

CRONIN & COMPANY

Company registration number: 508012

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Financial statements

for the financial year ended 31 December 2020

**First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)**

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**First Music Contact CLG
Company limited by guarantee**

Directors and other information

Directors

Yvonne Gibbons
Brian Barnes
Lisa McDonald
Joseph Clarke
Laurence Mackin

Secretary

Mary McPoland

Company number

508012

Registered office

18 South Great Georges Street
Dublin 2

Business address

18 South Great George's Street
Dublin 2

Auditor

Cronin & Company
1 Terenure Place
Terenure
Dublin 6W

Bankers

Bank of Ireland
College Green
Dublin 2

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Directors report

The directors present their annual report and the audited financial statements of the company for the financial year ended 31/12/20.

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
Lisa McDonald
Joseph Clarke
Laurence Mackin

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 for the financial year. Turnover has increased year on year, while cost efficiency reviews have ensured the company increased its net profit at the end of the financial period. The company faced a particularly difficult year due to the Covid 19 Pandemic. They received a number of Grants which they administered to assist during the restrictions imposed by the Government.

Principal risks and uncertainties

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.

During the year, the Irish Government introduced regulations in regards to the Covid-19 pandemic. Restrictions worldwide had a knock on effects to the global economy. Both the restrictions and financial impact has had an effect on the how First Music Contact could operate in 2020 and beyond.

As a not for profit company, First Music Contact CLG, seeks to hold a reserve equivalent to months income, which is in line with good practice in this sector. The company has increased its reserves over the past number of years to meet this requirement.

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 CLG
(A Company Limited by Guarantee and not having Share Capital)

Directors report (continued)

Accounting records

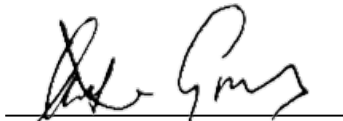
The measures taken by the directors to secure compliance with the requirements of sections 281 to 285 of the Companies Act 2014 with regard to the keeping of accounting records are the implementation of necessary policies and procedures for recording transactions, the employment of competent accounting personnel with appropriate expertise and the provision of adequate resources to the financial function. The accounting records of the company are located at 18 South Great George's 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 26/03/21 and signed on behalf of the board by:



Yvonne Gibbons
Director



Brian Barnes
Director

**First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)**

Directors responsibilities statement

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 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. 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.

Independent auditor's report to the members of
First Music Contact CLG

Report on the audit of the financial statements

Opinion

We have audited the financial statements of First Music Contact CLG (the 'company') for the financial year ended 31/12/20 which comprise the profit and loss account, statement of income and retained earnings, balance sheet, statement of cash flows and notes to the financial statements, including a summary of significant accounting policies set out in note 3. The financial reporting framework that has been applied in their preparation is Irish law and FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland.

In our opinion, the financial statements:

- give a true and fair view of the assets, liabilities and financial position of the company as at 31/12/20 and of its profit for the financial year then ended;
- have been properly prepared in accordance with FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland; and
- have been prepared in accordance with the requirements of the Companies Act 2014.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (Ireland) (ISAs (Ireland)) 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 company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Ireland, including the Ethical Standard issued by the Irish Auditing and Accounting Supervisory Authority (IAASA), 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 ISAs (Ireland) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the 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 directors 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.

Independent auditor's report to the members of
First Music Contact CLG (continued)

Opinions on other matters prescribed by the Companies Act 2014

Based solely on the work undertaken in the course of the audit, we report that:

- in our opinion, the information given in the directors' report is consistent with the financial statements; and
- in our opinion, the directors' report has been prepared in accordance with applicable legal requirements.

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, and financial statements are in agreement with the accounting records.

Matters on which we are required to report by exception

Based on the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

The Companies Act 2014 requires us to report to you if, in our opinion, the disclosures of directors' remuneration and transactions required by sections 305 to 312 of the Act are not made. We have nothing to report in this regard.

Respective responsibilities

Responsibilities of directors for the financial statements

As explained more fully in the directors' responsibilities statement, the directors 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 directors 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 directors are responsible for assessing the 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 management either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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 (Ireland) 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.

**Independent auditor's report to the members of
First Music Contact CLG (continued)**

As part of an audit in accordance with ISAs (Ireland), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

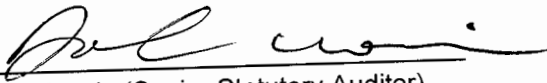
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

The purpose of our audit work and to whom we owe our responsibilities

Our 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 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 company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.

Independent auditor's report to the members of
First Music Contact CLG (continued)



Donal Cronin (Senior Statutory Auditor)

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

26/03/21

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Profit and loss account
Financial year ended 31/12/20

	Note	2020 €	2019 €
Turnover	5	1,613,609	458,946
Cost of sales		(1,412,503)	(252,052)
Gross profit		201,106	206,894
Administrative expenses		(171,511)	(161,120)
Operating profit	6	29,595	45,774
Profit before taxation		29,595	45,774
Tax on profit		-	-
Profit for the financial year		<u>29,595</u>	<u>45,774</u>

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 13 to 17 form part of these financial statements.

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Statement of income and retained earnings
Financial year ended 31/12/20


	2020	2019
	€	€
Profit for the financial year	29,595	45,774
Retained earnings at the start of the financial year	<u>29,179</u>	<u>(16,595)</u>
Retained earnings at the end of the financial year	<u><u>58,774</u></u>	<u><u>29,179</u></u>

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)


Balance sheet
As at 31/12/20

	Note	2020 €	€	2019 €	€
Current assets					
Debtors	9	36,589		11,053	
Cash at bank and in hand		1,044,266		35,530	
		<u>1,080,855</u>		<u>46,583</u>	
Creditors: amounts falling due within one year					
	11	<u>(1,022,081)</u>		<u>(17,404)</u>	
Net current assets			<u>58,774</u>		<u>29,179</u>
Total assets less current liabilities			<u>58,774</u>		<u>29,179</u>
Net assets			<u><u>58,774</u></u>		<u><u>29,179</u></u>
Capital and reserves					
Profit and loss account	12		<u>58,774</u>		<u>29,179</u>
Members funds			<u><u>58,774</u></u>		<u><u>29,179</u></u>

These financial statements were approved by the board of directors on 26/03/21 and signed on behalf of the board by:



 Yvonne Gibbons
 Director



 Brian Barnes
 Director

The notes on pages 13 to 17 form part of these financial statements.

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Statement of cash flows
Financial year ended 31/12/20

	Note	2020 €	2019 €
Cash flows from operating activities			
Profit for the financial year		29,595	45,774
<i>Adjustments for:</i>			
Accrued expenses/(income)		18,670	4,520
<i>Changes in:</i>			
Trade and other debtors		(25,536)	(5,609)
Trade and other creditors		987,471	(19,314)
Cash generated from operations		<u>1,010,200</u>	<u>25,371</u>
Net cash from operating activities		<u>1,010,200</u>	<u>25,371</u>
Net increase/(decrease) in cash and cash equivalents		1,010,200	25,371
Cash and cash equivalents at beginning of financial year	10	<u>32,515</u>	<u>7,144</u>
Cash and cash equivalents at end of financial year	10	<u>1,042,715</u>	<u>32,515</u>

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Notes to the financial statements
Financial year ended 31/12/20

1. General information

The company is a private company limited by guarantee, registered in Ireland. The address of the registered office is 18 South Great Georges Street, Dublin 2.

2. 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'.

3. Accounting policies and measurement bases

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.

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Notes to the financial statements (continued)
Financial year ended 31/12/20

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 are 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.

4. Limited by guarantee

The company converted to a Company Limited by Guarantee without any shares in 2018.

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Notes to the financial statements (continued)
Financial year ended 31/12/20

5. Turnover

Turnover arises from:

	2020	2019
	€	€
Grants	1,215,168	111,000
Activities for Generating Funds	398,441	347,946
	1,613,609	458,946
	1,613,609	458,946

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

Restricted Income & Expenditure

		31/12/20
	€	€
IMRO/Spotify Grants		
Grant Received		329,161
Directly Associated Expenditure		
Covid 19 Artists Fund Disbursements	327,750	
Covid 19 Artists Fund Legal & Banking Costs	2,111	
	329,861	329,861
Excessive Expenditure		700
		700
Culture Ireland - MISP Grant		
Grant Released to Income & Expenditure		716,633
Directly Associated Expenditure		
MISP Grant Artist Disbursements	698,947	
Wages & Salaries Covered	17,686	
	716,633	716,633
		-

First Music Contact CLG received a grant of € 1,700,000 from Culture Ireland in 2020 to assist artists affected by the Covid 19 pandemic. At the balance sheet date, First Music Contact CLG distributed and expensed a total of € 716,633. The equivalent funds were released from the Balance Sheet as income. The balance of € 983,367 has been deferred in the balance sheet. This amount will be released to the Income & Expenditure Account in 2021 as the company disburses the remaining balance.

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Notes to the financial statements (continued)
Financial year ended 31/12/20

6. Operating profit

Operating profit is stated after charging/(crediting):

	2020	2019
	€	€
Fees payable for the audit of the financial statements	2,360	1,650

7. Staff costs

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

	2020	2019
	Number	Number
Staff	3	2

The aggregate payroll costs incurred during the financial year were:

	2020	2019
	€	€
Wages and salaries	131,094	112,612

8. Appropriations of profit and loss account

	2020	2019
	€	€
At the start of the financial year	29,179	(16,595)
Profit for the financial year	29,595	45,774
At the end of the financial year	58,774	29,179

9. Debtors

	2020	2019
	€	€
Trade debtors	17,840	9,650
Other debtors	18,749	1,403
	36,589	11,053

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Notes to the financial statements (continued)
Financial year ended 31/12/20

10. Cash and cash equivalents

	2020	2019
	€	€
Cash at bank and in hand	1,044,266	35,530
Bank overdrafts	(1,551)	(3,015)
	<u>1,042,715</u>	<u>32,515</u>

11. Creditors: amounts falling due within one year

	2020	2019
	€	€
Amounts owed to credit institutions	1,551	3,015
Trade creditors	649	2,799
Tax and social insurance: PAYE and social welfare	4,604	-
Accruals	30,260	11,590
Deferred income	985,017	-
	<u>1,022,081</u>	<u>17,404</u>

12. Reserves

Reserves being a special reserves movement of tangible assets from accounting year end 31st December 2013. During the year this reserve was transferred to the Profit and Loss retained reserves

13. Controlling party

The company converted from a Limited company with shareholding to a Company Limited by Guarantee in 2018. There is no longer a controlling interest.

14. Approval of financial statements

The board of directors approved these financial statements for issue on 26 March 2021.

**First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)**

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

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Detailed profit and loss account
Financial year ended 31/12/20

	2020 €	2019 €
Turnover	111,000	111,000
Arts Council Grant	41,624	-
Arts Council Emergency Fund	15,000	-
Arts Council Capacity Grant	160,367	175,446
IMW/HWCH Income	84,524	123,088
Music from Ireland	127,600	-
Music From Ireland - Ireland Performs	25,950	49,412
First Music Contact	329,161	-
Donations - Covid 19	716,633	-
MISP Grant Income	1,750	-
Other income	<u>1,613,609</u>	<u>458,946</u>
Cost of sales	(142,835)	(81,644)
IMW/HWCH Costs	(209,890)	(142,496)
Music from Ireland Costs	(21,140)	(27,912)
First music contact costs	(9,830)	-
Keychange	(327,750)	-
Covid 19 Artist Fund	(2,111)	-
Other Costs of Sales	(698,947)	-
MISP Disbursements	<u>(1,412,503)</u>	<u>(252,052)</u>
Gross profit	<u>201,106</u>	<u>206,894</u>
Gross profit percentage	12.5%	45.1%
Overheads	(171,511)	(161,120)
Administrative expenses	<u>(171,511)</u>	<u>(161,120)</u>
Operating profit	29,595	45,774
Operating profit percentage	1.8%	10.0%
Profit before taxation	<u><u>29,595</u></u>	<u><u>45,774</u></u>

First Music Contact CLG
(A Company Limited by Guarantee and not having Share Capital)

Detailed profit and loss account (continued)
Financial year ended 31/12/20

	2020	2019
	€	€
Overheads		
Administrative expenses		
Wages and salaries	(113,408)	(112,612)
Wages and Salaries - MISP	(17,686)	-
Rent payable	(9,000)	(8,400)
Insurance	(2,667)	(2,381)
Light and heat	-	(179)
Repairs and maintenance	-	(1,896)
Printing, postage and stationery	(937)	(1,567)
Advertising	(4,290)	(4,266)
Telephone	(1,797)	(1,436)
Computer costs	(6,532)	(6,542)
Travelling and entertainment	(942)	(10,544)
Legal and professional	(1,428)	(2,300)
Accountancy fees	(9,488)	(4,200)
Auditors remuneration	(2,360)	(1,650)
Bank charges	(464)	(484)
General expenses	(512)	(2,663)
	<u>(171,511)</u>	<u>(161,120)</u>