training before the end of this financial year.

We are in the process of putting together our Summer season (May – September) and our new brochure will be compiled in February and due to be available in March/April 2020.

After the refurbishment of the foyer in August 2020, we have been in talks with two local artists that are designing hand-painted wayfinding around the foyer. The theatre manager has a meeting with the designers this week and hope to have this completed in March/April 2020.

We are now working with NSC to have our posters up on their noticeboards around North Somerset as a permanent arrangement over the foreseeable future.

What we are working on for the future/ Projects

- We are working with partners to be able to be part of a culture for Weston-super-Mare.
- We are analysing the live shows that have happened in the theatre and looking at what has worked, with different genres.
- The theatre manager is looking at a new Five Year plan and what the theatre may need to adapt to the changing landscape of Weston's cultural requirements.
- We are looking at the theatre bar and how this space can be utilised outside of being a bar for events.

Strengths & Weaknesses

- We are building more relationships within the town through other businesses and collaborative working.
- We are delighted to be welcoming new hirers to the theatre this Summer season.
- Unfortunately, we have lost two of our regular hires for the Summer 2020 season to the Playhouse Theatre. These are Weston OPPITTS and the Weston College Musical.

Members are requested to:

1. Note the report from the Theatre Manager.