

**Business to Arts Company
Limited by Guarantee**

Directors' report and financial statements

Year ended 31 October 2020

Registered number: 134968

Business to Arts Company Limited by Guarantee

Directors' report and financial statements

<i>Contents</i>	<i>Page</i>
Directors and other information	1
Directors' report	2
Statement of directors' responsibilities in respect of the directors' report and the financial statements	6
Independent auditor's report to the members of Business to Arts Company Limited by Guarantee	7
Income and expenditure account	10
Balance sheet	11
Notes forming part of the financial statements	12

Business to Arts Company Limited by Guarantee

Directors and other information

Patron	Michael D Higgins, President of Ireland
Directors	Davina Saint (Chair) Alastair Blair Fiona Clark (appointed 20 Jul 2020) Clare Duignan James Hanley Jeanne Kelly Tony Lawless (appointed 17 Feb 2020) Simone MacLeod Teresa McColgan Robert McEvoy Alan McNab Gerard McNaughton Katie Molony (resigned 29 Nov 2019) Eamonn O'Reilly (resigned 9 Apr 2020) Oliver Wall
Secretary	Davina Saint (resigned 05 Jun 2020) Teresa McColgan (appointed 5 Jun 2020)
Registered office	Lower Ground Floor 17 Kildare Street Dublin 2
Auditor	KPMG Chartered Accountants 1 Stokes Place St. Stephen's Green Dublin 2
Bankers	Allied Irish Bank Bankcentre Branch Ballsbridge Dublin 4 Bank of Ireland 2 College Green Temple Bar Dublin 2
Legal advisers	LK Shields 40 Mount St Upper Saint Peter's Dublin 2
Registered number	134968
RCN	9871
CHY number	20024741

Business to Arts Company Limited by Guarantee

Directors' report

The directors present their directors' report and audited financial statements of the company for the year ended 31 October 2020.

Principal activities, results and future developments

Business to Arts brokers, enables and supports creative partnerships between businesses, individuals and the arts. We are a membership-based charity (CHY 9871, RCN 20024741) that is funded by our patrons, members, sponsors and grant providers. We work with these stakeholders in advisory areas such as arts sponsorship; arts-related CSR programmes; the commissioning of artworks and projects; arts philanthropy; art collection development; professional development for artists and arts managers; advocacy, research and thought-leadership; communications & fundraising strategy/implementation: and arts-related entertainment and events.

Our corporate membership base and network ranges across the business sectors from local family-run companies, SMEs, local authorities, semi-state companies to FDIs and corporate foundations. Our arts affiliate base extends from individual artists to the National Cultural Institutions, and spans all art forms.

Key activities in 2020 include:

Like many other companies and charities in Ireland, *Business to Arts* has experienced the impact caused by the Coronavirus outbreak and global pandemic. This is most noticeable in the postponement of the annual *Business to Arts* Awards until 2021, the resulting impact on our sponsorship revenue and delays drawing down grant income. Elements of our business contingency plan were implemented in April 2020, which included delaying recruitment plans, availing of wage subsidy schemes and business restart grants provided by the Irish Government.

New Stream our capacity-building programme for arts managers in Ireland has adapted to online delivery. This programme included Fundraising Fellowship Ireland (FFI) and Fundraising Fellowship Dublin (FFD) programmes delivered in partnership with the Department of Tourism, Culture, Arts, Gaeltacht, Sport & Media and Dublin City Council Culture Company.

Business to Arts' Fundraising Fellows in this financial year are:

Name of Fellow	Organisation	Location	Fellowship
Aoibhie McCarthy	Cork Film Festival	Cork	FFI
Fiona Garvan	Dublin Theatre Festival	Dublin	FFD
John McEvoy	Druid Theatre Company	Galway	FFI
Gillian Fenton	Lime Tree Theatre	Limerick	FFI
Catherine Hearn	Music Network	Dublin	FFI

Fund it, our crowdfunding website, allows individuals and companies around the globe to support creative projects from Ireland. In this financial year, 4,331 pledges from funders resulted in €219,006 paid to 30 creative projects across Ireland.

Business to Arts' Arts Fund project, is a donor-advised fund service, which is supported by companies, Government, organisations and individuals. The arts fund provides grants and fees for artist residencies, arts education programmes and new arts commissions. Working with our corporate patrons and members in 2019/20, the Arts Fund has enabled €211,785 of investment in these activities. In September 2020, Bank of Ireland and *Business to Arts* announced a new €1m donor-advised arts fund, which will distribute grants to artists and arts projects impacted or inspired by COVID-19 between 2020-22.

Business to Arts Company Limited by Guarantee

Directors' report *(continued)*

Principal activities, results and future developments *(continued)*

Our curated members events showed the breadth of activity undertaken by *Business to Arts* and our members. These included events hosted by Bank of Ireland at the Seamus Heaney Listen Now Again Exhibition, highlights from the Merrion Hotel's Art Collection and our CEO Forum in association with PwC.

The directors maintain an awareness of competition for the above projects and have no plans to change significantly the activities and operations of the company in the near future. The directors note that the severity, spread and likely duration of the pandemic remain largely unknown. They are continuously monitoring the situation which is evolving daily and have put contingencies in place to manage this pandemic to the best of their ability and will continue to work with the Executive on that basis.

Business to Arts has adopted the Statement of Guiding Principles for Fundraising and the codes of Governance for Charitable Organisations.

Grants received

In 2019/20, the Department of Tourism, Culture, Arts, Gaeltacht, Sport & Media awarded the following grants to *Business to Arts*:

€58,000 to continue the Fundraising Fellowship, Ireland programme to enhance investment by two cultural organisations (Lime Tree Theatre and Music Network) in the development of their human resources and fundraising capacity building.

In 2018/19, €52,500 was granted under Creative Ireland's National Creativity Fund to run a new Artist in Residence (AR Programme). The programme offers up to €7,500 matched funding to businesses interested in working with an artist and local community group to enhance their CSR strategy. BHP Insurance (Limerick), LK Shields (Galway) and Ludgate Hub (Cork) were selected to participate. €28,375 was drawn down in 2018/19. The remaining €24,125 was drawdown in the financial year 2019/20.

Salaries

Employee benefits (excluding pension costs)	No. of Staff
€60,000 – €69,999	-
€70,000 – €79,999	1
Greater than €80,000	-
Total No. of Staff	5
Total Employer Contributions including Pensions amount	€163,195

Principal risks and uncertainties

The unprecedented and rapid spread of COVID-19 has impacted our revenue (e.g. sponsorship and membership subscriptions). The exact timing and pace of the recovery is uncertain given the significant impact of the pandemic on the overall global economy. There may be other future impacts that cannot be foreseen at this point in time, including sponsor behaviour and demand caused by public gathering restrictions.

The directors believe that this uncertainty at the date of approval of the financial statements does not represent a material uncertainty that may cast significant doubt on the ability of the Company to continue as a going concern. For this reason, the directors continue to adopt the going concern basis in preparing these financial statements.

Business to Arts Company Limited by Guarantee

Directors' report *(continued)*

Principal risks and uncertainties *(continued)*

As a membership based organisation concerned with promoting the arts to business, membership subscriptions and income from projects, programmes and events are the principal source of funding for the company. Where possible, the risk of a drop in these sources is mitigated through diversifying our income across multiple sources and ongoing cost-saving measures (e.g. delayed recruitment). In the current economic climate, the risk from other external forces (e.g. Brexit) remains moderate.

In some cases, our programmes and projects are subject to competitive factors. The crowdfunding sector, in which *Fund it* operates, continues to be subject to international competition.

Business to Arts is the only membership-based organisation in the country concerned with business and the arts. The organisation experiences competition through other membership and networking organisations. A growing number of public relation and advertising agencies are focusing on cultural sponsorship brokerage.

The organisation has well established budgetary and financial reporting procedures, supported by key performance indicators, to manage credit, liquidity and other financial risk. Key performance indicators that are focused on by management include:

- Income (Sustainability and Diversification)
- Membership levels
- Affiliate levels
- Attendance at events
- Media coverage of programmes

Each of these indicators is monitored by management against budget and against prior periods.

Based on all information currently available including revised cash flow projections and forecasts, the directors consider that the Company has adequate resources to continue in operational existence for the foreseeable future.

Patron, Directors, Secretary and Honorary President

The names of the persons who were directors during the year are set out on page 1.

Ms. Katie Molony retired from the Board in November 2019. Mr. Eamonn O'Reilly retired from the Board in April 2020. Mr. Tony Lawless was appointed to the Board in February 2020 and Ms. Fiona Clark was appointed to the Board in July 2020.

Davina Saint retired as Secretary of the Board in June 2020. Teresa McColgan was appointed to Secretary of the Board in June 2020.

Gerard McNaughton retired as Chair of the Board in February 2020. Davina Saint was appointed Chair of the Board in February 2020.

Subsequent events

There have been no significant events affecting the Company since the year end.

Business to Arts Company Limited by Guarantee

Directors' report *(continued)*

Accounting records

The directors believe that they have complied with the requirements of Sections 281 to 285 of the Companies Act 2014 with regard to maintaining adequate accounting records by employing accounting personnel with appropriate expertise and by providing adequate resources to the financial function. The accounting records of the Company are maintained at Lower Ground Floor, 17 Kildare Street, Dublin 2, D02CY90.

Relevant audit information

The directors believe that they have taken all steps necessary to make themselves aware of any relevant audit information and have established that the Company's statutory auditor is aware of that information. In so far as they are aware, there is no relevant audit information of which the Company's statutory auditor is unaware.

Political and charitable contributions

The Company made no political or charitable contributions or incurred any political expenditure during the year (2019: €Nil).

Auditor

In accordance with Section 383(2) of the Companies Act 2014, the auditor, KPMG, Chartered Accountants, will continue in office.

On behalf of the board



Davina Saint
Chair



Teresa McColgan
Director

2 February 2021

Business to Arts Company Limited by Guarantee

Statement of directors' responsibilities in respect of the directors' report and the financial statements

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

Company law requires the directors to prepare financial statements for each financial year. Under that law they have elected to prepare the financial statements in accordance with FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of 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 and of its profit or loss for that year. In preparing these financial statements, the directors are required to:

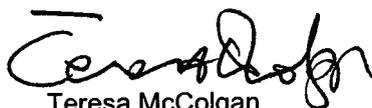
- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- assess the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- use the going concern basis of accounting unless they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the assets, liabilities, financial position and profit or loss of the Company and enable them to ensure that the financial statements comply with the Companies Act 2014. They are responsible for such internal controls as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities. The directors are also responsible for preparing a directors' report that complies with the requirements of the Companies Act 2014.

On behalf of the board



Davina Saint
Chair



Teresa McColgan
Director

2 February 2021



KPMG
Audit
1 Stokes Place
St. Stephen's Green
Dublin 2
D02 DE03
Ireland

Independent auditor's report to the members of Business to Arts Company Limited by Guarantee

Report on the audit of the financial statements

Opinion

We have audited the financial statements of Business to Arts Company Limited by Guarantee ("the Company") for the year ended 31 October 2020 set out on pages 10 to 17, which comprise the income and expenditure account, the balance sheet and related notes, including the summary of significant accounting policies set out in note 1. 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 accompanying financial statements:

- give a true and fair view of the assets, liabilities and financial position of the Company as at 31 October 2020 and of its surplus for the 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 properly 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 ethical requirements that are relevant to our audit of 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.

We have nothing to report on going concern

We are required to report to you if we have concluded that the use of the going concern basis of accounting is inappropriate or there is an undisclosed material uncertainty that may cast significant doubt over the use of that basis for a period of at least twelve months from the date of approval of the financial statements. We have nothing to report in these respects.

Other information

The directors are responsible for the other information presented in the Annual Report together with the financial statements. The other information comprises the information included in the directors' report. The financial statements and our auditor's report thereon do not comprise part of the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except as explicitly stated below, any form of assurance conclusion thereon.



Independent auditor's report to the members of Business to Arts Company Limited by Guarantee *(continued)*

Report on the audit of the financial statements *(continued)*

Other information *(continued)*

Our responsibility is to read the other information and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work we have not identified material misstatements in the other information.

Based solely on our work on the other information, we report that:

- we have not identified material misstatements in the directors' report;
- in our opinion, the information given in the directors' report is consistent with the financial statements;
- in our opinion, the directors' report has been prepared in accordance with the Companies Act 2014.

Opinions on other matters prescribed 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 and the financial statements are in agreement with the accounting records.

Matters on which we are required to report by exception

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 and restrictions on use

Responsibilities of directors for the financial statements

As explained more fully in the directors' responsibilities statement set out on page 6, the directors are responsible for: the preparation of the financial statements including being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; 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 they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.



Independent auditor's report to the members of Business to Arts Company Limited by Guarantee *(continued)*

Respective responsibilities and restrictions on use *(continued)*

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.

A fuller description of our responsibilities is provided on IAASA's website at https://www.iaasa.ie/getmedia/b2389013-1cf6-458b-9b8f-a98202dc9c3a/Description_of_auditors_responsibilities_for_audit.pdf.

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.

3 February 2021

C. Byrne
for and on behalf of
KPMG
Chartered Accountants, Statutory Audit Firm
1 Stokes Place
St. Stephen's Green
Dublin 2

Business to Arts Company Limited by Guarantee

Income and expenditure account for the year ended 31 October 2020

	Note	2020 €	2019 €
Income - continuing operations	2	259,738	319,024
Administrative expenses		(219,672)	(316,823)
		<hr/>	<hr/>
Surplus for the year - continuing operations	3	40,066	2,201
Accumulated surplus brought forward		77,951	75,750
		<hr/>	<hr/>
Accumulated surplus carried forward		118,017	77,951
		<hr/> <hr/>	<hr/> <hr/>

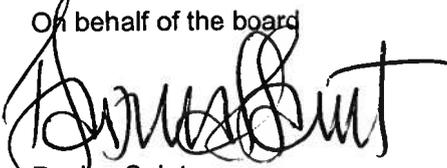
The Company had no recognised gains or losses during the financial year, or preceding financial year, other than those dealt with in the income and expenditure account.

Business to Arts Company Limited by Guarantee

Balance sheet as at 31 October 2020

	Note	2020 €	2019 €
Fixed assets	6	<u>2,463</u>	<u>6,350</u>
Current assets			
Debtors and prepayments	7	10,820	17,869
Cash at bank and in hand	8	<u>346,760</u>	<u>232,792</u>
		<u>357,580</u>	<u>250,661</u>
Creditors: amount falling due within one year	9	<u>(242,026)</u>	<u>(179,060)</u>
Net current assets		<u>115,554</u>	<u>71,601</u>
Net assets		<u>118,017</u>	<u>77,951</u>
Accumulated surplus		<u>118,017</u>	<u>77,951</u>

On behalf of the board


Davina Saint
Chair


Teresa McColgan
Director

Business to Arts Company Limited by Guarantee

Notes

forming part of the financial statements

1 Accounting policies

Business to Arts Company Limited by Guarantee ("the Company") is a company limited by guarantee incorporated, domiciled and registered in Ireland. The registered number of the Company is 134968 and the address of its registered office is Lower Ground Floor, 17 Kildare Street, Dublin 2.

These financial statements were prepared in accordance with Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* ("FRS 102"). There have been no material departures from the standards. The presentation currency of these financial statements is euro.

The accounting policies set out below have, unless otherwise stated, been applied consistently to all periods presented in these financial statements.

Judgements made by the directors, in the application of these accounting policies that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 13.

Measurement basis

The financial statements are prepared on the historical cost basis.

Going concern

Having reviewed the funding plans and expected expenditure for the period of at least 12 months from the date of signing the financial statements the Board are satisfied that the financial statements should be prepared on a going concern basis.

Basic financial instruments

Trade and other debtors/creditors

Trade and other debtors are recognised initially at transaction price plus attributable transaction costs. Trade and other creditors are recognised initially at transaction price less attributable transaction costs. Subsequent to initial recognition they are measured at amortised cost using the effective interest method, less any impairment losses in the case of trade debtors. If the arrangement constitutes a financing transaction, for example if payment is deferred beyond normal business terms, then it is measured at the present value of future payments discounted at a market rate of interest for a similar debt instrument.

Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits. Bank overdrafts that are repayable on demand and form an integral part of the Company's cash management are included as a component of cash and cash equivalents.

Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Depreciation is charged to the profit and loss account on a straight-line basis over the estimated useful lives of each part of an item of tangible fixed assets. The estimated useful lives are as follows:

- Computer equipment 5 years
- Office equipment 5 years

Depreciation methods, useful lives and residual values are reviewed if there is an indication of a significant change since the last annual reporting date in the pattern by which the Company expects to consume an asset's future economic benefits.

Business to Arts Company Limited by Guarantee

Notes (continued)

1 Accounting policies (continued)

Government grants

Government grants are included within accruals and deferred income in the balance sheet and credited to the income and expenditure account over the expected useful lives of the assets to which they relate or in periods in which the related costs are incurred.

Income

Membership income and Fund-it income is accounted for on a cash receipts basis. Training income from courses offered to specific arts entities, consultancy and awards income is recognised when earned.

Expenses

Operating lease

Payments (excluding costs for services and insurance) made under operating leases are recognised in the profit and loss account on a straight-line basis over the term of the lease unless the payments to the lessor are structured to increase in line with expected general inflation; in which case the payments related to the structured increases are recognised as incurred.

Contributions in kind

The value of any material contributions in kind in respect of subscriptions, estimated when not exactly ascertained, is included in income for the period.

Taxation

Business to Arts Company Limited by Guarantee has been granted charitable tax exemption under Section 207, Taxes Consolidation Act, 1997 and operates under charity number CHY 9871. The Charities Regulatory Authority number of Business to Arts Company Limited by Guarantee is CRA 20024741.

2 Income

Income arises from subscriptions (received and "in kind"), grant aid, commission and fundraising activity in the Republic of Ireland.

3 Statutory and other information

	2020	2019
	€	€
<i>Surplus for the year is stated after charging:</i>		
Directors' remuneration	-	-
Depreciation of tangible fixed assets	3,887	1,132
Auditor's remuneration in respect of audit	5,000	5,000
	<u> </u>	<u> </u>

Business to Arts Company Limited by Guarantee

Notes (continued)

4	Employees	2020 Number	2019 Number
	<i>The average number of employees during the year was:</i>		
	Administration	5	6
		=====	=====
		2020 €	2019 €
	<i>The payroll costs of these employees were as follows:</i>		
	Wages and salaries	151,888	243,002
	Social welfare costs	11,307	26,397
		-----	-----
		163,195	269,399
		=====	=====

5 Taxation

The Company is not liable to taxation due to its charitable status.

6	Fixed assets	Computer equipment €	Office equipment €	Total €
	Cost			
	At beginning of year	68,678	53,643	122,321
	Disposals	(61,362)	(48,419)	(109,781)
		-----	-----	-----
	At end of year	7,316	5,224	12,540
		=====	=====	=====
	Depreciation			
	At beginning of year	64,480	51,491	115,971
	Disposals	(61,362)	(48,419)	(109,781)
	Charge for year	2,328	1,559	3,887
		-----	-----	-----
	At end of year	5,446	4,631	10,077
		=====	=====	=====
	Net book value			
	At 31 October 2020	1,870	593	2,463
		=====	=====	=====
	At 31 October 2019	4,198	2,152	6,350
		=====	=====	=====

The company's collection of sculptures has not been capitalised. These sculptures have been accumulated in the period 1991 to date. The original cost of these sculptures was €25,437 (2019: €25,437).

Business to Arts Company Limited by Guarantee

Notes (continued)

7 Debtors: amounts falling due within one year	2020	2019
	€	€
Prepayments	1,378	8,718
Accrued income	9,442	9,151
	<hr/>	<hr/>
	10,820	17,869
	<hr/> <hr/>	<hr/> <hr/>

8 Cash and cash equivalents	2020	2019
	€	€
Cash at bank and in hand	346,760	232,792
	<hr/>	<hr/>
Cash and cash equivalents	346,760	232,792
	<hr/> <hr/>	<hr/> <hr/>

Cash at bank includes funds received of €84,389 (2019: €79,676) for the Arts Fund Project.

9 Creditors: amounts falling due within one year	2020	2019
	€	€
Deferred income	233,507	169,792
Other creditors including tax and social welfare	8,519	9,268
	<hr/>	<hr/>
	242,026	179,060
	<hr/> <hr/>	<hr/> <hr/>
Tax and social welfare included in other creditors: PAYE/PRSI	3,311	6,909
	<hr/> <hr/>	<hr/> <hr/>

10 Legal status of company

Business to Arts Company Limited by Guarantee is a company limited by guarantee and does not have a share capital. At 31 October 2020 there were 103 members (2019: 87) whose guarantee is limited to €12.70 each.

Business to Arts Company Limited by Guarantee

Notes (continued)

11 Fund-it

Fund-it generates an income for the Company via commission on pledges (5%). Fund-it is operated by the core staff of Business to Arts Company Limited by Guarantee. A summary of the funds generated from pledges and paid onto projects is as follows:

	2020 €	2019 €
Pledges received for projects	236,367	269,976
Payments made to projects	(219,006)	(248,387)
Financial commission	(7,095)	(8,100)
	<hr/>	<hr/>
Commission income	10,266	13,489
	<hr/> <hr/>	<hr/> <hr/>

12 Contingencies

The Company was in receipt of government grants during the year. Under the terms of these grants if the funds are not used for the purpose advanced they may be required to be repaid.

13 Accounting estimates and judgements

In the application of the Company's accounting policies, which are described in note 1, the directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

Key source of estimation uncertainty

Deferred income

The Company receives income from a number of organisations to fund projects in the arts. The amount of deferred income at year end was €233,507 (2019: €169,792). Once an appropriate project has been identified, the Company transfers the income received to the relevant project.

As the income received is to fund specific projects in the arts, the income is included in the income and expenditure account once the funds have been paid out.

Income received but not yet paid to the projects at the year-end date is treated as deferred income in the balance sheet.

14 Post balance sheet events

There have been no significant events affecting the Company since the year end.

Business to Arts Company Limited by Guarantee

Notes *(continued)*

15 Approval of financial statements

The financial statements were approved by the board on 2 February 2021.

Appendix

The following information does not form part of the audited financial statements and is included solely for the information of management

Business to Arts Company Limited by Guarantee

Appendix 1: Income analysis for the year ended 31 October 2020

	2020 €	2020 €	2019 €	2019 €
Membership subscriptions		73,453		70,400
Foundation Patrons' contributions		140,000		126,000
Contributions in kind		6,000		40,200
Affiliate income		12,608		21,364
Business to Arts Awards:				
Income	-		104,569	
Expenditure	-		(78,400)	
	<hr/>	-	<hr/>	26,169
Arts Fund and Docklands Arts Fund:				
Income	177,660		347,294	
Grant income	34,125		28,375	
Expenditure	(211,785)	-	(375,669)	
	<hr/>		<hr/>	-
Training:				
Income	7,250		17,357	
Expenditure	(6,245)		(7,889)	
	<hr/>	1,005	<hr/>	9,468
New Stream:				
Income	-		38,601	
Grant income	58,000		58,000	
Expenditure	(58,000)		(96,601)	
	<hr/>	-	<hr/>	-
Advisory services:				
Income	41,085		53,668	
Expenditure	(10,380)		(26,675)	
	<hr/>	30,705	<hr/>	26,993
Fund it:				
Grant income	5,212		284	
Sponsorship income	-		300	
Commission income	10,266		13,489	
Expenditure	(19,666)		(16,110)	
	<hr/>	(4,188)	<hr/>	(2,037)
Miscellaneous income		155		467
		<hr/>		<hr/>
		259,738		319,024
		<hr/> <hr/>		<hr/> <hr/>

All income arises from continuing operations.