

CRONIN & COMPANY

Company registration number: 508012

First Music Contact Limited

Financial statements

for the financial year ended 31 December 2017

First Music Contact Limited

Contents

	Page
Directors and other information	1
Directors report	2 - 3
Directors responsibilities statement	4
Independent auditor's report to the members	5 - 6
Profit and loss account	7
Statement of income and retained earnings	8
Balance sheet	9
Statement of cash flows	10
Notes to the financial statements	11 - 16

First Music Contact Limited

Directors and other information

Directors Yvonne Gibbons
Brian Barnes
Angela Dorgan Resigned 28th April 2017
Joseph Clarke

Secretary Brian Barnes

Company number 508012

Registered office 33 Wicklow Street
Dublin 2

Business address 33 Wicklow Street
Dublin 2

Auditor Cronin & Company
1 Terenure Place
Terenure
Dublin 6W

Bankers Bank of Ireland
College Green
Dublin 2

First Music Contact Limited

**Directors report
Financial year ended 31 December 2017**

The directors present their annual report and the audited financial statements of the company for the financial year ended 31st December 2017.

Directors

The names of the persons who at any time during the financial year were directors of the company are as follows:

Yvonne Gibbons
Brian Barnes
Angela Dorgan
Joseph Clarke

Principal activities

The principal activity of the company is that of running a not for profit organisation providing information, advice and production resources for musicians.

Development and performance

The directors of the company are satisfied with the overall performance of the company despite recording a loss for the financial year. The directors plan a cost efficiency exercise to ensure the company reaches a target of a minimum of break even.

Principal risks and uncertainties

With all companies operating in the not for profit sector, the company faces funding issues on an annual basis as well as the lack of reserves held to cover more challenging years.

Likely future developments

The directors do not envisage any changes to the principal activity of the company.

Dividends

During the financial year the directors have not paid any dividends or recommended payment of a final dividend.

Events after the end of the reporting period

There were no post balance sheet events.

Research and development

There was no research and development during the period.

First Music Contact Limited

Directors report (continued)
Financial year ended 31 December 2017**Directors and secretary and their interests**

The directors and secretary at the financial year end and their interests in shares in the company were as follows:

	At 31/12/17 Number	At 01/01/17 Number
Directors:		
Yvonne Gibbons	1	1
Brian Barnes	1	1
Joseph Clarke	-	-
Company secretary:		
Brian Barnes	1	1
	<u> </u>	<u> </u>

Accounting records


The measures taken by the directors to secure compliance with the requirements of sections 281 to 285 of the Companies Act 2014 with regard to the keeping of accounting records are the implementation of necessary policies and procedures for recording transactions, the employment of competent accounting personnel with appropriate expertise and the provision of adequate resources to the financial function. The accounting records of the company are located at 33 Wicklow Street, Dublin 2..


Relevant audit information

In the case of each of the persons who are directors at the time this report is approved in accordance with section 332 of Companies Act 2014:

- so far as each director is aware, there is no relevant audit information of which the company's statutory auditors are unaware, and
- each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's statutory auditors are aware of that information.

This report was approved by the board of directors on 14/05/18 and signed on behalf of the board by:


Yvonne Gibbons
Director


Brian Barnes
Director

First Music Contact Limited

Directors responsibilities statement
Financial year ended 31 December 2017

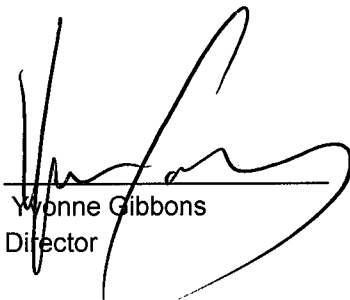
The directors are responsible for preparing the directors report and the financial statements in accordance with applicable Irish law and regulations.

Irish company law requires the directors to prepare financial statements for each financial year. Under the law, the directors have elected to prepare the financial statements in accordance with Companies Act 2014 and FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" issued by the Financial Reporting Council, and promulgated by the Certified Public Accountants in Ireland. Under company law, the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the assets, liabilities and financial position of the company as at the financial year end date and of the profit or loss of the company for the financial year and otherwise comply with the Companies Act 2014.

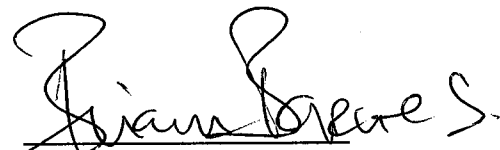
In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether the financial statements have been prepared in accordance with applicable accounting standards, identify those standards, and note the effect and the reasons for any material departure from those standards; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for ensuring that the company keeps or causes to be kept adequate accounting records which correctly explain and record the transactions of the company, enable at any time the assets, liabilities, financial position and profit or loss of the company to be determined with reasonable accuracy, enable them to ensure that the financial statements and directors report comply with the Companies Act 2014 and enable the financial statements to be audited. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.



Wonne Gibbons
Director



Brian Barnes
Director

**Independent auditor's report to the members of
First Music Contact Limited
Financial year ended 31 December 2017**

We have audited the financial statements of First Music Contact Limited for the year ended 31 December 2017 which comprise the profit and loss account, statement of income and retained earnings, balance sheet, statement of cash flows and related notes. The relevant financial reporting framework that has been applied in their preparation is the Companies Act 2014 and FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland issued by the Financial Reporting Council and promulgated by the Certified Public Accountants in Ireland.

This report is made solely to the company's members, as a body, in accordance with section 391 of the Companies Act 2014. Our audit work has been undertaken so that we might state to the company's members 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 company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditor

As explained more fully in the directors responsibilities statement set out on page 4, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view and otherwise comply with the Companies Act 2014. Our responsibility is to audit and express an opinion on the financial statements in accordance with Irish law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors, including "APB Ethical Standard - Provisions Available for Small Entities (Revised)", in the circumstances set out in Note 14 to the financial statements.

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 company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the directors report 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 assets, liabilities and financial position of the company as at 31 December 2017 and of its loss for the year then ended; and
- have been properly prepared in accordance with the relevant reporting framework and, in particular the requirements of the Companies Act 2014.

Matters on which we are required to report by the Companies Act 2014

- We have obtained all the information and explanations which we consider necessary for the purposes of our audit.
- In our opinion the accounting records of the company were sufficient to permit the financial statements to be readily and properly audited.
- The financial statements are in agreement with the accounting records.
- In our opinion the information given in the directors report is consistent with the financial statements.

**Independent auditor's report to the members of
First Music Contact Limited (continued)
Financial year ended 31 December 2017**

Matters on which we are required to report by exception

We have nothing to report in respect of our obligation under the Companies Act 2014 to report to you if, in our opinion, the disclosures of directors remuneration and transactions specified by sections 305 to 312 of the Act are not made.



Donal Cronin

For and on behalf of
Cronin & Company
Certified Public Accountants and Statutory Audit Firm
1 Terenure Place
Terenure
Dublin 6W

14 May 2018

First Music Contact Limited

Profit and loss account
Financial year ended 31/12/17

	Note	2017 €	2016 €
Turnover	3	316,618	307,011
Cost of sales		(204,397)	(198,201)
Gross profit		112,221	108,810
Administrative expenses		(134,527)	(131,505)
Operating loss	4	(22,306)	(22,695)
Loss on ordinary activities before taxation		(22,306)	(22,695)
Tax on loss on ordinary activities	7	-	(694)
Loss for the financial year		(22,306)	(23,389)

All the activities of the company are from continuing operations.

The company has no other recognised items of income and expenses other than the results for the financial year as set out above.

The notes on pages 11 to 16 form part of these financial statements.

First Music Contact Limited

Statement of income and retained earnings
Financial year ended 31/12/17

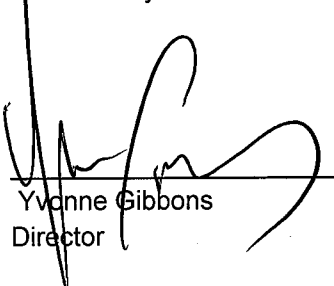
	2017 €	2016 €
Loss for the financial year	(22,306)	(23,389)
Retained earnings at the start of the financial year	<u>(20,295)</u>	<u>3,094</u>
Retained earnings at the end of the financial year	<u><u>(42,601)</u></u>	<u><u>(20,295)</u></u>

First Music Contact Limited

Balance sheet
As at 31 December 2017

	Note	2017 €	€	2016 €	€
Current assets					
Debtors	8	4,506		5,558	
Cash at bank and in hand		7,496		18,154	
		<u>12,002</u>		<u>23,712</u>	
Creditors: amounts falling due within one year					
	10	<u>(37,473)</u>		<u>(26,877)</u>	
Net current liabilities					
			<u>(25,471)</u>		<u>(3,165)</u>
Total assets less current liabilities					
			<u>(25,471)</u>		<u>(3,165)</u>
Net liabilities					
			<u>(25,471)</u>		<u>(3,165)</u>
Capital and reserves					
Called up share capital presented as equity	12		3		3
Revaluation reserve	13		17,127		17,127
Profit and loss account	13		<u>(42,601)</u>		<u>(20,295)</u>
Shareholders deficit					
			<u>(25,471)</u>		<u>(3,165)</u>

These financial statements were approved by the board of directors on 14 May 2018 and signed on behalf of the board by:


Yvonne Gibbons
Director


Brian Barnes
Director

The notes on pages 11 to 16 form part of these financial statements.

First Music Contact Limited

Statement of cash flows
Financial year ended 31/12/17

	Note	2017 €	2016 €
Cash flows from operating activities			
Loss for the financial year		(22,306)	(23,389)
<i>Adjustments for:</i>			
Accrued expenses/(income)		(8,830)	10,294
<i>Changes in:</i>			
Trade and other debtors		1,052	5,516
Trade and other creditors		17,476	(6,349)
Cash generated from operations		<u>(12,608)</u>	<u>(13,928)</u>
Net cash used in operating activities		<u>(12,608)</u>	<u>(13,928)</u>
Net increase/(decrease) in cash and cash equivalents			
Cash and cash equivalents at beginning of financial year	9	<u>18,154</u>	<u>32,082</u>
Cash and cash equivalents at end of financial year	9	<u>5,546</u>	<u>18,154</u>

First Music Contact Limited

**Notes to the financial statements
Financial year ended 31 December 2017**

1. Statement of compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

2. Accounting policies

Basis of preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investment properties measured at fair value through profit or loss.

The financial statements are prepared in Euro, which is the functional currency of the entity.

Turnover

Turnover is measured at the fair value of the consideration received or receivable for goods supplied and services rendered, net of discounts and Value Added Tax.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership have transferred to the buyer, usually on despatch of the goods; the amount of revenue can be measured reliably; it is probable that the associated economic benefits will flow to the entity and the costs incurred or to be incurred in respect of the transactions can be measured reliably.

Taxation

The taxation expense represents the aggregate amount of current and deferred tax recognised in the reporting period. Tax is recognised in the statement of comprehensive income, except to the extent that it relates to items recognised in other comprehensive income or directly in capital and reserves. In this case, tax is recognised in other comprehensive income or directly in capital and reserves, respectively.

Current tax is recognised on taxable profit for the current and past periods. Current tax is measured at the amounts of tax expected to pay or recover using the tax rates and laws that have been enacted or substantively enacted at the reporting date.

Deferred tax is recognised in respect of all timing differences at the reporting date. Unrelieved tax losses and other deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the reporting date that are expected to apply to the reversal of the timing difference.

First Music Contact Limited

Notes to the financial statements (continued)
Financial year ended 31 December 2017**Financial instruments**

A financial asset or a financial liability is recognised only when the company becomes a party to the contractual provisions of the instrument.

Basic financial instruments are initially recognised at the transaction price, unless the arrangement constitutes a financing transaction, where it is recognised at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Debt instruments are subsequently measured at amortised cost.

Where investments in non-convertible preference shares and non-puttable ordinary shares or preference shares are publicly traded or their fair value can otherwise be measured reliably, the investment is subsequently measured at fair value with changes in fair value recognised in profit or loss. All other such investments are subsequently measured at cost less impairment.

Other financial instruments, including derivatives, are initially recognised at fair value, unless payment for an asset is deferred beyond normal business terms or financed at a rate of interest that is not a market rate, in which case the asset is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Other financial instruments are subsequently measured at fair value, with any changes recognised in profit or loss, with the exception of hedging instruments in a designated hedging relationship.

Financial assets that are measured at cost or amortised cost are reviewed for objective evidence of impairment at the end of each reporting date. If there is objective evidence of impairment, an impairment loss is recognised in profit or loss immediately.

For all equity instruments regardless of significance, and other financial assets that are individually significant, these are assessed individually for impairment. Other financial assets or either assessed individually or grouped on the basis of similar credit risk characteristics.

Any reversals of impairment are recognised in profit or loss immediately, to the extent that the reversal does not result in a carrying amount of the financial asset that exceeds what the carrying amount would have been had the impairment not previously been recognised.

3. Turnover

Turnover arises from:

	2017	2016
	€	€
Grants	102,000	92,500
Activities for Generating Funds	214,618	214,511
	<u>316,618</u>	<u>307,011</u>

The whole of the turnover is attributable to the principal activity of the company wholly undertaken in Ireland.

First Music Contact Limited

Notes to the financial statements (continued)
Financial year ended 31 December 2017

4. Operating loss

Operating loss is stated after charging/(crediting):

	2017	2016
	€	€
Fees payable for the audit of the financial statements	1,500	1,500

5. Staff costs

The average number of persons employed by the company during the financial year, including the directors, was as follows:

	2017	2016
	Number	Number
Management	-	1
Staff	2	-
	<u>2</u>	<u>1</u>

The aggregate payroll costs incurred during the financial year were:

	2017	2016
	€	€
Wages and salaries	86,747	70,570

6. Directors remuneration

The directors aggregate remuneration was as follows:

	2017	2016
	€	€
Emoluments in respect of qualifying services	-	70,570

First Music Contact Limited

Notes to the financial statements (continued)
Financial year ended 31 December 2017

7. Tax on loss on ordinary activities

Major components of tax expense

	2017	2016
	€	€
Current tax:		
Adjustments in respect of previous periods	-	694
Tax on loss on ordinary activities	<u>-</u>	<u>694</u>

Reconciliation of tax expense

The tax assessed on the loss on ordinary activities for the financial year is higher than (2016: higher than) the standard rate of corporation tax in Ireland of 12.50% (2016: 12.50%).

	2017	2016
	€	€
Loss on ordinary activities before taxation	<u>(22,306)</u>	<u>(22,695)</u>
Loss on ordinary activities multiplied by rate of tax	(2,788)	(2,837)
Adjustments in respect of prior periods	-	694
Unrelieved tax losses	2,788	2,837
Tax on loss on ordinary activities	<u>-</u>	<u>694</u>

8. Debtors

	2017	2016
	€	€
Trade debtors	-	2,558
Other debtors	4,506	3,000
	<u>4,506</u>	<u>5,558</u>

9. Cash and cash equivalents

	2017	2016
	€	€
Cash at bank and in hand	7,496	18,154
Bank overdrafts	(1,950)	-
	<u>5,546</u>	<u>18,154</u>

First Music Contact Limited

Notes to the financial statements (continued)
Financial year ended 31 December 2017

10. Creditors: amounts falling due within one year

	2017	2016
	€	€
Bank loans and overdrafts	1,950	-
Trade creditors	15,703	9,698
Tax and social insurance:		
VAT	-	3,529
Accruals	4,820	13,650
Deferred income	15,000	-
	<u>37,473</u>	<u>26,877</u>

11. Financial instruments

There are no financial instruments within the balance sheet of First Music Contact Limited

12. Share capital

Authorised share capital

	2017		2016	
	Number	€	Number	€
Ordinary shares shares of € 1.00 each	<u>100,000</u>	<u>100,000</u>	<u>100,000</u>	<u>100,000</u>

Issued, called up and fully paid

	2017		2016	
	Number	€	Number	€
Amounts presented in equity:				
Ordinary shares shares of € 1.00 each	<u>3</u>	<u>3</u>	<u>3</u>	<u>3</u>

13. Reserves

Reserves being a special reserves movement of tangible assets from accounting year end 31st December 2013

14. Ethical standards

In common with many other businesses of our size and nature, we use our auditors to prepare and submit returns to the Revenue Commissioners and assist with the preparation of the financial statements.

15. Controlling party

First Music Contact Limited is controlled by its directors.

First Music Contact Limited

**Notes to the financial statements (continued)
Financial year ended 31 December 2017**

16. Approval of financial statements

The board of directors approved these financial statements for issue on 14 May 2018.

First Music Contact Limited

The following pages do not form part of the statutory accounts.

First Music Contact Limited

Detailed profit and loss account
Financial year ended 31 December 2017

	2017 €	2016 €
Turnover		
Arts Council Grant	102,000	92,500
HWCH Income	60,808	35,600
Music from Ireland	112,144	102,744
First Music Contact	41,666	76,167
	<u>316,618</u>	<u>307,011</u>
Cost of sales		
HWCH Costs	(64,121)	(67,094)
Music from Ireland Costs	(111,884)	(83,545)
First music contact costs	(28,392)	(47,562)
	<u>(204,397)</u>	<u>(198,201)</u>
	<u>204,397</u>	<u>198,201</u>
Gross profit	<u>112,221</u>	<u>108,810</u>
Gross profit percentage	35.4%	35.4%
Overheads		
Administrative expenses	(134,527)	(131,505)
	<u>(134,527)</u>	<u>(131,505)</u>
Operating loss	(22,306)	(22,695)
Operating loss percentage	7.0%	7.4%
Loss on ordinary activities before taxation	<u>(22,306)</u>	<u>(22,695)</u>

First Music Contact Limited

Detailed profit and loss account (continued)
Financial year ended 31/12/17

	2017	2016
	€	€
Overheads		
Administrative expenses		
Wages and salaries	(86,747)	-
Directors remuneration	-	(70,570)
Staff Consultancy	(13,080)	(23,304)
Recruitment Costs	(525)	-
Rent payable	(7,800)	(7,800)
Insurance	(2,504)	(2,808)
Light and heat	(715)	(705)
Printing, postage and stationery	(703)	(285)
Advertising	(1,707)	(870)
Telephone	(1,338)	(1,242)
Computer costs	(6,231)	(3,993)
Travelling and entertainment	(5,378)	(11,774)
Legal and professional	(3,902)	(3,978)
Auditors remuneration	(1,500)	(1,500)
Bank charges	(690)	(946)
General expenses	(1,707)	(1,730)
	<u>(134,527)</u>	<u>(131,505)</u>