Shetland Arts Development Agency Board of Trustees Meeting Thursday 29 June 2023 at 5.30pm

Venue: Mareel/Teams



| Item | Description | Report | Item taken by | Action |
|------|---|----------|---------------|----------|
| 1 | Welcome and apologies | | Chair | Note |
| 2 | Declarations of interest | | Chair | Note |
| 3 | Minutes | | | |
| | 27 April 2023 | | Chair | Approval |
| 4 | Scrutiny | | | |
| | 4.1 Management Accounts | Attached | KL | Note |
| | 4.2 Operational Issues | Attached | GH | Note |
| | 4.3 Performance Monitoring | Attached | GH | Note |
| | 4.4 Major Projects | Attached | GH | Note |
| 5 | Governance | | | |
| | 5.1 Policies | Attached | KL | Approve |
| | 5.2 Annual Financial Statements 31 March 2023 | Attached | KL | Approve |
| | 5.3 Trustee Recruitment | Attached | SM | Approve |
| 6 | Strategy | | | |
| | 6.1 Update from Stakeholders | Attached | GH | Note |
| | 6.2 Updated Strategic Framework | Attached | GH | Approve |
| 7 | General | | | |
| | 7.1 Key Upcoming Events | Attached | GH | Note |
| 8 | Any other business | | | |
| | None | | | |
| 9 | Future SADA Board Meetings: | | Chair | |
| 1 | Board Meeting Thursday 29 June 2023 – 5.30pm | | | |

The Board may decide that on grounds of confidentiality particular items should be considered in private. Any such items will be noted in separate "closed" minutes for approval at the next Board meeting













Minutes of Meeting of Shetland Arts Development Agency Board of Trustees, Thursday 27th March 2023, held at 5.30pm at Mareel and by Video Conference

Present:

Susan Mail (SM), Chair, Shetland Arts
Michele Kerry (MK), Trustee, Shetland Arts
Renzo Spiteri (RS), Trustee, Shetland Arts
James Johnston (JJ), Trustee, Shetland Arts
Kerry Larbalestier (KL), Trustee, Shetland Arts
Malcolm Innes (MI), Trustee, Shetland Arts
Catriona Macdonald (CM), Trustee, Shetland Arts
Jamie Manson (JM), Proposed Trustee, Shetland Arts

In Attendance:

Graeme Howell (GH), Chief Executive, Shetland Arts Kerry Llewellyn (KLL), Support Lead, Shetland Arts (Minute taker) Irene Hambleton (IH), Partner, RSM UK

Apologies:

Chris Gadsby (CG), Trustee, Shetland Arts

| Item | Topic | Action |
|------|---|--------|
| 1 | Welcome and Apologies | |
| | The chair welcomed everyone to the meeting. | |
| | No apologies. | |
| 2 | Declarations of Interest | |
| | There were no declarations of interest. | |
| 3 | Minutes of Previous Meeting | |
| | The minutes of the previous meeting were approved by JJ and | |
| | seconded by MI. | |
| | Minutes to be amended to show that Bonhoga will be closed from | |
| | 1 st October and not 1 st April. | |
| 4.1 | Management Accounts | |
| | GH stated that they would be taken as read as the full finance | |
| | report is in the closed session. There were no queries. | |
| 4.2 | Operational Issues | |
| | GH took the trustees through the report. | |
| | MI asked if the classical music is having any impact on the youths in | |
| | the building? GH explained that it does seem to make them move | |
| | on quicker. | |
| | | |

4.3 Performance Monitoring

GH took this report as read and asked if there were any questions.

CM asked what the number of students taught across the network figure was? GH explained that this was students taught by SADA staff that but are located out with Shetland.

4.4 Major Projects

GH took the board through this report adding the following:

The VACMA applications were great to see, its either a sign of the fund going well or that COVID funding is drying up.

SM asked for clarification on the SCT capital grants timings. GH explained that the whole project will take 3 years, the changing places toilet at Mareel will hopefully happen in autumn.

IH added that it may be that the full SCT capital grant may have to be recognised in the financial statements for 2022/23.

5.1 Policies

GH took the board through these policies.

There were a number of areas where we need to ensure consistency:

- SADA or Shetland Arts
- The board or Trustees

Flexible Working Policy

CM asked about the requirement to only being able to apply every 12 months. SM said yes this was standard and a legal requirement. GH explained that it helps to stop staff applying in short periods as the organisation has time limits for responding.

MK asked if further requests for someone that had a change of circumstance. GH explained that it would be looked at with business need.

The board approved this policy.

Time off for Dependants

CM asked if the "Time off" is the standard terminology? She explained that it was personal extenuating circumstances that was used at universities. SM explained that it was the standard terms she was used for and JJ said the same.

JM asked if this was a change for staff from what was happening currently? GH explained that this was formalising that the time off is for arranging care. As SADA is a flexible employer it is the staff here that often flex for these circumstances.

JM also asked if there was a limit going to be put on this? GH explained there would not be.

Pay and pensions Policy

GH explained this is only updated for the new pay scales following the pay award.

MK asked if cost of living is looked at for affordability before performance based? GH said this was the case.

SM asked for two ands to be removed and this will be done.

This policy was approved by the board.

Health, Safety and Wellbeing

SM asked about the use of Law at Work. KLL explained the official change to WorkNest had only taken place after the papers were issued. This will be updated.

SM asked about the requirements on the contractor, should they not always have to provide a method statement? GH explained that some contractors would not need this eg marketing contractors. GH said that we could add a separate consultant section and make it clearer.

GH suggested we amended this sentence to say "Depending on the nature of work, this may". The board agreed to this change.

KL asked how we ensure that a first aider is on site at all times? GH explained that we currently have 22 trained and that includes all supervisors and technicians.

RS asked what a visual inspection was for the fire evac routes and equipment. GH explained that the staff would walk around and visually check everything was as it should be and not routes blocked.

SM asked for 4.8 to be retitled smoking and vaping and for vaping to be added to the title.

JJ asked if the staff get manual handling training? KLL explained that this was done annually through a training platform.

SM asked if the SARS-Cov-2 section was now required? GH explained that he felt we were still currently acting with government guidance and restrictions. KLL explained that she checked the WorkNest template and this was still included which is why it was left in. It was agreed to leave this in for this year.

| MI asked if PAT testing as done in house? GH explained yes it was done by a qualified internal staff member. SM asked if vibration was relevant to SADA. It was explained that due to vibration with speakers etc at music events. SM asked for it to be made clearer that this was re sound. The board approved this policy subject to the changes agreed above. Conflicts of Interest Policy The board approved this policy Trustee Recruitment SM proposed JM to become a board member based on the report issued. The board unanimously appointed JM to the board. Strategic Risk Register |
|--|
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| |
| GH took the board through the report and explained that the only one where there is has been change and that was under 7 as we have no SIC licenced staff. The risk has not changed as we are also not doing the events that required them. |
| JM asked how often the risk register is reviewed by trustees? GH explained that it is updated when anything changes but it is taken to the board 6 monthly. Changes are made as required between that. If this is between reports to the board it will be taken back earlier. |
| 6.1 Update from Stakeholders GH took the report as read and had nothing else to add. |
| 7.1 Key Upcoming Events GH took the report as read. |
| 8 Any Other Business None |
| 9 Date of Next Meeting Board Meeting Thursday 29 th June 2023 – 17.30. |
| Meeting closed at: 18:11 |

| 0 | |
|----------------------|--------------------|
| Susan Mail | |
| Chair. Shetland Arts | Development Agence |

Minute approved:

4.1 Management Accounts1 Month to April 2023Profit and Loss Accounts



| | Actual | Reforecast | ١ | Variance | | |
|---------------------------------------|---------|------------|---|----------|--|--|
| | £ | £ | | £ | | |
| <u>Income</u> | | | | | | |
| Ticket Sales | 31,284 | 33,634 | - | 2,350 | | |
| Education and training income | 6,370 | 8,750 | - | 2,380 | | |
| Retail income | 4,508 | 13,713 | - | 9,205 | | |
| Food and beverage income | 47,111 | 39,944 | | 7,166 | | |
| Foyer income | 8,958 | 7,333 | | 1,625 | | |
| Box office commission income | 378 | 500 | - | 122 | | |
| Gallery commission income | - | 8 | - | 8 | | |
| Hire of rooms and equipment income | 3,960 | 4,221 | - | 261 | | |
| Screen advertising income | 2,093 | 1,250 | | 843 | | |
| Gift Vouchers | - 692 | - | - | 692 | | |
| Sponsorship income | - | 758 | - | 758 | | |
| Donations received | - | 128 | - | 128 | | |
| Grant Funding - Capital | 19,740 | - | | 19,740 | | |
| Grant Funding - SIC | 1,059 | 1,042 | | 18 | | |
| Grant Funding - SCT | 59,717 | 59,719 | - | 2 | | |
| Grant Funding - Creative Scotland | 20,833 | 22,250 | - | 1,417 | | |
| Other Grants - Trusts and foundations | 8,510 | 3,938 | | 4,573 | | |
| Operating lease income - SIC | 7,500 | 7,500 | | - | | |
| Other income | 4,367 | 5,767 | - | 1,400 | | |
| Memberships received | 586 | 289 | | 297 | | |
| Interest received | 807 | | | 807 | | |
| | 227,088 | 210,745 | | 16,343 | | |
| | | | | | | |
| <u>Purchases</u> | | | | | | |
| Food and beverage purchases | 18,249 | 15,112 | - | 3,137 | | |
| Foyer purchases | 4,749 | 3,813 | - | 936 | | |
| Retail purchases | 4,151 | 7,471 | | 3,321 | | |
| Direct costs | 7 | 83 | | 76 | | |
| | 27,157 | 26,480 | | 677 | | |

| <u>Direct Costs</u> | | | | |
|--|----------|---------|---|--------|
| Gross wages and salaries - regular | 85,837 | 87,350 | | 1,513 |
| Gross wages - casual | 17,317 | 4,745 | - | 12,573 |
| Employers NI | 7,772 | 7,082 | - | 690 |
| Employers pension | 19,426 | 20,064 | | 638 |
| Recruitment expenses | - | 250 | | 250 |
| Employee/Trustee expenses | - | 83 | | 83 |
| Training and protective clothing | 363 | 1,125 | | 762 |
| Programme costs - project | 12,338 | 22,263 | | 9,925 |
| Marketing costs - project | 1,696 | 1,577 | - | 119 |
| Licences - PRS etc | 3,356 | 3,790 | | 434 |
| Film transport | 180 | 167 | - | 13 |
| Hire of equipment | - | - | | - |
| | 148,286 | 148,496 | - | 210 |
| | | | | |
| <u>Overheads</u> | | | | |
| Travel and subsistence and Entertainment | 1,929 | 3,335 | | 1,406 |
| Rent, Rates and Insurance | 6,961 | 6,199 | - | 762 |
| Heat and Light | 11,967 | 8,012 | - | 3,954 |
| Operating leases - Rent and Equipment | 9,699 | 9,181 | - | 517 |
| Repairs and maintenance and cleaning | 38,805 | 10,535 | - | 28,270 |
| Print, postage and stationary | 343 | 458 | | 115 |
| Telephone and broadband | 544 | 718 | | 174 |
| Computer costs | 2,210 | 2,260 | | 50 |
| Marketing costs - strategic | 593 | 21 | - | 572 |
| Website costs | 514 | 208 | - | 306 |
| Subscriptions | 497 | 196 | - | 300 |
| Consumables | - | 465 | | 465 |
| Sundry | - | - | | - |
| Legal and professional fees | 1,858 | 1,965 | | 107 |
| Till differences | - 87 | - | | 87 |
| Bank charges | 1,590 | 1,639 | | 49 |
| Loan interest | 572 | 500 | - | 72 |
| | 77,994 | 45,693 | - | 32,302 |
| SURPLUS/DEFICIT | - 26,349 | - 9,924 | | 16,425 |
| Join 100/ DELICIT | - 20,343 | - 9,324 | | 10,423 |

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1 Month to April 2023 Balance Sheet

Net Assets

Capital funds Revenue funds

Pension liability

Capital and Reserves:



| Tangible Fixed Assets | | 8,544,173 |
|-----------------------|-----------|-----------|
| Current Assets | | |
| Stock | 23,009 | |
| Debtors | 193,387 | |
| Cash at Bank | 515,045 | |
| | 731,441 | |
| Current Liabilities | | |
| Creditors | 642,277 | |
| Net Current Assets | | 89,164 |
| Long term liabilities | | |
| Loans | 60,234 | |
| Pensions liability | (560,000) | |
| | | (499,766) |

£

£

9,133,103

8,470,201

102,902

560,000 9,133,103

1 Month to April 2023 Movement on Selected Funds



| | Opening | | | Closing |
|--|---------|--------|-------------|---------|
| Fund Name | Balance | Income | Expenditure | Balance |
| Shetland Film Club | 1,705 | | | 1,705 |
| SCT Capital Grant | 39,260 | 19,740 | - 19,740 | 39,260 |
| Trad Big Band | 2,435 | | | 2,435 |
| Culture Collective | 63,253 | | - 1,733 | 61,520 |
| Recovery fund for Cultural Organisations | 142,470 | | | 142,470 |
| Corra Foundation | 4,146 | | | 4,146 |
| Robertson Trust | 3,108 | | | 3,108 |
| Xchange | 12,237 | | | 12,237 |
| Summer of Play | 2,972 | | | 2,972 |
| VACMA | 1,660 | | | 1,660 |
| Total | 273,247 | 19,740 | - 21,473 | 271,514 |

4.2 Operational Issues June 2023



INTRODUCTION

This report details the following

- Operational Issues
- Health and Safety Issues

OPERATIONAL ISSUES

| Date | Issue | Staff Involved | Outcome |
|------|-------|----------------|---------|
| | N/A | | |

HEALTH AND SAFETY ISSUES

| Date | Issue | Staff Involved | Outcome |
|----------|--|-------------------------------|--|
| 19/05/23 | Staff member burnt their hand when checking if the filter coffee had finished filtering. | Customer Service Assistant | Following discussions with the staff member following the accident it was agreed to add signage to remind staff that the filter coffee machine is hot. |

4.3 Performance Monitoring June 2023



INTRODUCTION

This report details the following

• Key Performance Indicators

KEY PERFORMANCE INDICATORS

| Formal Education | Applied to study | Taught Across the | |
|--------------------|------------------|-------------------|---------------|
| Delivery | Full Time | Part Time | Network 22/23 |
| Vocational Pathway | - | 40 | - |
| NC | 1 | 8 | - |
| HNC | 12 | - | - |
| Degree | 3 | 2 | ТВС |
| Masters | ТВС | ТВС | ТВС |



| Actuals (see footnote 1) | Concerts, Screenings, Exhibition Days | | | Attendances | | | Development Sessions | | | | Participations | | | | | |
|--|---------------------------------------|-----------------|-----|-------------|--------|--------|----------------------|--------|-----|---------|----------------|-----|-----|----------|--------|-------|
| | Apr | May | Jun | Q1 | Apr | May | Jun | Q1 | Apr | May | Jun | Q1 | Apr | May | Jun | Q1 |
| Delivered | 362 | | | 362 | 24,168 | | | 24,168 | 100 | | | 100 | 544 | | | 544 |
| Quarterly Target 23/24 | | | | 1,022 | | _ | | 57,569 | | | | 452 | | | | 3,504 |
| % of Target Delivered | | | | 35% | | | | 42% | | | | 22% | | | | 16% |
| Impact (see footnote 3) | Concert | s, Screen Da | _ | nibition | | Attend | lances | | De | velopme | nt Sessio | ns | | Particip | ations | |
| | Apr | May | Jun | Q1 | Apr | May | Jun | Q1 | Apr | May | Jun | Q1 | Apr | May | Jun | Q1 |
| Improved quality of life through greater access to creative and social experiences | 343 | | | 343 | 20,936 | | | 20,936 | 3 | | | 3 | 9 | | | 9 |
| Improved opportunities through personal and professional transferrable skills | 34 | | | 34 | 3,863 | | | 3,863 | 77 | | | 77 | 413 | | | 413 |
| Improved confidence to contribute positively through opportunities for self-expression and community involvement | 18 | | | 18 | 732 | | | 732 | 58 | | | 58 | 328 | | | 328 |
| Improved feeling of inclusion and equality through greater understanding of other cultures and lifestyles | 16 | | | 16 | 275 | | | 275 | 0 | | | 0 | 0 | | | 0 |
| Improved mental and physical health through more active involvement in creative and social experiences | 232 | | | 232 | 11,604 | | | 11,604 | 15 | | | 15 | 113 | | | 113 |
| Improved community resilience through a more diverse creative economy | 81 | | | 81 | 10,926 | | | 10,926 | 40 | | | 40 | 204 | | | 204 |

^{1:} Attendances are the number of people who attend concerts, screenings or exhibitions. Paricipations are the number of times people take part in development sessions

4.3 Performance Monitoring

June 2023

^{2:} We have profiled each quarter against data from previous years' so we can more accurately predict and anylyse seasonal variances

^{3:} Our activity is planned and measured against the 'Social Outcomes' (SOs) listed under the Impact heading - each event, session or project has two priority SO, and the table above cumulatively captures these priority SOs

4.4 Major Projects June 2023



INTRODUCTION

This report details the following

- Significant projects completed
- Updates on short term projects
- Listing of medium and long term projects

SIGNIFICANT PROJECTS COMPLETED

| Date | Title | Intention | Outcome |
|-----------------|--|--|--|
| 20 May 2023 | Performing Arts Venue Relief Fund Rd2. CS Funded | To support creatives and reengage audiences as part of a COVID recovery strategy | 5 shows and over twenty artists commissioned as part of this process |
| 26 June 2023 | Resonance | Partnership project with GSA funding by AHRC | Positive outcome of phase 1, Team including CEO presenting at AHRC conference LINK |

UPDATES ON ONGOING PROJECTS

| Title | Intention | Update |
|-------------------------------------|--|--|
| Culture Collective. CS funded. | Support creative practitioners to deliver wellbeing projects in Shetland, Orkney and Western Isles through small grants. | Majority of delivery complete. Some residual funding to be allocated. Completion due in October |
| Formal certificates for activities | Partner with Shetland UHI to offer certification for youth group and informal learning activities | Awaiting final approval from UHI and recruitment ongoing |
| Islands Deal Knab Project Strand | To support the development of the Cultural Hub | No update from last report. |
| Process Review | To ensure the organisation is working efficiently and maximising digital opportunities to manage | Paperless software installed for the purchase ledger and now in use. New EPOS systems also |

4.4 Major Projects June 2023

| | workflow | researched and proposal being reviewed by relevant teams. |
|---------------------------------------|---|---|
| Remembering Together | To deliver phase 1 of the National Covid Memorial project. | Phase 2 planning meeting 5 July 2023 |
| SCT Capital Grant Scheme – Mareel | Implementation of Capital Grant Works under the SCT scheme. Work will take three years. | Discussions with architect ongoing re Changing Places toilet at Mareel. |
| SCT Capital Grant Scheme - Bonhoga | Implementation of Capital Grant Works under the SCT scheme. Work will take three years. | Discussions on going with architect for works at Bonhoga. |
| Accessibility & Inclusion Group | Establish a forum through which people with lived experience can inform Shetland Arts on accessibility & inclusion issues | Engagement strategy agreed (quarterly survey, and response follow up). Autism Understanding Scotland to do audit of Mareel |
| Music Policy Resilience Lab | International policy development project for music in remote locations. 11 international partners. | BP and GH attended second round table exploring alternative finance models for musicians in remote locations including the use the NFTs |
| Health & Safety Review | To improve quality of operational Health and Safety information as well as accessibility for staff. | Initial work done to set up a H&S focussed channel in team with an action plan developed for remaining work. |

SIGNIFICANT PROJECTS PLANNED

Medium = 3 Months - 1 Year; Long = 1 Year +

| Medium/Long Term | Title | Intention |
|------------------|--|--|
| Medium | Creative Scotland Place Partnership | To successfully apply and deliver a Place Partnership. |

4.4 Major Projects June 2023

5.1 Policies June 2023



INTRODUCTION

This report details the following

- Policies for Approval
- Policy Register

POLICIES FOR APPROVAL

| Policy Name | Appendix | Changes |
|-------------------|----------|---------|
| Relocation Policy | 1 | |

POLICY REGISTER

| Policy Name | Date for Review | Notes |
|--|-----------------|---|
| Pay and Pension Policy | 27/04/2024 | |
| Sick Pay | 16/12/2024 | |
| Adoption, Maternity and Paternity | 16/12/2024 | |
| Statutory Right to Time Off | 16/12/2025 | |
| Training and Trips | 24/02/2025 | |
| Disciplinary | 24/02/2024 | |
| Capability | 24/02/2024 | |
| Anti- Harassment, Bullying and Victimisation | 28/04/2024 | |
| Equality, Inclusion and Diversity | 28/04/2023 | Will be updated for the August board meeting following approval of modular strategic framework. |
| Absence Management | 16/12/2025 | |
| Communications | 28/04/2024 | |
| Whistleblowing | 30/06/2024 | |

| Expenses | 30/06/2025 | |
|--|----------------|---|
| Data Protection | 30/06/2023 | |
| Alcohol and Drugs | 30/06/2025 | |
| Social Media | 25/08/2024 | |
| Environmental | 25/08/2023 | |
| Health, Safety and Welfare | 27/04/2024 | |
| Children, Young and Vulnerable Adults | 03/11/2024 | |
| Conflicts of Interest | 27/04/2024 | |
| Smoke Free Policy | 03/11/2024 | |
| Volunteering Policy | 24/02/2024 | |
| Menopause Policy | 29/04/2024 | |
| Portable IT Policy | In development | |
| Procurement Policy | 03/11/2025 | |
| Recruitment Policy | 24/04/2025 | |
| Lone Working Policy | In development | |
| Appraisal Policy | 24/02/2024 | |
| Flexible Working Policy | 27/04/2026 | |
| Time off for Dependents Policy | 27/04/2026 | |
| Breastfeeding Policy | In development | Working on amendments following staff consultation. |
| Relocation Policy | New Policy | Included as Appendix 1 |

Purpose

In support of our strategic goal to attract, recruit and retain the best available Shetland Arts Development Agency (SADA) offers a relocation package to support new employees who are required to relocate to take up employment. The relocation package is offered as a contribution towards costs incurred, and is designed to be flexible, allowing staff to use the financial support available (as outlined in this Policy) in the way that will be most helpful to them.

Scope

New contracted staff at Pay Band 1 or higher will qualify for relocation assistance if they meet the eligibility criteria which will normally be as follows:

- all staff being appointed on continuing contracts, or fixed term contracts of over two years duration; and
- where new staff currently live outside of what is a reasonable travelling distance to their place of work, (for guidance purposes this would normally be more than 50 miles from either Mareel or Bonhoga)

OR

where new staff face a significant challenge in meeting required working hours due to public transport options.

Conditions

The following qualifying conditions will apply:

- employment would need to have commenced before any claim is paid;
- claims should normally be made within six months of the member of staff taking up the
 appointment. This may be extended in exceptional circumstances, with the approval of the
 Chief Executive. However the maximum time limit for claims to be made should be in
 accordance with the HM Revenue and Customs rules for the exemption of tax and national
 insurance liability;
- there is only one relocation claim permitted per household, e.g. if a husband and wife, or partners at the same address, are both to be employed only one member of staff can make a claim for reimbursement;
- eligible staff will be offered, in writing, a relocation package under the terms of this Policy and will be asked to sign to confirm their acceptance of these terms.

Financial Support for Relocation

A financial contribution towards the costs of relocation will normally be provided to members of staff as follows:

| Pay Band 1 | Up to £500 | | |
|-------------------|--|--|--|
| Pay Band 2 & 3 | Up to £1,000 | | |
| Pay Band 4, 5 & 6 | Up to 10% of starting salary to a maximum of £5K | | |

Special Cases for Assistance

Staff employed and funded on fixed term contracts of two years duration or under, for specific projects or pieces of work, will not be eligible to apply for the full relocation package but can apply to your line manager for a contribution of up to £300 to assist with their relocation costs.

The Relocation Claims Process

Any request for payment of expenses should be submitted via Breathe. Once submitted, this will be routed to your line manager for approval before payment is made directly to your bank account.

Members of staff will be required to pay any relocation amount themselves in the first instance and then submit their relocation expenses claim for reimbursement under the terms of this Policy. Direct payment to companies such as removal firms or storage companies will not be made by SADA.

Scanned copies of receipts must be uploaded with the expenses claim to allow the claim to be paid. (Credit card receipts or bank statements are not permitted.)

Relocation Expenses

What can be claimed for

Guidance on what types of items can be claimed for reimbursement is detailed below. Within the headings below, individual may choose how they use the financial support available according to their particular needs. However all claims are subject to an overall limit as defined above. All reimbursement is made on the basis of actual costs incurred.

Removal costs

The packaging and removal of furniture and effects including insurance of goods in transit. Two competitive quotes should be submitted. Unless otherwise agreed it is expected that the company with the lowest quote will be used. If a removal company is not used, reasonable expenses for the van hire, petrol, ferry and insurance costs can be claimed.

The costs of temporary storage of personal effects, where a permanent move cannot be made immediately.

Temporary Accommodation

If new accommodation cannot immediately be purchased then temporary accommodation costs will be paid up to a maximum of 6 months. The cost of this temporary accommodation will be met from the overall contribution sum agreed for the relocation. A copy of the rental agreement will be required.

Travel Costs

If challenges with public transport cause an issue for new staff in their availability for the work of the organisation then costs relating to improving transport options for the employee could be covered. This may be driving lessons or a contribution towards the purchase or a vehicle.

Travel costs if relocating from within the UK

For staff relocating from within the UK, the cost of relocating to the new area will be paid at either one economy class or equivalent air or train fare for the member of staff, spouse/partner and children; or if moving by car, appropriate mileage (based on the SADAs mileage rate) and ferry costs can be claimed.

Professional and Legal costs – Sale of Property

Reasonable legal expenses and associated costs along with estate agents costs in connection with the sale of the former home will be reimbursed.

Professional and Legal costs – Purchase of Property

Reasonable legal expenses and associate costs in connection with the purchase of the new home will be reimbursed, as will survey/valuation costs and stamp duty (to the value of the property being sold).

Tax Implications

Full information on the tax treatment of relocation benefits is available from the UK Government website, which can be viewed here. Expenses and benefits: relocation costs: Overview - GOV.UK (www.gov.uk)

Recovery of Relocation Payments

SADA reimburses relocation expenses on the condition that the recipient does not choose to leave the SADA's employment within two years. If the recipient does leave within two years SADA will recover payments reimbursed on the following basis:

| Leaving In | Payment Recovery |
|---|------------------|
| Within one year of appointment | 100% |
| Within 18 months but more than one year of appointment | 67% |
| Within two years but more than 18 months of appointment | 34% |

Any monies owed at the member of staff's date of leaving will be deducted from their final salary. The recipient will be asked to sign to agree to these terms as per the template letter outlined in Appendix A.

Questions on the Relocation Policy

Any questions on the application of this Relocation Policy initially be emailed to your line manager.

Appendix A: Outline Letter of Acceptance Personal/Location details

| Name | Title | |
|----------------------------------|--------------------|--|
| Job title | Start Date | |
| Former Address | Present Address | |
| Relocation Support Offered | | |

I, the above named, confirm that I have read and understand the SADA's Relocation Policy and accept the relocation expenses financial support offered to me under the terms of the Policy. I confirm that if I leave SADA's employment within 2 years of appointment I will repay to SADA on demand, in line with the Policy Section 6, the expenses paid to me. I agree to the deduction by SADA of any outstanding sums due by me to it, including relocation expenses from my final salary payment.

| Signature: | | |
|------------|--|--|
| Date: | | |

5.2 Annual Financial Statements31 March 2023



INTRODUCTION

This report contains the annual financial statements to 31 March 2023 as an Appendix.

Irene Hambleton from RSM UK Audit LLP will attend the board meeting and give a presentation on the financial statements.

They are for final approval by the board.

TRUSTEES' REPORT & FINANCIAL STATEMENTS

for the year ended

31 March 2023

CHAIRPERSON'S MESSAGE 31 MARCH 2023

Welcome to our newly formatted and designed Annual Financial Statement. We hope you will find this welcoming and readable, as well as complying with our legal and financial obligations. We have committed to reporting on the impact we have made against our Social Outcomes alongside financial information, key performance data and a commentary from our auditors.

My second year as Chair of Shetland Arts has seen the organisation continue to recover from the pandemic and put plans in place for its long-term resilience. It has been very sobering seeing the continued impact of the pandemic and the pressure the cost-of-living crisis has had across the creative industries. We continue to be grateful for the support of our users, audiences and partners.

Shetland Arts hosted several significant events during the year including *The World of Fancy Boy*, an exhibition celebrating the work of Shetlander Harry Whitham. We continued to invest in the sector, commissioning new work with funding from Creative Scotland and providing development funding for Shetland craft products.

This year saw the organisation secure the OSCR accredited Good Governance Award which is a kite mark that demonstrates exceptional charity management. It is a testament to my colleagues on the board of trustees and the work of the leadership team that this has been achieved.

As we bring this financial year to a close, my thanks go to Lynn-Sayers McHattie who stood down as a trustee in February 2023 after completing 6 years' service and I am excited to welcome Catriona MacDonald and Jamie Manson to the board of trustees. I would also like to extend my thanks to all the staff at Shetland Arts who continue to deliver an incredible range of events and opportunities.

My final thanks go to our core funders, Creative Scotland and Shetland Charitable Trust, and our other stakeholders Shetland Islands Council and Highlands and Islands Enterprise. Their continued investment in our work and the support they have made available through their expertise and willingness to discuss and challenge our plans has been nothing but positive.

I hope you enjoy the new format and we look forward to seeing you at an event soon.

Susan Mail Chair

ANNUAL REPORT OF THE TRUSTEES 31 MARCH 2023

The Trustees are pleased to present their annual Trustees' Report together with the financial statements of the charity for the year ending 31 March 2023.

The financial statements comply with the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended), the trust deed and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (as amended for accounting periods commencing 1 January 2019) (the SORP).

OBJECTIVES AND ACTIVITIES

Shetland Arts' principal objectives are laid out in the supplementary Deed of Trust registered on 30 October 2020.

The objects of the agency are to:

- (i) advance the education of the public resident in Shetland in the Arts, in particular the Arts of Dance, Drama, Theatre, Film, Literature, Music, Crafts, Visual Arts and any new form of Media:
- (ii) advance Arts and Culture for the benefit of the public in Shetland;
- (iii) advance Citizenship and Community Development for the benefit of the public in Shetland.

In furtherance of the objects the Trustees shall seek to:

- (i) encourage and assist in promoting and advancing the creation, practice, presentation and study of all forms of art visual, performing and creative;
- (ii) support and encourage the continual development of all art forms;
- (iii) support existing, and encourage new, work;
- (iv) improve access to the arts and create opportunities for individuals, geographical communities and communities of interest, at all levels of experience and ability, to participate in and enjoy a diverse range of arts activity through performances, exhibitions and educational activities;
- (v) create opportunities for personal development through a community development approach within the arts;
- (vi) promote a culture of lifelong learning through a community development approach within the arts:
- (vii) support professional artists through residencies, workshops and performances;
- (viii) promote excellence in artistic quality;
- (ix) develop the skills and experience of artist practitioners and participants and encourage learning; and
- (x) provide facilities to support artistic activities.

Introduction

This year continued to be a challenge for Shetland Arts due to the ongoing impact of COVID-19 but we were delighted to be able to begin delivering more events again as public health guidance was updated.

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

We employ a robust process of evaluation for each element of every project we deliver. Every activity is submitted to the Leadership Team on a Project Proposal Form (PPF) that contains a narrative statement and describes how the project relates to our Trust Deed, which programme area it is part of, which art forms it relates to and whether the work is contemporary, populist or traditional. This form also sets the Key Performance Indicators (KPIs) and the budget.

All elements of the activity are considered, particularly how the projects will deliver our social outcomes. The Leadership Team sets key milestones and receives regular updates, with monitoring requirements being dictated by the scale of the project.

Once an activity is completed the PPF is reviewed against actuals and lessons are learned where appropriate.

Project Managers collate monthly KPIs for each active project and every quarter a report is produced which includes KPIs, a narrative for each social outcome and several case studies which highlight particular projects. These reports are submitted to Shetland Charitable Trust, circulated to Shetland Arts' Board of Trustees and made available on the Shetland Arts website.

Social Outcomes

This was the first year we delivered our work with the objective of meeting the new social outcomes agreed by the trustees. These social outcomes will allow Shetland Arts to better target its work. The new social outcomes are:

- 1. Improved quality of life through greater access to creative and social experiences
- 2. Improved opportunities through personal and professional transferable skills
- **3.** Improved confidence to contribute positively through opportunities for self-expression and community involvement
- Improved feeling of inclusion and equality through greater understanding of other cultures and lifestyles
- **5.** Improved mental and physical health through more active involvement in creative and social experiences
- 6. Improved community resilience through a more diverse creative economy

Although many of our activities will deliver against more than two of our social outcomes, our intention is to focus on the two that are the reason we are doing it and report against them. In our narrative reporting we acknowledge that a participant or audience member may well have experienced a different impact than we intended, and we will make every attempt to capture their story. We use a variety of methods to capture our impact including participant surveys, feedback, comments on social media and emails.

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

Achievements & Performance

The table below shows the key performance indicators for the year. This will be followed by highlights from the work under each social outcome during the year.

| Actuals | Concerts, Screenings and Exhibition Days | Attendances | Development Sessions | Participations |
|--|--|-------------|-------------------------|----------------|
| Delivered | 3,864 | 210,700 | 1,442 | 10,643 |
| Target | 4,000 | 140,000 | 1,600 | 14,000 |
| % of Target Delivered | 97% | 151% | 90% | 76% |
| Impact | Concerts, Screenings and Exhibition Days | Attendances | Development Sessions | Participations |
| Improved quality of life through greater access to creative and social experiences | 3,501 | 182,271 | 240 | 3,749 |
| Improved opportunities through personal and professional transferrable skills | 371 | 26,409 | 887 | 4,496 |
| Improved confidence to contribute positively through opportunities for self-expression and community involvement | 368 | 24,514 | 831 | 5,628 |
| Improved feeling of inclusion and equality through greater understanding of other cultures and lifestyles | 413 | 6,631 | 79 | 1,830 |
| Improved mental and physical health through more active involvement in creative and social experiences | 2,136 | 80,065 | 320 | 3,134 |
| Improved community resilience through a more diverse creative economy | 922 | 99,143 | 384 | 1,913 |

Notable variances between Target and Actual KPIs

The under-delivery of the participation numbers is due to under-recruitment on our formal education programmes. This has been a challenge locally and nationally across the education sector and we are planning for recovery in 2023/24.

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

1: Improved quality of life through greater access to creative and social experiences

Cinema Programme

The cinema programme at Mareel showcased 275 different films, ranging from mainstream blockbusters to independent and foreign language cinema; from documentaries about musicians, artists and extraordinary individuals to award-winning dramas; from horror, comedy and thrillers to family animation. The films screened were from 28 countries spread over six continents, and 29% of the films screened were by women filmmakers (the percentage of these released in the UK last year was 24%). The programme included cinema from every decade since the 1940s, with film series celebrating James Bond and Audrey Hepburn, and a special season of drag movies to tie in with *The World of Fancy Boy*.

"I really appreciate [Staff Member X's] ability to bring us such a diverse menu of films every month. It's great to see the big blockbusters but her choice of the other small and beautiful movies really make for a great cinema experience for us all, here in Shetland." (Facebook comment)

Wordplay

The 2022 edition of Wordplay ran from 21st - 25th September and was delivered fully in-person. The key author events were well attended. The local writer's night featured the Shetland Library Young Writer Award, which had four categories: two age groups for English and Shetland dialect writing. Gavin Esler, presenting his book *How Britain Ends*, was very popular and attracted a number of customer comments.

"These two events were fantastic (Chitra & Gavin) thank you. Thank you for organising! Thoroughly enjoyed the events I attended." (Customer feedback)

Juan Martín

It was over 10 years since Juan Martín last performed in Shetland. Once the news got out that he was due to perform here, many people commented on how amazing the previous gig was and how much they were looking forward to seeing him again. Juan Martín wowed a close-to-capacity auditorium in February with his flamenco guitar, and everyone was on the edge of their seats in awe.

"I can safely say I have never in my life seen such an unbelievable musician. Your playing made me laugh, cry and all the emotions in between. Thank you so very much for visiting our little island. The best performance I have ever had the good fortune to witness. Absolutely remarkable. Thank you" (Facebook comment)

2: Improved opportunities through personal and professional transferrable skills

Education courses delivered on behalf of UHI Shetland.

During 2022/23 Shetland Arts, in partnership with UHI Shetland, delivered various courses in film, music, and drama. The education programme aims to teach specific creative specialisms and equip individuals with practical skills that can be transferred to both personal and professional settings. The courses emphasise core skills such as problem-solving, communication, and critical thinking. With the programme's focus on transferrable skills, participants will be able to apply what they've learned in a variety of situations, improving their chances of success in both their personal and professional lives.

"Made me find something that I was really good at and enjoy and opened up new doors for my future." (Feedback from HNC student)

Creative Labs

This year's Creative Labs have been led by Linda Newington (expressive watercolour) and Linda Richardson (printmaking). These have taken the form of four-hour long workshops in Mareel where participants can learn the basics of each technique. Linda Richardson's workshops in particular proved very popular, selling out so quickly that we added another.

"Pure therapy." "Very inspiring." (Feedback from participants)

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

Shetland Young Promoters Group

Shetland Young Promoters Group (SYPG) organised a successful youth event in the Mareel Auditorium in March. The project provided practical experience to young people in various aspects of event management, and created opportunities for active engagement in creative and social experiences. Through workshops with guest speakers in the run up to the event, the group members learned to design posters, flyers, and promote the event on social media platforms. By working together, the group improved their organisational and creative skills and benefited from learning transferable skills that can be used in personal and professional settings.

"I'm less awkward and I'm more willing to speak to people to promote events." (SYPG member)

3: Improved confidence to contribute positively through opportunities for self-expression and community involvement

Film Crew

Film Crew is a project that allows young people to come together on Saturdays to express themselves creatively though film making and develop social skills as they support one another through collaboration. We have added a Creative Assistant to support the sessions which has been incredibly beneficial due to the age of participants, their individual needs and the expense of the equipment that they use.

"[Our son] really loves Film Crew and looks forward to it every week. He's made lots of new friends and he's constantly running about the house making films on my mobile phone now!" (Feedback from participant's parent)

Pollyanna Paradox

Pollyanna Paradox is an original audio play exploring the felt impact of coercive control on a family.

In collaboration with Shetland Women's Aid and The Compass Centre and supported by Shetland Arts, this play was written by local playwright Stephenie Georgia with creative input from survivors of domestic abuse in Shetland. The radio play was performed by Islesburgh Drama Group in front of a live audience in Mareel in November as part of 16 Days of Activism Against Gender Based Violence and published on Shetland Arts' website.

"We are very excited to have worked in collaboration with local partners to support this production and to give survivors a platform, a voice to participate in this fantastic project." (Laura Stronach, Shetland Women's Aid Service Manager)

"For making silent voices audible, and to shout light into the darknesses. My sincere hope is that dramas such as these enable those watching audiences to recognise how people can hide in the shade as perpetrators, but also how recognition and exposure can lead to survival and hope." (Shetland News review)

Remembering Together

Greenspace Scotland have commissioned each Scottish local authority to create a memorial for COVID-19, called Remembering Together. We are managing Shetland's project alongside Shetland Islands Council. Phase 1 of the project involved pulling together a large reference group to provide contacts and input into the consultation. The consultation showed that people were looking for a shelter space and to utilise existing spaces for Phase 2 and we are beginning to move to the next phase with the support of Greenspace Scotland and Shetland Islands Council.

"The community and people that I have met have been incredible." (Commissioned Artist)

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

4: Improved feeling of inclusion and equality through greater understanding of other cultures and lifestyles

The World of Fancy Boy

The World of Fancy Boy was a glittering exhibition showcasing outfits, illustrations and inspirations from costume designer (and Shetlander) Harry Whitham. Curated by Shetland Arts and coinciding with Shetland Pride 2022, the exhibition was both a celebration of Shetland's design talent and LGBTQ+ identity and culture. Harry designs and makes bespoke costumes for some of the UK's best loved drag queens and his work features regularly on RuPaul's Drag Race (BBC). The show filled the auditorium at Mareel throughout July and was accompanied by a creative workshop led by Harry, a programme of related films showing in the cinema (selected by Harry) and a series of postcards printed to accompany the show, depicting six of Harry's costume designs.

"Closeted and getting emotional in here...I have a few ideas for drag and performance but have not been brave enough to put them out into the world, thank heavens for people like you, Fancy Boy speaks volumes about the impact of this show in a place like Shetland. It felt like a safe, creative and exciting way to introduce the LGBTQ+ world to much of our audience, showing both the very serious, professional and lucrative side of a world that is not widely represented in Shetland." (Feedback from the exhibition comments book)

Shetland Youth Theatre

Shetland Youth Theatre meet weekly at the Garrison Theatre. Sessions are led by Stephenie Georgia with the support of a Creative Assistant. In April the group travelled to National Theatre's *Connections* event. They performed at The Lowry in Salford and took part in workshops aimed at developing their theatre skills. This project made a difference to the young people's lives and opened them up to a world of travel and performing in big theatres - something that certainly did not happen during the last two years. The opportunity to work with practitioners from across the UK provides them with confidence in their work and themselves, as well as the high-quality learning experience of working with different contemporary directors and writers.

"Absolute joy of the highest order." (SYT participant)

"I love SYT. I really enjoyed working on characterisation this term, thinking about how to make characters more real and working out how they see the world." (SYT participant)

6 Feet 3 shoes

6 Feet 3 Shoes by Slanjayvah Danza is a piece that combines music, dance and storytelling to make a totally new Spanish/Scottish fusion of dance theatre and joy. The performers tell a tale of the sharing of two cultures. This work has toured across Scotland thanks to The Touring Fund and they performed in Skeld, Bigton, North Unst and Vidlin halls. Each show had additional offerings attached, to be decided by the audience. These could be a ceilidh, where local musicians were invited to join in, or performers sharing their experience of their art form and in creating the production. This was a great creative insight into how the piece was made.

"Absolutely, totally amazing." (Audience feedback)

5: Improved mental and physical health through more active involvement in creative and social experiences

HIDE_OUT

With funding from The Creative Learning Network via SIC Creative Links, Shetland Arts and Shetland Islands Council delivered HIDE_OUT, a creative project in Sandwick Junior High School supporting wellbeing, art and design. Glasgow-based artist-illustrator Ursula Kam-Ling Cheng led the project via a series of creative workshops using meditation, doodling & mark-making as a starting point to create a collaborative artwork for the school bike shed. Sessions allowed pupils to experiment with materials and techniques that they had never used before. They had fun using Ursula's creative exercises to focus on mindfulness; drawing their own breathing patterns, drawing with their eyes closed and responding to their feelings and instincts rather than more traditional classroom methodologies. All pupils helped to create the final work at the school along with an additional temporary work for the façade of Mareel to acknowledge and celebrate the project.

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

"Our pupils at SJHS have really enjoyed an opportunity to show off their creative side in partnership with Shetland Arts. It has been a fantastic project that has empowered the pupils to totally transform our bike shed

at the front entrance to the school whilst working with a professional artist. What was previously a fairly non-descript building is now a work of art." (Stuart Clubb, Headteacher of Sandwick Junior High)

Winter Warmers

Thanks to support from Shetland Islands Council Winter Activities Fund, Shetland Arts were able to make a series of film screenings free to attend over the winter months, plus provide a hot drink, soup and fruit to attendees. Between December 8th and February 2nd there were two screenings per week, comprising a family film on Tuesdays after school and a film for older audiences on Thursday afternoons, attracting a total of 823 happy customers. Feedback was overwhelmingly positive, particularly from families who were delighted to be able to enjoy a free trip to the cinema in the run up to Christmas and in the middle of the cost-of-living crisis.

"Really enjoyed this today, hoping it'll become a tradition every winter!" (Facebook comment)

"Shetland Arts really know the meaning of Christmas." (Facebook comment)

6: Improved community resilience through a more diverse creative economy

Retail Commissions

During 2022/23 we worked on two rounds of Retail Commissions with makers based in, or connected to, Shetland. Successful applicants received £500 development funding to create prototypes of new products that could retail at between £15 - £35. The makers were supported by the Shetland Arts retail team and had the opportunity to meet as a group to discuss their specific challenges and projects. Their supported makers included Tenneka Patterson, Helen Robertson, Aimee Labourne, Helen Laurenson, Jocelyn Naquin, Allie Clubb and Jo Chapman.

"The opportunity to be a part of the Shetland Arts Retail Commissions two years ago has taught me so much about how to create a successful product. Designing and creating a prototype and then a final product can be a long and challenging process, so to receive guidance from the staff and feedback from the other participants has been invaluable. From the knowledge I've gained from these experiences and the money I've earned, I have been able to create even more products for my business." (Retail Commission recipient)

VACMA

The Visual Arts and Crafts Makers Awards in Shetland are funded by Creative Scotland, Shetland Islands Council and Shetland Arts. The awards are aimed at providing time for artists to focus on new skills and learning as opposed to commercial factors. This year has seen our highest number of applications: 4 for round 1 and 18 for round 2. Each panel is made up of Shetland Arts employees, a Creative Scotland employee and a freelance artist. We ran developmental artist workshops specific to the VACMA application and have held one-to-one meetings providing feedback on applications. This year awards were made to Linda Newington, Julie Willmore, Shannon Leslie, Karlin Anderson, Helen Robertson, May Graham, Jane Matthews, Edina Szeles and Kirsty Smith.

"[VACMA has] been a notable support in helping me consistently continue to develop my work as a visual artist." (VACMA recipient)

"The award allowed me to "get off the hamster wheel" of business for a week and immerse myself in my practice." (VACMA recipient)

Performance Commissions

In December 2022, five applicants were awarded the Performing Arts Commissions fund, supported by Creative Scotland. Kathryn Spence's *A Journey of Flight* is a dance theatre piece about the migration of birds and how it relates to human factors; Helen Robertson's *Slew* was a 12-hour knitting performance to knit the sling of a deckchair; Renzo Spiteri teamed up with David Boyter and Sophie Wishart for *The Eyland Project*, a mixture of Mediterranean sounds that toured three venues in Shetland; Jordanna O'Neill collaborated with local comedian and performer Marjolein Robertson for comedic theatrical performance *Me, Myself & Mary* and finally Jenny Sturgeon performed *The Living Mountain Trio*, an adaptation of her solo project.

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

'A wonderful production that you could lose yourself in. full of beauty, harmony and thoughtfulness. All of the features worked so well together.' (Audience feedback)

"Love how Shetland arts is more about community involvement now and less about elitism." (Award recipient)

Volunteers

With the return of in-person events the organisation was able to begin using its volunteer team again. During the year volunteers contributed 1,105 hours of their time to the organisation.

Change Management

During the year the revised organisational structure developed during 2021/22 was implemented increasing the size of the Leadership Team and allowing departments to work more closely together. This has increased the diversity of voices at leadership level which is helping the organisation to navigate the challenging times post COVID-19.

FINANCIAL REVIEW

The 2023 financial year continued to be a challenge as events returned following COVID-19. Shetland Arts' venues were open for the full year however opening hours were still affected. Mareel continues to be closed on a Monday due to difficulties in staffing; Bonhoga remained at five days per week for the full financial year. Income has not returned to pre-COVID levels which is a challenge. SADA was fortunate to receive COVID-19 relief funds to help during the financial year.

The organisation continues to produce detailed financial projections monthly as the recovery from COVID-19 continues. The trustees are confident that the organisation will remain solvent as projections to 30 June 2024 show the organisation in a suitable financial position. The Leadership Team will also review results monthly and will act quickly if cost savings are required.

The surplus on the Unrestricted Funds for the year was £20,776 (2022 - £20,207). This surplus of £20,776 in Unrestricted Funds comes after the deduction of depreciation in the year of £593,365. This depreciation is partly offset by a transfer made from the Restricted Capital Fund to Unrestricted Funds of £574,450. This transfer is done to recognise the fact that capital grants received in this year and during earlier financial periods should be amortised over the same useful lifetime as the assets to which they relate.

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

The Total Incoming Resources for the year were £2,659,637 (2022 - £2,441,249) made up as follows:

| | 2023 £ | 2023 % | 2022 £ | 2022 % |
|---------------------------|-----------|--------|-----------|--------|
| Revenue grants received | 1,446,380 | 54.4% | 1,623,070 | 66.5% |
| Capital grants received | 155,324 | 5.8% | - | - |
| Self-generated income | 1,053,778 | 39.6% | 817,681 | 33.4% |
| Interest received | 2,373 | 0.1% | - | - |
| Donations and sponsorship | 1,782 | 0.1% | 498 | 0.1% |
| TOTAL | 2,462,637 | 100% | 2,441,249 | 100% |

We received annual revenue funding of £682,500 from Shetland Charitable Trust (SCT) and £250,000 from Creative Scotland (CS) during the year.

Project funding was received from various funders, including Creative Scotland, Shetland Islands Council and Highlands and Islands Enterprise. This funding, combined with the use of our revenue funding and generated income has allowed the range of arts activity described under "Activities, Achievements and Performance" to take place during the year.

Additional grants were received through the year as additional support due to COVID-19. The largest of these was an additional £209,826 from the Shetland Charitable Trust COVID Contingency Fund and £126,217 from Creative Scotland under the Recovery Fund for Cultural Organisations.

Total Resources Expended was £3,212,687 (2022 - £2,969,451) made up as follows:

| | 2023 £ | 2023 % | 2022 £ | 2022 % |
|---------------------------|-----------|--------|-----------|--------|
| Stock and goods purchases | 234,071 | 7.3% | 139,940 | 4.7% |
| Charitable activities | 2,978,616 | 92.7% | 2,829,511 | 95.3% |
| TOTAL | 3,212,687 | 100% | 2,969,451 | 100% |

Grants were given out by Shetland Arts in the year of £5,750 (2022 - £7,750). These are contained in the Charitable Activities line above and further details of the grant scheme are contained in note 7b.

All staff costs are included in charitable activities above and have increased from £1,085,703 in 2022 to £1,404,064 in 2023.

Shetland Arts is an approved member of the Shetland Islands Council Pension Scheme. The updated actuarial valuation of the pension scheme as at 31 March 2023 resulted in a movement of £2,261,000 in the Shetland Arts pension scheme provision, which is shown in the Statement of Financial Activities, creating an asset on the Shetland Arts balance sheet to a total of £560,000.

RESERVES POLICY

In April 2016 the Trustees approved a new reserves policy. SADA is working towards securing adequate reserves to meet current and potential future needs. The organisation aims to have unrestricted reserves of at least £200,000, which will allow the organisation to meet any unexpected expenditure that may arise.

Within this reserve, funds will be designated to an Asset Replacement and Repair Reserve. In any year that the organisation makes a surplus, 50% of this surplus will be designated into this fund. The fund will be used for the replacement and repair of the assets of the organisation.

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

Total funds as at 31 March 2023 are £9,020,214 (2022 - £7,312,264). This is split between Restricted Funds of £8,344,009 (2022 - £8,917,835) and Unrestricted Funds of £676,205 (2022 – deficit of £1,605,571).

The trustees acknowledge the current position is challenging and they expect it to be a medium-to-long term objective to reach the position stated in the reserves policy. The staff team has been charged to increase surplus from income for us to achieve this position within the next four years.

PLANS FOR THE FUTURE

There are three key areas for development over the coming years:

- Managing the ongoing impact of COVID-19 and the cost of living crisis and building resilience into all our activity
- Implementing the modular strategic framework
- · Secure the islands deal creativity strands for Shetland

REFERENCE AND ADMINISTRATIVE DETAILS

Trustees Chris Gadsby

Malcolm Innes James Johnston Michele Kerry Kerry Larbalestier

Catriona MacDonald

Susan Mail

Jamie Manson Lynn-Sayers McHattie

Renzo Spiteri

Molly Williams

Appointed 22 December 2022

Appointed 27 April 2023 Resigned 23 February 2023

Appointed 26 August 2021 & Resigned 28 June 2022

Chief Executive Graeme Howell

Leadership Team Rachel Dominy Commissioning Lead Resigned 31 March 2023

Kerry Llewellyn Support Lead

Bryan Peterson Education and Outreach Lead
Esther Renwick Sales and Communications Lead
Jonathan Ritch Production and Facilities Lead
Wendy Tulloch Customer Experience Lead

Address Shetland Arts Development Agency

Mareel Lerwick

Shetland ZE1 0WQ

Auditors RSM UK Audit LLP

St Olaf's Hall Church Road Lerwick

Shetland ZE1 0FD

Bankers Clydesdale Bank plc

106 Commercial Street

Lerwick

Shetland ZE1 0JJ

Solicitors Harper Macleod

St Olaf's Hall Church Road Lerwick

Shetland ZE1 0FD

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

Founding Trust Deed Registered on 13 January 2006

Charitable Status Scottish Charity No. SC037082

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing Document and Organisation

Shetland Arts Development Agency is an unincorporated Registered Scottish Charity, constituted under a trust deed. The organisation is governed by a board of trustees who are responsible for long-term planning and strategic decision making, delegating the day-to-day operational decision making to the Chief Executive.

Appointment of Trustees, their Induction and Training

The trustees meet bi-monthly to administer the activities of the Agency. During the year the Trust Deed required the board to be comprised of a minimum of seven trustees, and a maximum of thirteen. Each trustee shall hold office for a period of three years with power to be re-appointed for a further period of three years. Trustees will retire on the third anniversary of their appointment. In the event of appointment for that further period, such trustees will not be eligible for appointment for a period of three years thereafter. The appointment of new trustees will be the job of a Nominations Committee constituted by three of the serving trustees. Trustees are normally recruited following public advertisement. The positions of Chair and Vice Chair are voted on by the existing trustees, and these office holders serve in accordance with the Agency's Standing Orders.

The trustees make decisions by majority vote at their meetings. The board holds meetings every two months with a more detailed information session on specific topics of interest in the months between.

New trustees receive individual induction from the Leadership Team on appointment and are encouraged to undertake training as appropriate to their role.

Pay Policy for Senior Staff

The trustees consider that the charity's trustees and Leadership Team comprise the key management personnel of the charity in charge of direction and controlling, running and operating the charity on a day-to-day basis. The Leadership Team comprises the Chief Executive, Commissioning Lead, Education and Outreach Lead, Sales and Communications Lead, Customer Experience Lead, Production and Facilities Lead and Support Lead. All trustees give their time freely and no trustee received remuneration in the year. Details of trustee's expenses are disclosed in note 19 of the accounts.

The pay of the senior staff is reviewed annually. The pay rates are benchmarked against third sector averages in Shetland. The pay of the Chief Executive is set by the trustees.

Related Parties

Shetland Arts Development Agency is funded by the Shetland Charitable Trust to deliver arts services to the community in line with the Shetland Cultural Strategy's three themes of Access: Participation and Potential; Creativity and Heritage; and Learning, Economy and Regeneration.

Shetland Arts Development Agency also receives revenue funding from Creative Scotland, dependent upon its submission to them of an annual programme of activities. This programme must meet Creative Scotland's own objectives, which are to support excellence in artistic and creative practice, to improve access to, and participation in arts and creative activity, and to develop and sustain a thriving environment for the arts, screen and creative industries.

Shetland Arts IP C.I.C., a Community Interest Company, was incorporated on 25 July 2011. The Company is wholly owned by Shetland Arts Development Agency and was set up as a means to secure the intellectual property rights over films, books, music, etc. and ensure that any profits generated in this way can be retained for the good of Shetland. During the financial year, the company's transactions were not material to the group, so consolidation of the figures was not required.

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

Risk Management

The Trustees have assessed the major risks to which the charity is exposed, in particular those related to the operations and finances of the charity, and are satisfied that systems are in place to mitigate our exposure to the major risks. The table below highlights the risks the board have identified as being the most significant.

| Risk Title | Risk Detail | Mitigation |
|---|---|---|
| Leadership | Loss of key leaders or key individuals that the organisation depends upon and cannot be replaced easily | Tracking staff satisfaction Appropriate pay and terms and conditions Development opportunities Good national profile to enable recruitment Board recruitment |
| Lack of Governance | Governance arrangements have little or no systems in place to identify and monitor compliance | Regular board meetings with standard key reports from each member of the SMT Reviewing arrangements in line with the Scottish Governance Code and working towards achievement of the Good Governance Award |
| Loss of public / stakeholder confidence / trust | Risk that an incident or situation creates an environment whereby confidence is eroded or lost | Business continuity planning Access to specialist communications freelancers Reasonable relationships with journalists Good informed relationship with stakeholders |
| Finance | Unexpected shortfall in funding to income affecting the ability to deliver against medium-term plans | Ensuring we are fully informed about the funding landscape Ability to raise funds from alternative sources Focus on traded/commercial income Delivering on funding agreements Ensuring funding is claimed in a timely fashion |
| Estates | Large unexpected estates issues | Proactive asset management Regular maintenance |
| Legal / Regulations | Breach of legal or licencing conditions | Trained staff Use of specialist contractors Use of auditors Proactive relationship with licencing body |

ANNUAL REPORT OF THE TRUSTEES (CONTINUED) 31 MARCH 2023

STATEMENT OF TRUSTEES' RESPONSIBILITIES

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

The law applicable to charities in Scotland requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

- Select suitable accounting policies and then apply them consistently;
- Observe the methods and principles in the Charities SORP (FRS 102);
- Make judgements and estimates that are reasonable and prudent;
- State whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended) and the provisions of the charity's constitution.

They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the charity and financial information included on the charity's website. Legislation in the United Kingdom governing the preparation and dissemination of the financial statements might differ from legislation in other jurisdictions.

Approved by the board of trustees on 29 June 2023 and signed on their behalf by:

Chairperson

INDEPENDENT AUDITORS' REPORT TO THE TRUSTEES 31 MARCH 2023

INDEPENDENT AUDITORS' REPORT TO THE TRUSTEES 31 MARCH 2023

INDEPENDENT AUDITORS' REPORT TO THE TRUSTEES 31 MARCH 2023

STATEMENT OF FINANCIAL ACTIVITIES (Incorporating Income and Expenditure Account)

for the year to 31 MARCH 2023

| I | Vote | | | Restricted | | |
|--|------------------|--|--------------------------|------------------------|--|-----------------------------|
| INCOME (| l | Jnrestricted Funds £ | Restricted Funds £ | Capital Funds £ | Total Funds £ | 2022 £ |
| INCOME from: | | | | | | |
| Donations Charitable activities Other trading activities Investments | 3 4 5 6 | 1,782 252,622 1,053,778 2,373 | 1,193,758 - - | 155,324 - - - | 1,782 1,601,704 1,053,778 2,373 | 498 1,623,070 817,681 |
| Total Income | | 1,310,555 | 1,193,758 | 155,324 | 2,659,637 | 2,441,249 |
| EXPENDITURE on: | | | | | | |
| Raising funds Charitable activities | 7 8 | 234,071 1,630,158 | 1,348,458 | - - | 234,071 2,978,616 | 139,940 2,829,511 |
| Total Expenditure | | 1,864,229 | 1,348,458 | | 3,212,687 | 2,969,451 |
| NET INCOME/(EXPENDITURE) | | (553,674) | (154,700) | 155,324 | (553,050) | (528,202) |
| Transfers between funds | | 574,450 | - | (574,450) | | |
| NET INCOME/(EXPENDITURE) BEFORE OTHER RECOGNISED GAINS A LOSSES | ND | 20,776 | (154,700) | (557,126) | (553,050) | (528,202) |
| OTHER RECOGNISED GAINS AND LOSS | ES: | | | | | |
| Actuarial gains/(losses) on defined benefit pension schemes | 18 | 2,261,000 | - | - | 2,261,000 | 635,000 |
| Net movement in funds | | 2,281,776 | (154,700) | (557,126) | 1,707,950 | 106,798 |
| Reconciliation of funds: Total funds brought forward | | (1,605,571) | 447,634 | 8,470,201 | 7,312,264 | 7,205,466 |
| Total funds carried forward | | 676,205 | 292,934 | 7,913,075 | 9,020,214 | 7,312,264 |

The statement of financial activities includes all gains and losses recognised in the year.

All income and expenditure derive from continuing activities.

Charity Registration No. SC037082 BALANCE SHEET 31 March 2023

| , | Note | 2023 | 2023 | 2022 | 2022 |
|---|----------|-----------|-----------|-------------|--------------|
| FIVED AGGETG | | £ | £ | £ | £ |
| FIXED ASSETS Tangible assets | 12 | | 7,989,700 | | 8,544,173 |
| Investments | 13 | | 1 | | 1 |
| TOTAL FIXED ASSETS | | | 7,989,701 | | 8,544,174 |
| CURRENT ASSETS | | | | | |
| Stock | 14 | 22,765 | | 21,333 | |
| Debtors | 15 | 559,464 | | 370,869 | |
| Cash at bank and in hand | | 227,723 | | 445,487 | |
| TOTAL CURRENT ASSETS | | 809,952 | | 837,689 | |
| LIABILITIES | | | | | |
| Creditors: Amounts falling due within one year | 16 | (298,513) | | (308,573) | |
| NET CURRENT ASSETS | | | 511,439 | | 529,116 |
| | | | | | |
| TOTAL ASSETS LESS CURRENT LIABILI | TIES | | 8,501,140 | | 9,073,290 |
| Creditors: Amounts falling due after more than one year | 17 | | (40,926) | | (60,026) |
| than one year | 17 | | | | |
| NET ASSETS EXCLUDING PENSION ASS | SET/LIAB | ILITY | 8,460,214 | | 9,013,264 |
| Defined benefit pension scheme asset/ | | | | | // / |
| (liability) | 18 | | 560,000 | | (1,701,000) |
| TOTAL NET ASSETS | | | 9,020,214 | | 7,312,264 |
| | | | ======= | | ======= |
| THE FUNDS OF THE CHARITY: | 21 | | | | |
| Capital restricted fund | | | 8,051,075 | | 8,470,201 |
| Restricted fund Unrestricted funds: | | | 292,934 | | 447,634 |
| Unrestricted income funds excluding | | | | | |
| pension reserve | | 116,205 | | 95,429 | |
| Pension reserve | | 560,000 | | (1,701,000) | |
| Total unrestricted funds | | | 676,205 | | (1,605,571) |
| TOTAL CHARITY FUNDS | | | 9,020,214 | | 7,312,264 |

These financial statements were approved by the board of trustees and authorised for issue on 29 June 2023 and are signed on their behalf by:

Trustee Trustee

STATEMENT OF CASH FLOWS

For the year ended 31 March 2023

| | Note | 2023 £ | 2022 £ |
|---|-----------------|---------------------|---------------------|
| Cash flows used in operating activities: | 24 | (158,555) | 28,918 |
| Net cash provided by operating activities | | (158,555) | 28,918 |
| Cash flow from investing activities: | | | |
| Interest from investments Purchase of property, plant and equipment | | 2,373 (38,892) | (20,345) |
| Net cash used in investing activities | | (36,519) | (20,345) |
| Cash flows from financing activities: | | | |
| Repayments of borrowing Interest paid | | (19,580) (3,110) | (28,039) (2,956) |
| Net cash provided by/(used in) financing activities | | (22,690) | (30,995) |
| Change in cash and cash equivalents in the repo | orting period | (217,764) | (22,422) |
| Cash and cash equivalents at the beginning of the re | eporting period | 445,487 | 467,909 |
| Cash and cash equivalents at the end of the reportir | ng period | 227,723 | 445,487 |
| Analysis of cash and cash equivalents | | 2023 £ | 2022 £ |
| Cash in hand Cash at bank including overdrafts | | 4,652 223,071 | 4,700 440,787 |
| Total cash and cash equivalents | | 227,723 | 445,487 |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

1. PRINCIPAL ACCOUNTING POLICIES

Basis of Accounting

The accounts are prepared under the historical cost convention (with the exception of pianos which are included at market value and the Weisdale Mill which is included at deemed cost) and include the results of the charity's operations which are described in the Trustees' Report and all of which are continuing.

In preparing the financial statements the charity follows best practice as laid down in the Accounting and Reporting by Charities: Statement of Recommended Practice, applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (as amended for accounting periods commencing 1 January 2019) (the SORP), the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities and Trustee Investment (Scotland) Act 2005, and the Charities Accounts (Scotland) Regulations 2006 (as amended) except as noted below.

Shetland Arts Development Agency meets the definition of a public benefit entity under FRS 102. The financial statements have been prepared in compliance with FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note(s).

The functional currency of Shetland Arts Development Agency is considered to be pounds sterling because that is the currency of the primary economic environment in which the charity operates.

All figures within the financial statements are rounded to the nearest pound.

Consolidation

The financial statements have been prepared for Shetland Arts Development Agency as an entity and in accordance with the SORP module 24. Group accounts have not been prepared on the basis that there is no statutory requirement to prepare group accounts as the results of the subsidiary undertaking is not material to the group.

Critical Accounting Estimates and Areas of Judgement

The following judgements and estimates have had the most significant effect on the amount recognised in the financial statements.

The trust has recognised a defined benefit pension scheme asset on the balance sheet. At 31 March 2023 the gross asset was £560,000 (2022: liability £1,701,000). Changes to the actuarial assumptions could result in material changes within the next financial year.

The annual depreciation charge for tangible assets is sensitive to changes in the estimated useful economic lives and residual value of the assets. These are re-assessed and amended when necessary.

Going Concern

The income of the organisation has not recovered to pre-COVID levels and it is felt it will not return fully. The Leadership Team have prepared cash flow projections for the next 12 months from the date of signing of the accounts and these show there will be sufficient cash, based on expected income and expenditure levels. The key assumptions underpinning these forecasts are the level of trading income earned and the receipt of funding from Shetland Charitable Trust beyond 2022/23, together with the ability to reduce costs. The anticipated level of trading income is based on industry expectations. The Shetland Charitable Trust funding is based on the indicative funding agreed by SCT to 31 March 2025.

Based on the charity's cash flow forecasts and the anticipated outcome of the matters described, the trustees have concluded that there is a reasonable expectation that the charity has adequate financial resources to operate for the foreseeable future. Accordingly, the financial statements of the charity have been prepared on a going concern basis.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

1. PRINCIPAL ACCOUNTING POLICIES (continued)

Income

Income is included in the Statement of Financial Activities when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred. The following policies are applied to particular categories of income:

Donations, legacies and similar incoming resources are included in the year in which they are receivable, which is when the charity becomes entitled to the resource.

Capital Grants

Capital grants are taken into account when they become receivable.

Revenue Grants

Revenue grants are taken into account when they become receivable.

The value of volunteer help received is not included in the accounts but is described in the annual Trustees' Report.

Expenditure

All expenditure is accounted for on an accruals basis and is recognised when there is a legal or constructive obligation to pay for expenditure. It is probable that settlement will be required and the amount of the obligation can be measured reliably. All costs have been directly attributed to one of the functional categories of resources expended in the Statement of Financial Activities.

Support Costs

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Support costs include staff salaries, overheads and governance costs which support the charity's activities.

All costs are allocated between the expenditure categories of the SoFA on a basis designed to reflect the use of the resource.

Termination Benefits

Termination benefits are payable when employment is terminated by the charity before the normal retirement date, or whenever an employee accepts voluntary redundancy. Such benefits are recognised when the charity is demonstrably committed to terminating the employment without withdrawal or when an offer of voluntary redundancy is accepted.

Operating Lease Agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are accounted for in the Statement of Financial Activities within resources expended on a straight line basis over the period of the lease, with the exception of the rent payable to Shetland Islands Council under the sub-lease of Mareel, which is netted off against rent receivable from Shetland Islands Council under the head-lease, as explained in note 22.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

1. PRINCIPAL ACCOUNTING POLICIES (continued)

Tangible Fixed Assets

No single equipment purchase with a cost below £500 is to be capitalised. Any item of equipment costing more than £500 is initially stated at cost.

Paintings are not depreciated as they are considered to have a useful life of greater than 50 years and therefore any depreciation is considered immaterial. The trustees consider that this departure from United Kingdom Generally Accepted Accounting Practice (UK GAAP) is necessary in order to provide a true and fair view.

The pianos were re-valued on 31 March 2011. The valuations were based on a review of second-hand piano sellers' websites and were carried out by Sheila Duncan, who was an internal employee of Shetland Arts Development Agency and is not a qualified valuer.

Depreciation is provided on all other tangible fixed assets at rates calculated to write off the cost or valuation, less estimated residual value, of each asset evenly over its expected useful life. The estimated useful lifetime of assets was calculated as:

Heritable Property – Weisdale Mill – 50 years Heritable Property – Mareel building – 24 years Plant and Equipment – 5 to 10 years Computer Equipment – 3 to 5 years

Residual value represents the estimated amount which would currently be obtained from disposal of an asset, after deducting estimated costs of disposal, if the asset were already of an age and in the condition expected at the end of its useful life.

Investments

Investments in subsidiary undertakings are initially capitalised at cost.

Stocks

Stocks are stated at the lower of cost and net realisable value. Net realisable value is based on estimated selling price less any further costs expected to be incurred on disposal.

Debtors

Trade and other debtors that are receivable within one year are recognised at the settlement amount due after any trade discount offered. Pre-payments are valued at the amount pre-paid net of any trade discounts.

Cash at bank and in hand

Cash at bank and in hand is held to meet the short-term commitments as they fall due rather than for any investment purposes.

Liabilities

Liabilities arise from legal or constructive obligations that commit the charity to expenditure. A liability and related expenditure is recognised when all of the following criteria are met:

- Obligation a present legal or constructive obligation exists at the reporting date as a result of a past event:
- Probable it is more likely than not that a transfer of economic benefits, often cash, will be required in settlement; and
- Measurement the amount of the obligation can be measured or estimated reliably.

Liabilities that are classified as payable within one year on initial recognition are measured at the undiscounted amount of cash or other consideration expected to be paid. Amounts are included in liabilities when authorised and committed.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

1. PRINCIPAL ACCOUNTING POLICIES (continued)

Value Added Tax

Irrecoverable value added tax is written off when the expenditure to which it relates is incurred.

Retirement Benefits

Eligible employees of the Shetland Arts Development Agency are members of the Local Government Pension Scheme, a multi-employer defined benefit statutory scheme, administered by Shetland Islands Council in accordance with the Local Government Pension Scheme (Scotland) Regulations 1998 as amended. The contributions to the scheme are charged to the statement of financial activities so as to spread the cost of pensions over the service lives of employees.

Funds

With the adoption of the statement of recommended practice, funds require to be classified between restricted funds which are subject to specific terms as to their use laid down by the donor, and unrestricted funds which can be used at the discretion of the trustees in the furtherance of the objectives of the trust.

Restricted Capital Funds are grant funding that has been received in respect of specific capital expenditure. A transfer is made from this fund to show the amortisation of this funding over the useful estimated lifetime of the assets to which the funding applied. This transfer is made to unrestricted reserves as the depreciation of assets is recorded here.

Financial Instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

2. LEGAL STATUS OF THE CHARITY

Shetland Arts Development Agency is an unincorporated registered Scottish charity constituted by its trust deed. The charity's address and details of its operations and principal activities are detailed within the Trustees' Report.

3. DONATIONS

| | Restricted | | | | |
|-----------|--------------|------------|---------|-------|-------|
| | Unrestricted | Restricted | Capital | Total | |
| | Funds | Funds | Funds | Funds | 2022 |
| | £ | £ | £ | £ | £ |
| Donations | 1,782 | - | - | 1,782 | 498 |
| | | | | | |
| | 1,782 | - | - | 1,782 | 498 |
| | ===== | ===== | ===== | ===== | ===== |

Donations of £498 were included in unrestricted funds in 2022.

The charity benefits greatly from the involvement and enthusiastic support of its many volunteers, details of which are given in the Trustees' Report. In accordance with FRS 102 and the Charities SORP (FRS 102), the economic contribution of general volunteers is not recognised in the financial statements.

NOTES TO THE FINANCIAL STATEMENTS for the year ended 31 March 2023

•

4. CHARITABLE ACTIVITIES

| | Unrestricted Funds £ | Restricted Funds £ | Restricted Capital Funds £ | Total Funds £ | 2022 £ |
|--|---------------------------------|--|---------------------------------------|--|--|
| Shetland Charitable Trust Creative Scotland revenue funding Creative Scotland project funding Local Authority – COVID funding Local Authority – project funding Other public funds | 250,000 - - - 2,622 | 951,326 154,858 7,371 - 44,475 35,728 | 143,460 - - - - 11,864 | 1,094,786 404,858 7,371 - 44,475 50,214 | 775,000 416,085 356,754 52,650 2,377 20,204 |
| | 252,622 ===== | 1,193,758 ====== | 155,324 ===== | 1,601,704 ====== | 1,623,070 |

Creative Scotland funding of £416,085, Local Authority funding of £52,650 and other public funding of £3,423 were unrestricted in 2022. All other charitable activities income in 2022 was restricted.

5. OTHER TRADING ACTIVITIES

| | Restricted | | | | |
|-------------------------|--------------|------------|---------|-----------|---------|
| | Unrestricted | Restricted | Capital | Total | |
| | Funds | Funds | Funds | Funds | 2022 |
| | £ | £ | £ | £ | £ |
| Business sponsorships | 2,950 | - | _ | 2,950 | 250 |
| Box office/programme | 359,055 | - | - | 359,055 | 266,020 |
| Ancillary earned income | 521,949 | - | - | 521,949 | 336,941 |
| Other income | 169,824 | - | - | 169,824 | 214,470 |
| | | | | | |
| | 1,053,778 | - | - | 1,053,778 | 817,681 |
| | ====== | ===== | ===== | ====== | ====== |

Other income of £817,681 was included in unrestricted funds in 2022.

6. INVESTMENTS

All the charity's investment income arises from money held in interest bearing deposit accounts.

7. RAISING FUNDS

| Restricted | | | | |
|--------------|---------------------------------|---|---|---|
| Unrestricted | Restricted | Capital | Total | |
| Funds | Funds | Funds | Funds | 2022 |
| £ | £ | £ | £ | £ |
| 192,134 | - | - | 192,134 | 104,682 |
| 41,937 | - | - | 41,937 | 35,258 |
| | | | | |
| 234,071 | - | - | 234,071 | 139,940 |
| ===== | ===== | ===== | ===== | ===== |
| | Funds £ 192,134 41,937 | Unrestricted Restricted Funds Funds £ £ 192,134 - 41,937 - | Funds Funds Funds £ £ £ 192,134 41,937 | Unrestricted Restricted Capital Total Funds Funds Funds Funds E £ £ £ £ 192,134 192,134 41,937 - 41,937 41,937 |

All raising funds expenditure in 2022 was unrestricted.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

8. CHARITABLE ACTIVITIES

| | Notes | Jnrestricted Funds £ | Restricted Funds £ | Capital Funds £ | Total Funds £ | 2022 £ |
|--|----------------|----------------------------|-----------------------------|-----------------------|---------------------------------|---------------------------------|
| Direct service provision Grant funding Support costs | 8a 8b 8c | 827,986 - 802,172 | 748,371 5,750 594,337 | - - - | 1,576,357 5,750 1,396,509 | 1,392,200 7,750 1,429,561 |
| | | 1,630,158 ===== | 1,348,458 ====== | - | 2,978,616 ===== | 2,829,511 ====== |
| a. Direct Service Provision Development expenditure | | 310,729 | 326,658 | - | 637,387 | 670,317 |
| Operations expenditure Strategic marketing | | 512,136 5,121 ——— | 421,713 - | - | 933,849 5,121 ——— | 720,459 1,424 |
| | | 827,986 ===== | 748,371 ===== | - | 1,576,357 ====== | 1,392,200 ===== |
| b. Grant Funding Grants paid to individuals | | - | 5,750 ==== | - ==== | 5,750 ==== | 7,750 ===== |

The grants made during the year relate to the Visual Arts and Craft Award Scheme. This scheme is made possible through funding from Creative Scotland and Shetland Islands Council.

c. Support Costs

| | ===== | ===== | ==== | ====== | ====== |
|---|---------|---------|------|-----------|-----------|
| | 802,172 | 594,337 | - | 1,396,509 | 1,429,561 |
| | | | | | |
| Governance costs | - | 13,550 | _ | 13,550 | 13,255 |
| Overheads | 786,036 | 256,166 | - | 1,042,202 | 1,145,883 |
| Support staff salaries and other staffing costs | 16,136 | 324,621 | - | 340,757 | 270,423 |
| | | | | | |

Of the total Charitable Activities expenditure of £2,829,511 in 2022, £1,071,149 was restricted and £1,758,362 was unrestricted.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

| 9. ANALYSIS OF GOVERNANCE COSTS | | |
|--|-----------------------------|-----------|
| | 2023 | 2022 |
| | £ | £ |
| Auditor remuneration: | | |
| Audit | 11,900 | 10,900 |
| Accounting services | - | - |
| Non auditor fee: | | |
| Accounting services | 1,650 | - |
| • | <u></u> | |
| | 13,550 | 10,900 |
| | ==== | ===== |
| 10. ANALYSIS OF STAFF COSTS | 2023 | 2022 |
| | £ | £ |
| Salaries and wages | 1,112,157 | 876,045 |
| Social security costs | 82,774 | 61,891 |
| Pension costs | 209,133 | 147,767 |
| | | |
| Total | 1,404,064 | 1,085,703 |
| | ===== | ====== |
| One employee received emoluments of over £60,000 | during the year (2022: one) | |
| The average number of staff was: | 2023 | 2022 |
| | 73 | 61 |
| | | ٠. |
| | === | === |

The charity operated a defined contribution pension scheme during the year as well as the defined benefit pension scheme referenced in note 17. Total amounts of £3,916 (2022 - £1,647) were recognised in the Statement of Financial Activities in the year. The expense and liability is allocated in line with the activities of those staff members contributions relate to.

11. ANALYSIS OF MOVEMENT IN DEFERRED INCOMING RESOURCES

| | Opening | Deferred | Released | Closing |
|--------------------------|---------|----------|----------|---------|
| | Balance | in Year | in Year | Balance |
| | £ | £ | £ | £ |
| Advance sales | 8,887 | 30,909 | (8,887) | 30,909 |
| Screenplay and Wordplay | 1,500 | - | (1,500) | - |
| Travel contributions | 900 | - | (900) | - |
| Living Lerwick | 15,530 | - | (15,530) | - |
| Shetland Amenity Trust | - | 3,000 | - | 3,000 |
| Shetland Islands Council | - | 1,250 | - | 1,250 |
| | | | | |
| | 26,817 | 35,159 | (26,817) | 35,159 |
| | ===== | ====== | ===== | ===== |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

12. TANGIBLE FIXED ASSETS

| Cost/valuation | Heritable Property £ | Equipment £ | Pianos £ | Paintings £ | Total £ |
|--|----------------------------|---------------------------------|-----------------|----------------|----------------------------------|
| As at 1 April 2022 Additions Disposals | 13,191,816 - - - | 1,268,488 38,892 (34,205) | 42,800 | 2,862 | 14,505,966 38,892 (34,205) |
| As at 31 March 2023 | 13,191,816 | 1,273,175 | 42,800 | 2,862 | 14,510,653 |
| Depreciation | | | | | |
| As at 1 April 2022 Charge for year Disposals | 4,843,458 543,745 - | 1,118,335 49,620 (34,205) | - - - | - - - | 5,961,793 593,365 (34,205) |
| As at 31 March 2023 | 5,387,203 | 1,133,750 | | - | 6,520,953 |
| Net book amount | | | | | |
| 31 March 2023 | 7,804,613 ====== | 139,425 ===== | 42,800 ===== | 2,862 ==== | 7,989,700 ===== |
| 31 March 2022 | 8,348,358 ===== | 150,153 ===== | 42,800 ==== | 2,862 ==== | 8,544,173 ====== |

The pianos were re-valued on 31 March 2011. The valuations were based on a review of second-hand piano sellers' websites and were carried out by Sheila Duncan, who was an internal employee of Shetland Arts Development Agency and is not a qualified valuer. The trustees are not aware of any material changes since the last valuation of pianos.

The historic cost of the pianos was £44,255.

Included within the net book value of Heritable Property of £7,804,613 (2022 - £8,348,358) are assets with restricted title or pledged as security for liabilities. The Mareel building, with a net book value of £7,581,857 (2022 – £8,120,213) has been granted as security over a 99-year grant, the conditions of which are discussed further in note 22. The Weisdale Mill building, with a net book value of £220,950 (2022 - £226,338) has been granted as security over the bank loan included in Creditors.

| 13. INVESTMENTS | Investment in Subsidiary £ |
|--|----------------------------------|
| Cost As at 1 April 2022 and 31 March 2023 | 1 |

On 25 July 2011, Shetland Arts Development Agency purchased 1 ordinary share of £1 in Shetland Arts IP C.I.C. (company number: SC404044), representing a 100% interest. Shetland Arts IP C.I.C. is a community interest company which was set up as a means of securing intellectual property rights over films, books, music, etc. pertaining to Shetland in order to ensure that any profits generated therefrom can be retained for the good of Shetland.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

13. INVESTMENTS (Continued)

As at 31 March 2023, Shetland Arts IP C.I.C. had not yet commenced its activities. At 31 March 2023 the aggregate reserves of Shetland Arts IP C.I.C. amounted to a net deficit of £2,558 (2022 – net deficit of £2,558) and the loss for the year to that date was nil (2022 – nil).

| | 14 | . S | TO | CK |
|--|----|-----|----|----|
|--|----|-----|----|----|

| 14. STOCK | 2023 £ | 2022 £ |
|--|----------------|-----------------|
| Goods for resale | 22,765 ==== | 21,333 ===== |
| 15. DEBTORS | | |
| | 2023 £ | 2022 £ |
| Trade debtors | 32,524 | 47,773 |
| Amount due by subsidiary undertaking | 3,509 | 3,168 |
| Other debtors | 4,250 | 4,250 |
| Pre-payments and accrued income | 519,181 | 311,121 |
| VAT | - | 4,557 |
| | | |
| | 559,464 | 370,869 |
| | ===== | ===== |
| 16. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR | 2023 | 2022 |
| | £ | £ |
| Trade creditors | 118,835 | 67,190 |
| Other creditors | 47,568 | 48,025 |
| Accruals | 57,353 | 131,171 |
| Deferred income | 35,159 | 26,817 |
| Bank loans | 19,637 | 20,117 |
| PAYE & NIC | 19,943 | 15,253 |
| VAT | 18 | - |
| | | |
| | 298,513 | 308,573 |
| | ===== | ===== |

Deferred income is recognised in circumstances where the charity is not yet entitled to the income. A reconciliation of this balance can be seen at note 11.

| 17. CREDITORS: AMOUNTS FALLING DUE AFTER ONE YEAR | 2023 £ | 2022 £ |
|--|-------------|-----------|
| Bank loans (falling due in less than 5 years) Bank loans (falling due after 5 years) | 40,926 - | 60,026 |
| | | |
| | 40,926 | 60,026 |
| | ===== | ====== |

The bank loan is secured on the Weisdale Mill building.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

18. PENSION SCHEME

Shetland Arts Development Agency provides pension arrangements to eligible employees through a multi-employer defined benefit statutory scheme and the related costs are assessed in accordance with the advice of Hymans Robertson, Independent Qualified Actuaries.

The latest formal valuation of the Fund was at 31 March 2020 and this is updated on a triennial basis. A summary of the membership data used and the benefits valued at the latest formal valuation are set out in the formal valuation report. Hymans Robertson has reviewed the most recent full actuarial valuation at 31 March 2020 and has updated it annually at the charity's balance sheet date to reflect current conditions.

| Assumptions as at | 2023 | 2022 |
|---------------------------------|-------|-------|
| Inflation/pension increase rate | 2.95% | 3.15% |
| Salary increases | 3.05% | 3.15% |
| Discount rate | 4.75% | 2.75% |

The discount rate used to place a value on the liabilities is determined by reference to market yields on high quality corporate bonds at the reporting date. The approach adopted by Hymans Robertson to setting the discount rate involved constructing a corporate bond yield curve based on the constituents of the iBoxx AA corporate bond index.

| Mortality Assumptions | 2023 | 2022 |
|--|-------|-------|
| | Years | Years |
| Longevity at age 65 for current pensioners | | |
| Men | 20.3 | 20.7 |
| Women | 22.7 | 22.9 |
| Longevity at age 65 for future pensioners | | |
| Men | 21.6 | 22.1 |
| Women | 24.8 | 25.1 |

Assets (Employer Share)

| | | Fund | | Fund |
|----------|-------------|----------|------------|----------|
| | Percentage | value at | Percentage | value at |
| | 2023 | 2023 | 2022 | 2022 |
| | | £ 000 | | £ 000 |
| Equities | 86% | 4,041 | 81% | 3,687 |
| Bonds | 3% | 141 | 7% | 319 |
| Property | 10% | 470 | 11% | 501 |
| Cash | 1% | 47 | 1% | 45 |
| | | | | |
| Total | 100% | 4,699 | 100% | 4,552 |
| | ==== | ==== | ==== | ==== |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

| Net Pension Liability as at | 2023 £ 000 | 202 £ 00 |
|---|---------------|-------------|
| | 2 000 | 2 00 |
| Fair value of employer assets | 4,699 | 4,55 |
| Present value of funded liabilities | (3,951) | (6,018 |
| Net under funding in funded plans | 748 | (1,466 |
| Present value of unfunded liabilities | (188) | (235 |
| Inrecognised past service cost | - | |
| Net asset/(liability) | 560 | (1,701 |
| vet asser(liability) | ==== | (1,701 |
| Amount in the balance sheet Liabilities | _ | (1,701 |
| Assets | 560 | (1,701 |
| | | |
| Net Pension asset/(liability) | 560 | (1,701 |
| | === | ===: |
| Amounts recognised in the SOFA | 2023 £ 000 | 202 £ 00 |
| Current service cost | (421) | (443 |
| Net interest cost | (50) | (50 |
| Plan introductions, changes, curtailments and settlements | 208 | 14 |
| Remeasurements: | 40 | 0 |
| Changes in demographic assumptions Changes in financial assumptions | 42 3,041 | 3 58 |
| Other experience | (410) | (15 |
| Return on assets excluding amounts included in net interest | (149) | 38 |
| | | |
| | 2,261 | 63 |
| | ==== | === |
| Actual return on plan assets | 2023 | 202 |
| | £ 000 | £ 00 |
| Return on assets excluding amounts included in net interest | (149) | 38 |
| Interest income on plan assets included in net interest | 127 | 8 |
| Return on plan assets | (22) | 46 |
| , | ==== | ===: |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

| PENSION SCHEME (Continued) | | |
|---|---------|------|
| | 2023 | 202 |
| Reconciliation of defined benefit obligation | £ 000 | £00 |
| Opening defined benefit obligation | 6,253 | 6,31 |
| Current service cost | 421 | 44 |
| Past service cost (including curtailments) | - | |
| Interest cost | 177 | 13 |
| Member contributions | 58 | 4 |
| Actuarial losses/(gains) | (2,673) | (599 |
| Unfunded benefits paid | (10) | (9 |
| Benefits paid | (87) | (7 |
| | | |
| Closing defined benefit obligation | 4,139 | 6,25 |
| | ==== | === |
| Reconciliation of fair value of employer assets | | |
| Opening fair value of employer assets | 4,552 | 3,97 |
| Interest income | 127 | 8 |
| Contributions by members | 58 | 4 |
| Contributions by the employer | 198 | 13 |
| Contributions in respect of unfunded benefits | 10 | |
| Return on assets excluding amounts included in net interest | (149) | 38 |
| Unfunded benefits paid | (10) | (! |
| Benefits paid | (87) | (7- |
| | | |
| Closing fair value of employer assets | 4,699 | 4,55 |
| | ==== | === |

Shetland Arts Development Agency estimates that employer's contributions for the year to 31 March 2024 will be approximately £228,000.

Hymans Robertson confirm the figures presented above are prepared only for the purposes of Financial Reporting Standard 102 and have no validity in other circumstances. In particular, they are not relevant for calculations undertaken for funding purposes, for accounting under the International Accounting Standard IAS 19, for bulk transfers or for other statutory purposes under LGPS Regulations.

19. RELATED PARTY TRANSACTIONS

No trustees received a salary or remuneration during the year (2022 - £nil). No travelling expenses were claimed by trustees in the year (2022 - £nil). Trustees were paid £5,601 (2022 - £6,000) during the year for performances and commissioned work. As at 31 March 2022, a balance of £nil (2022 - £nil) was owed to trustees.

During the year, Shetland Arts Development Agency paid expenses of £208 (2022 - £235) on behalf of its subsidiary, Shetland Arts IP C.I.C. As at 31 March 2023 a balance of £3,094 (2022 - £2,886) was owed to Shetland Arts Development Agency. No interest is being accrued on this loan. It will be repaid when income is generated in the Community Interest Company.

During the year, Shetland Arts Development Agency paid expenses of £133 (2022 - £151) on behalf of its subsidiary, Shetland Weathers LLP. As at 31 March 2023 a balance of £435 (2022 – £302) was owed to Shetland Arts Development Agency.

The trustees consider that the charity's trustees and Leadership Team comprise the key management personnel of the charity in charge of direction and controlling, running and operating the charity on a day-to-day basis. The Leadership Team comprises the Chief Executive, Commissioning Lead, Education and Outreach Lead, Sales and Communications Lead, Customer Experience Lead, Production and Facilities Lead and Support Lead. The total employee benefits of the key management personnel were £402,124 (2022 - £278,580).

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

20. ANALYSIS OF MOVEMENTS BETWEEN FUNDS

| | Funds as at 1 April 22 £ | Incoming Resources £ | Resources Expended £ | Other gains and losses £ | Transfers £ | Funds as at 31 March 23 £ |
|--------------------------------|--------------------------------|----------------------------|----------------------------|--------------------------|----------------|---------------------------------|
| Unrestricted funds: General | 47,715 | 1,310,555 | (1,864,229) | _ | 574,450 | 68,491 |
| Designated | 47,714 | - | - | - | , - | 47,714 |
| Pension reserve | (1,701,000) | - | - | 2,261,000 | - | 560,000 |
| | | | | | | |
| Total unrestricted funds | (1,605,571) | 1,310,555 | (1,864,229) | 2,261,000 | 574,450 | 676,205 |
| | | | | | | |
| Restricted funds: | | | | | | |
| Shetland Film Club | 1,705 | - | - | - | - | 1,705 |
| Shetland Charitable Tru | | 682,500 | (682,554) | - | - | (54) |
| Shetland Charitable Tru | st – | | | | | |
| COVID Recovery | - | 209,826 | (209,826) | - | - | - |
| Shetland Charitable Tru | st – | | | | | |
| Capital Grant Scheme | - | 59,000 | - | - | - | 59,000 |
| Trad Big Band | 2,435 | - | - | - | - | 2,435 |
| Culture Collective | 252,074 | - | (188,822) | - | - | 63,252 |
| Youth Arts | 55 | 1,370 | (1,425) | - | - | - |
| Corra Foundation | 4,146 | - | - | - | - | 4,146 |
| Robertson Trust | 11,719 | - | (8,610) | - | - | 3,109 |
| BFI FAN | 1,980 | - | (1,980) | - | - | - |
| Xchange | 16,509 | - | (4,272) | - | - | 12,237 |
| Visual Arts and Craft | | - | (0.000) | | | 4 000 |
| Makers Awards | - | 7,860 | (6,200) | - | - | 1,660 |
| Independent Cinema | 00.444 | 00.044 | (50.755) | | | |
| Recovery Fund | 26,114 | 33,641 | (59,755) | - | - | - |
| Recovery Fund for | 101 017 | 404.047 | (00.000) | | | 4.40.470 |
| Cultural Organisations | 121,217 | 121,217 | (99,962) | - | - | 142,472 |
| Bike Shed | 975 | 3,000 | (3,975) | - | - | - 0.070 |
| Summer of Play | 2,972 | - | (F. 700) | - | - | 2,972 |
| Cultural Bridge | 5,733 | 40.000 | (5,733) | - | - | - |
| Remembering Together | | 18,000 | (18,000) | - | - | - |
| Knab Creative Project C | Jilicei - | 26,851 | (26,851) | - | - | - |
| Winter Warmers | - | 4,381 | (4,381) | - | - | - |
| Sustainable Creative Fu | itures - | 21,225 4,887 | (21,225) | - | - | - |
| Business Development | - | 4,887 | (4,887) | - | - | - |
| | | | | | | |
| Total restricted funds | 447,634 | 1,193,758 | (1,348,458) | <u>-</u> | | 292,934 |
| Restricted capital fund | 8,470,201 | 155,324 | - | - | (574,450) | 8,051,075 |
| Total Funds as at | | | | | | |
| 31 March 2023 | 7,312,264 | 2,659,637 | (3,212,687) | 2,261,000 | - | 9,020,214 |
| | ====== | ====== | ======= | ====== | ===== | ====== |

With the adoption of the statement of recommended practice, funds require to be classified between restricted funds which are subject to specific terms as to their use laid down by the donor, and unrestricted funds which can be used at the discretion of the trustees in the furtherance of the objectives of the trust.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

20. ANALYSIS OF MOVEMENTS BETWEEN FUNDS (continued)

Restricted Capital Funds are grant funding that has been received in respect of specific capital expenditure. A transfer is made from this fund to show the amortisation of this funding over the useful estimated lifetime of the assets to which the funding applied. This transfer is made to unrestricted reserves as the depreciation of assets is recorded here.

The Shetland Film Club restricted fund was created from a donation from the Shetland Film Club on its wind up. The funds are restricted for use on the rural touring of film. Due to COVID-19 no rural film touring was undertaken in the year meaning there was no movement on this fund.

The Shetland Charitable Trust fund directly relates to the annual core funding received from Shetland Charitable Trust and was fully utilised in the year. This reserve was negative in at the year end due to an over allocation of costs but will this will be rectified in the coming year.

The Shetland Charitable Trust COVID-19 fund relates to COVID recovery funding received and utilised.

The Shetland Charitable Trust Capital Grant Scheme fund relates to funding agreed with the Shetland Charitable Trust for maintenance works that are yet to take place. The works will be completed during 2023/24 and 2024/25.

The Trad Big Band restricted fund relates directly to the Trad Big Band project. Due to changes to the project to fit with COVID-19 guidelines the project costs were less than expected leaving a balance on the fund.

The Culture Collective fund relates to the Culture Collective Project. This project was initially run throughout the 2021/22 financial year however an extension to this fund was agreed in March 2022 which will see the project continue for the 2022/23 financial year.

The Youth Arts fund was used to fund the Youth Arts project throughout the financial year.

The Corra Foundation reserve was created due to a grant being received from this foundation for COVID wellbeing projects. The full grant has yet to be spent and the Corra Foundation has not asked for this to be repaid.

The Robertson Trust restricted reserve relates to funding received towards the organisation's Youth Arts and Wellbeing projects. This fund will be used towards Youth Arts and Wellbeing activity until it is fully utilised.

The BFI FAN funding was received to support the continuation of specialised cinema screenings while there is reduced capacity due to COVID-19 guidelines. This funding was used during the year to cover the costs of these specialised screenings.

The Xchange restricted fund has been created from funding received from the British Council and Arts Curator fund for an artist's exchange and residency between Shetland and Texas. Due to COVID related travel restrictions this project has been significantly delayed meaning the full fund is yet to be used.

The Visual Arts and Craft Makers Awards restricted fund was spent out during the financial year. The negative income line was caused due to the full budget expenditure not being met and therefore the full income not received.

The Independent Cinema Recovery fund was created by funding from Creative Scotland to support the reopening of cinemas and encourage audiences back. The funds will be used to run a marketing campaign.

The Recovery Fund for Cultural Organisations was created by funding from Creative Scotland to support the organisation in its recovery from COVID-19. The funding will be used to significantly increase marketing expenditure on commercial operations as well as underwrite the reopening of Mareel on a Tuesday.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

20. ANALYSIS OF MOVEMENTS BETWEEN FUNDS (continued)

The Bike Shed reserve is to support the Bike Shed project which is being funded by Shetland Islands Council and was ongoing at the financial year end.

The Summer of Play reserve was created through funding received to encourage children to take part in activity in summer 2021. The project expenses were not as great as anticipated and no reclaim has been sought from the funder.

The Cultural Bridge reserve was created to support the Cultural Bridge project where SADA is working with a partner in Germany. The project was ongoing at the financial year end.

The Remembering Together reserve was created to support the delivery of phase one of the COVID memorial for Shetland. Phase one of the project was complete at the year end.

The Winter Warmer reserve was created to deliver free cinema screenings under the Winter Activities Fund set up by Shetland Islands Council. This project was complete at the year end.

The Sustainable Creative Futures reserve was set up to deliver a project funded by Shetland Islands Council to develop a Dye Garden, Tool Library and Paint Recycling Scheme. This project was complete at the year end.

The Knab Creative Project Officer reserve was set up to support the secondment of a staff member to work as the Knab Creative Project Officer. This secondment is for two years and is due to be completed in March 2024.

As per the reserves policy of the organisation, in prior years, 50% of the unrestricted operating surplus after the deficit on unrestricted funds was cleared has been designated to a new Assets Replacement and Repair Reserve. These funds will be used in conjunction with the SCT Capital Grant Funding to undertake repairs to SADA venues.

21. ANALYSIS OF NET ASSETS BETWEEN FUNDS

| | | Unrestricted | | Restricted | |
|-----------------------|--------------|--------------|------------|------------|--------------|
| | Unrestricted | Pension | Restricted | Capital | Total |
| | Funds | Funds | Funds | Funds | Funds |
| | £ | £ | £ | £ | £ |
| 2023 | ~ | ~ | ~ | ~ | ~ |
| Fixed Assets | 76,626 | _ | _ | 7,913,075 | 7,989,701 |
| | | _ | 200 024 | | |
| Current Assets | 379,018 | - | 292,934 | 138,000 | 809,952 |
| Current Liabilities | (298,513) | - | - | = | (298,513) |
| Long-Term Liabilities | (40,926) | - | - | - | (40,926) |
| Provisions | - | 560,000 | - | - | 560,000 |
| | | | | | |
| Total Net Assets | 116,205 | 560,000 | 292,934 | 8,051,075 | 9,020,214 |
| | ===== | ====== | ===== | ====== | ======= |
| 2022 | | | | | |
| Fixed Assets | 73,973 | - | - | 8,470,201 | 8,544,174 |
| Current Assets | 303,239 | - | 534,450 | - | 837,689 |
| Current Liabilities | (221,757) | - | (86,816) | - | (308,573) |
| Long-Term Liabilities | (60,026) | - | · - | - | (60,026) |
| Provisions | - | (1,701,000) | - | - | (4 = 04 000) |
| | | | | | |
| Total Net Assets | 95,429 | (1,701,000) | 447,634 | 8,470,201 | 7,312,264 |
| | ===== | ====== | ===== | ======= | ======= |

Included within restricted capital funds are amounts of £645,486 (2022 - £691,319) relating to the lease premium received from Shetland Islands Council during the year ended 31 March 2014.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

22. OPERATING LEASES

At 31 March 2023 the charity had total future commitments under non-cancellable operating leases as set out below:

| Set out below. | 2023 Land & Buildings £ | Other items | 2022 Land & Buildings £ | Other items |
|--|----------------------------------|-------------|----------------------------------|-------------|
| Operating leases which expire: | | 44.075 | | 40.007 |
| Within 1 year | - | 14,375 | - | 13,387 |
| Within 2 to 5 years | - | 31,089 | - | 41,897 |
| | | | | |
| | - | 45,465 | - | 55,284 |
| | ==== | ==== | ==== | ===== |
| | 2023 | | 2022 | |
| | Plant & | Other | Plant & | Other |
| | | | | |
| | Machinery | items | Machinery | items |
| Operating lease payment made in the year | 14,643 | - | 14,843 | - |
| | | | | |
| | 14,643 | - | 14,843 | - |
| | ==== | === | ===== | == |

On 27 May 2013, a lease was granted by Shetland Arts Development Agency to Shetland Islands Council (SIC) over the subjects at Mareel. The Lease term is 99 years with the tenant being the SIC. A premium of £1,100,000 (plus VAT) was payable with an annual rent being £90,000 (this will be reviewed every five years). The SIC has the option to buy Mareel for £1 after 1 May 2037 when the grant conditions for Creative Scotland expire. This option is secured. Further to this, a sub-lease has been granted by the SIC back to Shetland Arts Development Agency for 24 years to 1 May 2037, with rent being the same as the head lease. There is an option to terminate this sub-lease on six months' notice.

23. FINANCIAL INSTRUMENTS

The carrying amount for each category of financial instrument, measured at amortised cost, is as follows:

| | 2023 | 2022 |
|--|--------|--------|
| | £ | £ |
| Financial liabilities | | |
| Loan payable falling due within 1 year | 19,637 | 20,117 |
| Loan payable falling due between 2 – 5 years | 40,926 | 60,026 |
| | | |
| | 60.463 | 00 142 |
| | 60,463 | 80,143 |
| | ===== | ===== |

The loan financing is in the form of one secured loan and one unsecured loan. The secured loan has a variable interest rate (being 4% per annum over the Bank's base rate) and is due to finish in November 2025. The unsecured loan has a fixed interest rate of 2.5% and is due to finish in May 2026. The total interest paid during the year was £3,110 (2022 - £2,956).

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

24. RECONCILIATION OF NET INCOME/(EXPENDITURE) TO NET CASH FLOW FROM OPERATING ACTIVITIES

| ACTIVITIES | | 20 | 23 £ | 2022 £ |
|---|----------|-----------|-------------|-----------|
| Net income/(expenditure) for the reporting period | | | | |
| (as per the statement of financial activities) | | (553,05 | 50) | (528,202) |
| Adjustments for: Interest received | | (2,37 | 72\ | |
| Interest received Interest paid | | (2,37 | | 2,956 |
| Depreciation charges | | 593,3 | | 650,879 |
| Loss on sale of fixed assets | | 000,0 | - | - |
| (Increase)/decrease in stocks | | (1,43 | 32) | 1,287 |
| (Increase)/decrease in debtors | | (188,59 | , | (161,354) |
| Increase/(decrease) in creditors | | (9,58 | • | 63,352 |
| | | | . <u></u> | |
| Not each provided by (your in) appreting activities | | (450.51 | -E) | 20.040 |
| Net cash provided by (used in) operating activities | | (158,55 | oo) | 28,918 |
| | | | | |
| | | Cash | Non cash | |
| | 2022 | flows | movements | 2023 |
| | £ | £ | £ | £ |
| Cash and cash equivalents | 445,487 | (217,764) | - | 227,723 |
| Bank borrowings due within one year | (20,117) | 20,117 | (19,637) | (19,637) |
| Bank borrowings due after one year | (60,026) | | 19,637 | (40,389) |
| | | | | |
| | 365,344 | (197,647) | - | 167,697 |
| | ===== | ===== | ===== | ===== |

25. CAPITAL COMMITMENTS

Prior to the year end the charity had entered into an agreement to upgrade the Building Management System at Mareel but the works were not completed until post year end. The cost of these works was £19,740.

NOTES TO THE FINANCIAL STATEMENTS for the year ended 31 March 2023

The following pages do not form part of the statutory financial statements which are part of the independent auditor's report on pages 15-17.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

| | £ | 2023 £ | £ | 2022 £ |
|--------------------------------------|---------|-----------|---------|-----------|
| INCOME | ~ | ~ | ~ | ~ |
| Donations and business sponsorships | | 4,732 | | 748 |
| Revenue grants received | | 1,446,380 | | 1,623,070 |
| Interest received | | 2,373 | | - |
| Box office/programme | | | | |
| Box office income | 276,870 | | 225,993 | |
| Hire of rooms | 67,915 | | 30,320 | |
| Membership sales | 14,270 | | 9,707 | |
| Total | | 359,055 | | 266,020 |
| Ancillary Earned income | | | | |
| Food and beverage | 359,328 | | 212,574 | |
| Foyer | 74,896 | | 53,833 | |
| Retail | 68,659 | | 60,158 | |
| Box Office commission | 2,819 | | 1,054 | |
| Exhibition sales commission | 2,139 | | 4,455 | |
| Screen advertising | 14,108 | | 4,867 | |
| Total | | 521,949 | | 336,941 |
| Other Earned income | | | | |
| Education and training income | 102,378 | | 134,359 | |
| Miscellaneous | 67,446 | | 58,129 | |
| Coronavirus job retention scheme | - | | 21,982 | |
| Total | | 169,824 | | 214,470 |
| | | | | |
| TOTAL INCOME FOR YEAR | | 2,504,313 | | 2,441,249 |
| LESS: | | | | |
| Catering purchases | 192,134 | | 104,682 | |
| Shop and gallery purchases | 41,937 | | 35,258 | |
| | | 224.074 | | 120.040 |
| | | 234,071 | | 139,940 |
| Development expenditure: | | | | |
| Programme | 313,093 | | 439,752 | |
| Travel and subsistence | 32,615 | | 18,992 | |
| Salaries and NIC | 291,479 | | 211,573 | |
| Marketing | 200 | | - | |
| | | 637,387 | | 670,317 |
| | | | | |
| Surplus carried forward to next page | | 1,632,855 | | 1,630,992 |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2023

| Surplus brought forward from previous page | | 1,632,855 | | 1,630,992 |
|--|---------|-----------|---------|-----------|
| Operations expenditure: | | | | |
| Programme | 109,172 | | 94,598 | |
| Travel and subsistence | 6,617 | | 5,116 | |
| Marketing | 30,096 | | 8,716 | |
| Salaries and NIC | 787,964 | | 612,029 | |
| | | 933,849 | | 720,459 |
| Strategic marketing | | 5,121 | | 1,424 |
| Grants paid to individuals | | 5,750 | | 7,750 |
| Support staff salaries | 324,621 | | 262,100 | |
| Other staffing costs | 16,136 | | 8,323 | |
| | | 340,757 | | 270,423 |
| Print, postage and stationery | 4,228 | | 2,663 | |
| Small equipment purchases and hire | 10,601 | | 17,184 | |
| ICT | 27,165 | | 26,937 | |
| Operating lease - equipment | 19,271 | | 19,210 | |
| Electricity | 102,160 | | 89,879 | |
| Telephone and fax | 7,914 | | 8,065 | |
| Cleaning | 54,256 | | 48,240 | |
| Legal and professional fees | 38,537 | | 32,943 | |
| Bank charges | 18,902 | | 12,954 | |
| Publications and subscriptions | 5,227 | | 3,731 | |
| Licences | 42,481 | | 29,594 | |
| Rates | 15,346 | | 15,353 | |
| Rent | 834 | | 1,074 | |
| Repairs and maintenance | 57,510 | | 58,189 | |
| General overheads | 22 | | (29) | |
| Insurance | 40,455 | | 35,387 | |
| Website costs | 1,086 | | 2,238 | |
| Trustees expenses | 285 | | _, | |
| SCT grant repayment | - | | 86,816 | |
| Depreciation | 593,365 | | 650,879 | |
| Loan interest | 3,110 | | 2,956 | |
| Bad Debts written off | (553) | | 1,620 | |
| | | 1,042,202 | | 1,145,883 |
| Amortisation | | (574,450) | | (628,172) |
| Governance costs | | 13,550 | | 13,255 |
| SURPLUS FOR THE YEAR | | (133,924) | | 99,970 |

5.3 Trustee Recruitment June 2023



INTRODUCTION

This report details the following

• Individuals proposed for appointment for a second term as Trustee.

PROPOSED NEW TRUSTEES

| Name | Details | Recommendation |
|---------------|---|----------------|
| Renzo Spiteri | Renzo reaches the end of his first term as a Trustee on 27 July 2023 and the Trustees are required to re appoint him for his second term. | Reappoint |

6.1 Updates from Stakeholders June 2023



INTRODUCTION

This report details the following

• Updates from key stakeholders

UPDATES FROM KEY STAKEHOLDERS

| Creative Scotland | Awaiting more details on the multi year funding framework. |
|----------------------------------|--|
| Shetland Charitable Trust | None |
| Highlands and Islands Enterprise | None |
| Shetlands Islands Council | None |

6.2 Updated Strategic Framework June 2023

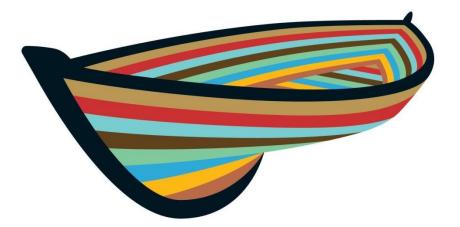


| INTRODUCTION |
|---|
| This report contains the updated Modular Strategic Framework for 2023/24 for approval by the board. |
| KEY CHANGES |

The key changes that have been made to the Framework for this year are:

- 2023/24 Budget as agreed by the Board
- Updated Risk Register as agreed by the Board
- Updated Equalities, Diversity and Inclusivity Action Plan
- Updated 2023/24 Workplan
- Updated 2nd paragraph of introduction

The full plan is included as Appendix 1.



Shetland*arts*Business Plan 2023 – 2024

Includes
Introduction
Modular Strategic Framework
Facilities
Structure
2023 – 24 Budget

2023 - 24 Workplan

2022 – 25 Equalities, Diversity and Inclusivity Action Plan

Business Plan Introduction

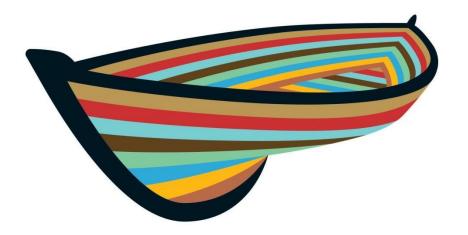
Shetland Arts (SADA) is a diverse and complex social enterprise located in one of the United Kingdom's most remote communities. It is a multi art form, multi venue, development agency that works across the sixteen inhabited islands that make up the archipelago of Shetland.

In 2022 the SADA Board committed to a flexible approach to business planning that is able to adjust as the situation requires, where sections can be rewritten and reviewed as our context changes and that doesn't commit the organisation to a direction of travel without continual review.

| This document includes | Page |
|---|------|
| The Modular Strategic Framework | 3 |
| Relevant external reports and policy documents | 4 |
| Vision | 5 |
| Mission | 5 |
| Purpose of the Trust | 5 |
| Social Outcomes | 5 |
| Values | 6 |
| Equality, Diversity and Inclusivity Strategy | 7 |
| Arts Strategy | 8 |
| Asset Management Strategy | 9 |
| Partnership Strategy | 11 |
| Commercial Strategy | 12 |
| Sales and Communication Strategy | 13 |
| Pricing Strategy | 16 |
| Financial Strategy | 17 |
| Environmental Strategy | 18 |
| Operational Strategy | 19 |
| Evaluation Strategy | 20 |
| o SWOT | 21 |
| Strategic Risk Register | 23 |
| Details of SADA owned and/or managed facilities | 25 |
| Organisational Structure | 27 |
| The 2022 – 23 Budget | 29 |
| The 2022 – 23 Workplan | 32 |
| The 2022 – 25 Equalities, Diversity and Inclusivity Action Plan | 39 |

The Modular Strategic Framework is interconnected and contains some long terms goals, the Asset Management Strategy has a target of being Net Zero by 2030, but in the main it is a series of aims and objectives with some statements of how we will achieve those objectives.

The Business Plan sits alongside SADA's internal policies and procedures which are reviewed by the board of Trustees as appropriate.



Shetlandarts

Modular Strategic Framework

Relevant external reports and policy documents

Local

SIC – Shetland's Partnership Plan 2018 – 2028 LINK

SIC - Economic Development Plan 2018 - 2022 LINK

HIE - Shetland Area Profile 2020 LINK

HIE – Occupational Segregation in Shetland 2017 LINK

SCT – Strategy 2020 – 2025 <u>LINK</u>

Safer Shetland Child Protection Policy LINK

Safer Shetland Adult Protection Policy LINK

Regional / National

Scot Gov – National Islands Plan LINK

Scot Gov – A Culture Strategy for Scotland LINK

Scot Gov – Creative Industries Policy Statement LINK

Creative Scotland – 2022 – 2023 Annual Plan LINK

Creative Scotland – Strategic Framework LINK

Scottish Credit and Qualifications Framework LINK

Fair Work Convention LINK

UHI – Academic Standards and Quality Regulations LINK

Vision – The future we are working to create

A creative, connected Shetland that values art and culture and the transformative impact it has; a Shetland that nurtures its own creative talents whilst celebrating all cultures and lifestyles; a Shetland where no one feels isolated and where art and culture is core to ensuring the economic and social wellbeing of all its residents.

Mission – How are we going to contribute to that future

Through Arts and Culture ensure that everyone in Shetland can thrive and live well in strong resilient communities.

Purpose of the Trust

The objects of SADA shall be;

- To advance the education of the public resident in Shetland in the Arts, in particular the Arts of Dance, Drama, Theatre, Film, Literature, Music, Crafts, Visual Arts and any new form of Media.
- The advancement of Arts and Culture for the benefit of the public in Shetland;
- The advancement of Citizenship and Community Development for the benefit of the public in Shetland.

Social Outcomes – The impact we will have

- Improved quality of life through greater access to creative and social experiences
- Improved opportunities through personal and professional transferrable skills
- Improved confidence to contribute positively through greater confidence and opportunities for self-expression
- Improved feeling of inclusion and equality through greater understanding of other cultures and lifestyles
- Improved mental and physical health through active engagement in creative and social experiences
- Improved community resilience through a more diverse and sustainable creative economy

Values – how will we behave

At all times we will

- be respectful, honest and work with integrity
- be open, inclusive and welcoming of difference
- be passionate, innovative and creative
- be kind, nurturing and positive
- value all creative, cultural and artistic endeavour

Values Word Cloud produced by SADA staff team June 2021



Equality, Diversity and Inclusivity Strategy

Scope

The EDI Strategy will apply to all areas of SADA's work including, but not limited to

- Arts activity
- Commercial activity
- Recruitment
- Workforce planning
- Training and Development
- Volunteering including Trustees

Aims & Objectives

- To create a safe welcoming environment for all
- To challenge discrimination
- To be a safe space for difficult conversations
- To provide equality of outcome across all our activity
- To have a diverse workforce

To deliver these aims & objectives we will

- Provide EDI training to all staff and trustees
- Monitor and report on Gender Balance in relation to the Arts Strategy and across employed, zero hours and freelance roles
- Monitor and report on protected characteristics in relation to the Arts Strategy and across employed, zero hours and freelance roles
- Expand the payment of relocation expenses to all levels in the organisation
- Proactively target recruitment and volunteering opportunities to a diverse range of people removing biases and barriers using open and inclusive language, interview opportunities and expectations of the roles
- Provide flexible and work from home arrangements in line with business need nb
- Pay the Real Living Wage and expect contractors to do the same
- Engage with local groups to inform our approach (e.g. Ability Shetland)
- Monitor and report on market penetration and associated groups
- Adopt an accessible pricing policy for all SADA events
- Fairly represent the accessibility of our buildings in literature and online

Arts Strategy

Scope

The Arts Strategy will apply to the following areas of work

- Programming, including but not limited to, Concerts, Screenings and Exhibitions
- Outreach and Education
- Commissioning
- Sector Support

The following areas of work will apply the Arts Strategy when appropriate

- Retail
- External promoters hire of SADA venues
- Sub-contracting and sales of services

The final decision of whether the Arts Strategy should apply will sit with the Chief Executive.

Aims & Objectives

- Deliver on the SADA's Social Outcomes
- Provide a diverse programme of activity including local, national and international work
- Be populist and/or specialist
- Promote Shetland's creative talent locally, nationally, and internationally
- Provide opportunity for creatives living in or with a close connection to Shetland
- Be accessible and promote understanding
- Provide opportunities for artistic and practice development

- Develop detailed annual workplans
- Raise additional funding, either through grants or sponsorship, as and when appropriate
- Operate within available budgets
- Engage in feedback with audiences, participants, creatives, and stakeholders
- Evaluate every project
- Develop tools to enable the reporting against the arts strategy
- Annually publish diversity information in relation to the Arts Strategy

Asset Management Strategy

Scope

In accordance with the guidance from the Institute of Asset Management the following assets are in scope:

| Infrastructure | Systems | | | | | |
|-------------------------------|---|--|--|--|--|--|
| Civil | Buildings | | | | | |
| | Slip roads | | | | | |
| | Car parks | | | | | |
| Fabric/Architectural Finishes | All fixtures and fittings inc. passive fire | | | | | |
| | protection | | | | | |
| | All wall and ceiling surfaces | | | | | |
| | All flooring | | | | | |
| | All auditorium seating | | | | | |
| Electrical | LV power distribution 415v & 240v | | | | | |
| | Lighting | | | | | |
| | sound | | | | | |
| | Controls | | | | | |
| | Portable Appliances | | | | | |
| | Radio | | | | | |
| Mechanical | Heating & Ventilation | | | | | |
| | Water inc. hot and chilled | | | | | |
| | Heat rejection | | | | | |
| | Public health | | | | | |
| | Lifts/winches/rigging | | | | | |
| Safety | Fire alarm | | | | | |
| | Access control/protection | | | | | |
| | ссти | | | | | |
| | Active fire protection (wet & dry) | | | | | |
| | Fire extraction | | | | | |
| Software/Network | Building management systems | | | | | |
| | cabling | | | | | |
| | Access Control | | | | | |
| | Asset management software | | | | | |
| | Wi/Fi and internet access | | | | | |

Locations

The Booth, New Street, Scalloway, Shetland, ZE1 0TQ Weisdale Mill, Weisdale ZE2 9LW Mareel, Lerwick, Shetland, ZE1 0WQ

Aims & Objectives

- To provide good quality, safe, facilities that support SADA's business plan and ambition
- To ensure clarity to SADA management, trustees and stakeholders over the lifecycle of existing assets and their replacement strategy
- To enable the procurement of new assets in line with the business plan and trust deed
- To enable the sale of existing assets in line with the business plan and trust deed
- To ensure that SADA's assets are managed efficiently and in line with current statutory and regulatory obligations
- To deliver a Net Zero Carbon operation by 2030

- Maintain an Asset Management Plan which is reviewed regularly
- Engage with staff, customers, students, participants and stakeholders as appropriate to understand what outcomes they value and their views on how to achieve this
- Ensure our plans reflect the needs of all our stakeholders and meet statutory requirements while providing value for money, cost-effective, professional and sustainable solutions
- Improve the performance of our assets whilst managing costs appropriately costs
- Ensure our preventive planned maintenance is current and relevant
- Assess the condition of our assets as appropriate and implement improvements when required

Partnership Strategy

Scope

The Partnership Strategy will apply to the following areas of work

- Arts activity
- Commercial activity

Aims & Objectives

- To strengthen our offer
- To deepen our connection with customers and audiences
- To broaden our connection with artists and arts organisations
- To provide expertise
- To generate efficiencies
- To further our social outcomes

- Seek out appropriate partnerships
- To ensure our expectation of partners and their expectation of us is clearly defined
- Use Letters of Agreement, Memorandum of Understanding and Contracts as appropriate
- Review all partnerships on an appropriate timescale, no less than annually
- Agree quantitative and qualitative evaluation methods of the partnership
- Treat all partners as equals

Commercial Strategy

Scope

The Commercial Strategy will apply to the following areas of work

- Retail
- B2B
- Hiring's
- Food and Beverage
- Ancillary Income

Aims & Objectives

- To generate income and surplus
- To enhance the SADA experience
- To delivery ancillary services in support of our charitable purposes
- To provide a diverse range of commercial opportunities
- To support suppliers in Shetland or connected with Shetland when appropriate

- Be appropriately competitive
- Be clear about why
- Be aware of our marketplace
- Listen to our customer
- Continually develop new opportunities

Sales and Communication Strategy

Scope

The Sales and Communication Strategy will apply to the following areas of work

- Arts activity
- Commercial activity
- Recruitment
- Strategic Messaging
- Internal Comms

Aims & Objectives

- Maximise reach and engagement
- Maximise income
- Ensure that SADA is represented positively

To deliver these aims & objectives we will

- Understand and listen to our audiences through research and feedback
- Use appropriate channels
- Use sales and marketing information to inform programming and commercial decisions
- Produce an audience development plan that aligns with the Arts Strategy annual
 Workplan including the dissemination of digital and interpretive content
- Cultivate appropriate local, national and international partnerships
- Develop suitable event, strand and strategic branding

Audience Profiles

Due to the small size of the Shetland population the audiences overlap perhaps more than may be commonly found on the mainland.

Enthusiast practitioners are defined as those who have no ambition to earn or supplement a living through creative practice, but who engage with their artforms for personal development, recreational and/or social purposes.

Emerging practitioners are defined as those practitioners not currently making a living from their creative practice, but who are seeking development opportunities to do so. Shetland has many 'living room' practitioners currently running small creative business, often supplemented by work in other sectors.

Established practitioners are defined as those who currently make or significantly subsidise their living through their creative practice, and who have an established name and reputation as a creative practitioner. This segment is typically more confident and proactive

than the Emerging Practitioners and will engage with SADA seeking platforms to promote their work and find new audiences through performance, exhibition or retail opportunities.

Formal education students are defined as those primarily interested in gaining skills or qualifications. This audience engages with us throughout the formal education programme, delivering recognised qualifications with clear development pathways towards careers in the creative industries.

Informal lifelong learners engage with Shetland Arts education and development programme in many different ways - there is significant crossover with this sector and **Enthusiast and Emerging Practitioners**. Learners are often interested in personal development, learning new skills and the social element of learning. They may engage with talks, workshops, festivals, and evening classes. This category would also encompass young people engaged in our youth arts development programme.

Cultural Enthusiasts are already supportive of, and engaged with, the arts. There may be a strong overlap with **Enthusiast Practitioners**, however a Cultural Enthusiast may be a keen consumer of the arts without necessarily being a practitioner. The Cultural Enthusiast may have one or more art forms they are particularly interested in and are often actively seeking opportunities to engage with their chosen artforms (for example concerts, screenings, talks or exhibitions) and are particularly interested in being involved in the development of the artform.

Young People are defined as those between 11 and 24 years old and may also overlap with our formal education and lifelong learning segments. As with education, engaging parents and guardians is a key facet of communicating with the younger end of this segment, as they are likely to be the ones making the decisions about what the young person attends or be the ones funding and supporting their practice. For parents it is important to emphasise the developmental aspect of the activity, both personally, artistically, and socially.

Families come in all shapes and sizes, from nuclear families, through single parents to extended kinship groups. Shetland Arts seeks to provide a space where families can share artistic experiences and spend quality recreational time together. Families engage with our programme across the breadth of our offering, from family-friendly cinema screenings, through our exhibition programme, to events and workshops targeted at young people. Value is particularly key for this audience group, and it is important to communicate the financial, time and developmental value of the product.

Special Interest Groups

These audiences are diverse in their interest groups and access requirements, so communication with them is tailored to their specific requirements. In each of these cases Shetland Arts works closes with the specialist interest group in question, often with local charities, support, or development groups to ensure that the programme meets the audience's requirements.

Social/Recreational Users

This group makes up a significant part of the audience for our cinema and populist music programming. Communicating value in terms of social engagement, and maximisation of financial value is key. Social media is particularly important for this group, as they are likely to rely on social groups for reinforcement, and the ability to share content and activity increases likelihood of engagement. Timing messages around events such as payday and avoiding clashes with other large social events is also key, this group is likely to make decisions at the last moment before an event.

Vulnerable Groups

Shetland Arts works with vulnerable groups through our Arts and Wellbeing programme, although they may well also overlap into other segments. These groups often have significant barriers to engagement and/or attendance, and we work closely with local support groups and service provides to communicate appropriate events with the individual groups and members.

Remote and Rural Communities

Shetland Arts faces significant geographical challenges in engaging all areas of Shetland in its work. This is particularly the case in small communities where travel represents a barrier to engagement, due to excess travel times, or restrictions around public transport and ferry timetables. For these communities, their main concern is that Shetland Arts programmes content that is accessible to them, either through consideration of ferry and bus timetables for event start & end times, or through the delivery of product in remote locations through our rural touring network. The growth of digital confidence and accessibility during 2020 has meant that SADA has been reaching further than was previously possible and this will be a key aspect of remote and rural engagement going forward.

Corporate

Corporate customers represent a small but growing audience for Shetland Arts. These audiences consist of hirers, sponsors, and partners. The requirements of these audiences vary depending on the organisation and the type of interaction they are looking for, from the smooth and efficient delivery of an event to profile raising activities through sponsorship and events support.

Pricing Strategy

Scope

The Pricing Strategy will apply to the following areas of work

- Arts activity where SADA controls the entry price
- Commercial activity Where appropriate
- B2B activity

Aims & Objectives

- To maximise income
- Ensure accessibility

To deliver these aims & objectives

- All products will be priced at the most efficient price point taking into account the following factors
 - o Unit Cost Price
 - o Similar product pricing in Shetland
 - o The price of the product elsewhere in UK
 - o Level of investment/income budgeted for area of work
- Discounts will be offered on the following basis
 - Where customers can demonstrate that they are in receipt of specific financial support through UK, Scottish or Local government
 - Where the size of the discount is significant enough to have an impact upon access
 - Where the product is experiential
- Variable pricing will be used when
 - The same experience is available at multiple points during a specified time period
 - Where SADA wishes to influence customer behaviour

Financial Strategy

Scope

The Financial Strategy will apply to the following areas of work:

- Arts activity
- Commercial activity

Aims & Objectives

- To ensure the continued operation of SADA
- To ensure funds remain available to undertake the charitable objectives and deliver our social outcomes
- To ensure sufficient funds are available to maintain the assets of the organisation

- Work towards meeting the reserves policy of the organisation through the generation of operating surplus
- Produce an annual budget for agreement with the Trustees before the start of the financial year
- Ensure robust financial controls and budgeting procedures are in place
- Aim to generate a sufficient operational surplus of at least 2.5% of budget
- Monitor cash flow and where there is a business case source overdraft or loan funds.
- Report monthly to Trustees
- Work closely with our auditors
- Report as required to funders
- Support grant/funding/sponsorship applications as appropriate
- To be as transparent as appropriate regarding the financial position of the organisation with staff, funders and the public

Environmental Strategy

Scope

The Environmental Strategy will apply to the following areas of work:

All Activity

Aims & Objectives

• To deliver a Net Zero Carbon operation by 2030

- Monitor our Carbon Footprint and report to the Trustees
- Work with Creative Carbon in line with our RFO agreement
- Promote environmental awareness in creative Sector in Shetland
- Introduce Carbon budgeting
- Continue to make incremental improvements on our 2015 baseline

Operational Strategy

Scope

The Financial Strategy will apply to the following areas of work:

- Arts activity
- Commercial activity
- Major Projects

Aims & Objectives

- To ensure the smooth running of the organisation
- To ensure an overview of all activity
- To be cost effective
- To manage staffing requirements and development
- To provide opportunities for training and staff development in line with organisational need

- Develop detailed annual workplans
- Produce an organisational training plan
- Monitor major projects
- Review the organisational structure
- Review reporting and monitoring and ensure that they feedback into decision making
- Deliver Fair Work principles
- Expect clear and timely communication from all staff

Evaluation Strategy

Scope

The Evaluation Strategy will apply to the following areas of work

- Artists, Performers and Practitioners
- Audiences
- Students
- Participants
- Arts Activity
- Commercial Activity
- Communication Activity

Aims & Objectives

- To enable SADA to understand the impact of the work
- To report to funders
- To inform future development and improvements
- To encourage feedback
- To capture agreed Key Performance Indicators (KPIs)

- Run biannual customer satisfaction survey
- Agree the evaluation process at the point of Project Proposal approval
- Use appropriate evaluations processes
 - o Current SADA KPIs
 - o Data from partner organisations
 - Participant feedback forms
 - Conversations with artists
 - Focus groups
 - Narrative reporting / case studies
 - Media feedback and coverage
 - o Festival feedback creative method?
 - Evaluation / reflection sessions at end of project
 - Video / photo documentation as an aide memoire for reflection and for reporting
 - Suggestion's box / wall etc
- Report to the Trustees key areas of feedback
- Use any formal evaluation process we are part of e.g. SQA

SWOT

| Inte | rnal | | | | | |
|--|--|--|--|--|--|--|
| Strengths | Weaknesses | | | | | |
| Audiences and Participants Loyal customer base Community is emotionally connected Respect of community | Audiences and Participants Historic grudges (partners) Perception of being a Clique Community is emotionally connected | | | | | |
| Activity Partnership working (we are good at it when do it) Variety, lots of disparate things Varied programme of delivery People Collective experience Staff loyalty (colleagues within groups) Staff loyalty to organisation and the cause Passionate staff Considerate Staff | Activity Partnership Working (We don't do enough) Partnership Working (Over exposing eg big takeover) Responsiveness vs agreed activity Uneven spread of arts activity Lack of early career development work (VACMA, Curated Retail) across all art forms Lack of support for makers Challenge of rural program (expense etc) | | | | | |
| BoardVolunteersTalented can-do team | Diversity of CI sector (what are we doing to fix) People | | | | | |
| Organisation Resilient Flexible structure Venues (Good facilities) Location of organisation Financial management Well run organisation Calm Progressive dialogue Robust management structure Flexible working | Staff cohesion Staff tolerance of colleague's opinions Collaboration by staff Not many entry level roles Lack of churn Staff Training Not enough creative development time Lack of engagement in the staff team in the work of the organisation Skills specialisation/lack of redundancy/backup | | | | | |
| Relationship with stakeholders Diversity of revenue | Organisation Venues (maintenance burden) Location – expensive for activity Over commit to projects Limitations to see and explore stuff Disconnect between planning and execution Diversity (as broad as possible) | | | | | |

| | ERNAL |
|--|--|
| Political, Economic, Sociological, Te Opportunities | chnological, Legal and Environmental Threats |
| Audiences and Participants | Audiences and Participants |
| Organisation Additional funding Sponsorship Sell our skills (consultancy) eg programme a cinema More opportunities to be environmentally sustainable | |

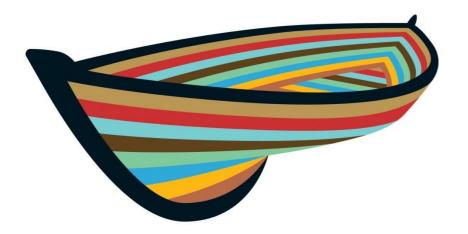
Risk Register

| No. | Strategic Risk | Frequency Sev | verity | Risk Profile (FxS) | No. | Mitigation | Evidence | Revised Frequency | Revised Severity | Revised Risk Profile (RFxRS) | Rationale | |
|-----|---|---------------|--------|--------------------------|-----|--|---------------------------------------|----------------------|--|--|--|--|
| | | (1.5) | | (i AS) | 1.1 | Track Staff Satisfaction | Annual Staff Satisfaction Survey | , , , | | (ru xro) | | |
| | Leadership Loss of key leaders or key | | | | 1.2 | Appropriate Pay and T&Cs | Benchmarking | | | | | |
| 1 | individuals that the organisation depends upon and cannot be replaced easily. | 3 | 4 | 12 | 1.3 | Development Opportunities | Performance Development Reviews | 2 | 2 | 4 | Frequency has reduced because of 1.1, 1.2 & 1.3 Severity has reduced because of 1.2 & 1.4 | |
| | and cumot be replaced easily. | | | | 1.4 | Good national profile to enable recruitment | Quality of applicants | _ | | | | |
| | | | | | 1.5 | Board Recruitment | Quality of applicants Board Agenda, | | | | | |
| | | | | | 2.1 | Regular meetings with key reports | Minutes of Meetings | | | 2 | Frequency has reduced because of 2.1 Severity has reduced because of 2.2 &2.3 | |
| 2 | Lack of Governance With little or no systems in place to identify & monitor | 2 4 | 4 | 8 | 2.2 | Work through Scottish Governance Code | Task lists generated | 1 | 2 | | | |
| | compliance | | | | 2.3 | Working towards achievement of Good Governance Award | Gathering of evidence | | | | | |
| | | | | | | 3.1 | Business Continuity Planning | BCP plans | | | | |
| | Loss of public / stakeholder confidence / trust | | | | 3.2 | Access to specialist comms freelancers | have one during the pandemic | | | | | |
| 3 | Risk that an incident or situation creates an environment that confidence | 3 | 4 | 12 | 3.3 | Reasonable relationship with journalists | Positive coverage of activity | 1 4 4 | Frequency has reduced because of 3.1, 3.2, 3.3 & 3.4 Severity has not been reduced | | | |
| | is eroded or lost. | | | | 3.4 | Good, informed relationship with stakeholders | Resilience plans | | | | | |
| | | | | | 4.1 | Ensure staff structure is flexible | Staff planning | | | | | |
| 4 | External Impacts Being unable to manage and adapt to societal shocks. e.g. | 2 | 5 | 10 | 4.2 | Ensure staff are current in training | Performance Development Reviews | 2 3 6 | 6 | Frequency has not been reduced Severity has been reduced because of 4.1, 4.2, 4.3 & | | |
| | Pandemics | | | | 4.3 | Business Planning | Business Plan | | | | 4.4 | |
| | | | | | 4.4 | Relationship with stakeholders | Resilience plans | | | | | |

| _ | | | | | | | | | | | |
|---|---|--|---|----|-----|---|--|---|---|---|---|
| | | | | | 5.1 | Be informed about funding landscape | Communications with CS , SIC and SCT | | | | |
| | | | | | 5.2 | Able to raise funds from alternative sources | Successful funding applications | | | | |
| | 5 | Finance Unexpected shortfall in funding or income to deliver | 5 | 15 | 5.3 | Focus on traded/commercial income | Minutes from Commercial meetings | 3 | 6 | Frequency has been reduced because of 5.1, 5.4 & 5.5 Severity has been reduced because of 5.2 & 5.3 | |
| | | against medium term plans | | | 5.4 | Deliver on funding agreements | Reporting | | | | |
| | | | | | 5.5 | Ensure funding is claimed in a timely fashion | Minutes from quarterly funding reviews with managers | | | | |
| | | Estates | | | 6.1 | Proactive Asset Management | Asset Management Plan | | | | Function when he are really and he accurate of C 1.9. C 2 |
| | 6 | Large unexpected estates 2 issues | 5 | 10 | 6.2 | Regular Maintenance | Various Maintenance Contracts (eg Ness and Kone) | 1 | 5 | 5 | Frequency has been reduced because of 6.1 & 6.2 Severity has not been reduced |
| | | | | | 7.1 | Trained Staff | Personal and SIA licence holders | | | | |
| | 7 | Legal/Regulations Breach of legal or licencing 3 | 5 | 15 | 7.2 | Use of specialist contractors | Law at Work contractors | 2 | 5 | 10 | Frequency has been reduced because of 7.2, 7.3 & 7.4 Severity has not been reduced |
| | | conditions | | | 7.3 | Use of auditors | RSM | | | | 7.1 is currently not relevant |
| | | | | | 7.4 | Proactive relationship with licencing body | Communications with SIC | | | | |

| Frequenc | су | | | |
|----------|--|---|--|--|
| Score | Descriptor | Guidance | | |
| 5 | Extremely Likely | Is expected to happen in most circumstances. 80-100% likely to happen in the next five years. | | |
| 4 | Very Likely Will probably happen at some time. 60-79% likely to happen next five years. | | | |
| 3 | Likely | Might happen at some time. 40-59% likely to happen in the next five years | | |
| 2 | Unlikely | Conceivable it could happen. 20-39% likely to happen in the next five years. | | |
| 1 | Extremely Unlikely | Could happen in exceptional circumstances. 0-19% likely to happen in the next five years/ | | |

| Severity | | | | | | | |
|----------|------------------|--|--|--|--|--|--|
| Score | Descriptor | Guidance | | | | | |
| 5 | Extremely Severe | Organisation will fail 100% of the time | | | | | |
| 4 | Very Severe | Organisation will fail without proper management 70% of the time | | | | | |
| 3 | Severe | Organisation will fail without proper management 35% of the time | | | | | |
| 2 | Minor | Organisation will fail without proper management 10% of the time | | | | | |
| 1 | Extremely Minor | Organisation unlikely to fail | | | | | |



Shetlandarts

Details of SADA owned and/or managed facilities

Bonhoga Owned and Managed

Bonhoga Gallery, a craft centre with exhibition space, retail and café provision. Situated in Weisdale Mill, on land cleared for large-scale sheep farming in the 19th Century. It was a meal and barley mill from 1855 until the early 1900s, then used as a butchery and tannery before falling into dereliction in the middle of the 20th century. The building was renovated and opened as Bonhoga Gallery in 1994.



The Booth Owned

Located in Scalloway, the ancient capital of Shetland, The Booth is a purpose built live-work space for visiting artists. Managed by Wasps Artist Studios until March 2022, the future of the facility is currently being reviewed by SADA.



The Garrison Theatre - Managed

Built in 1903/4 and originally called *Lerwick Drill Hall and Gymnasium*, it was converted to a theatre by ENSA in 1942 and during the 2nd World War it served as a theatre to entertain the thousands of troops stationed in Shetland.

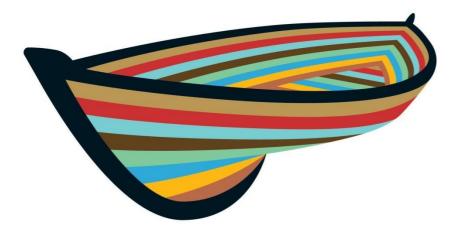
The building is owned by Shetland Charitable Trust.



Mareel – Owned and Managed

Sited right on the edge of the North Sea on the historic Hay's Dock quayside in Lerwick beside Mareel is an art centre that comprises of two cinema screens, mixed use auditorium and supporting spaces, recording studio, education facilities, exhibition space, retail and café bar provision.





Shetlandarts

Organisational Structure

Chief Executive Officer

Engagement

Advocacy Reporting Outreach Workplan **Fundraising**

Commissioning Lead

Functions

Cultural Tourism Grant Applications -Projects Producing/Commissioning/ Presentation of

- Applied Art
- · Visual Art.
- Performance
- Film
- Festivals

Outreach & Learning Lead

Functions

Formal Education Informal Education Arts and Wellbeing Youth Arts **Professional Development** Sector Support Grant Applications – Projects PVG Lead

Audiences and Participants

Pricing Website/Online **Box Office** Customer Journey/Satisfaction

Sales and Communication Lead

Functions

Design **Brand Development** Customer Data Analysis Internal Communication Marketing Audience Development

Pricing Sales Sponsorship

Customer Experience Lead

Functions

Café/Bars/Kiosk **Event Catering** Food Safety Commercial Retail **Curated Retail Event Catering Event Management FoH** Ticketing **EPOS systems** Cleaning Event Safety (SIA) Volunteering

Core Services

Health and Safety Carbon Management **Risk Assessments** Licensing IT Infrastructure and Systems

Support Lead

Functions

Administration Finance Payroll Contracts Evaluation Governance **Grant Applications - Core** Legal **Human Resources Organisation Business Continuity Plan** Logistics **Quality Assurance**

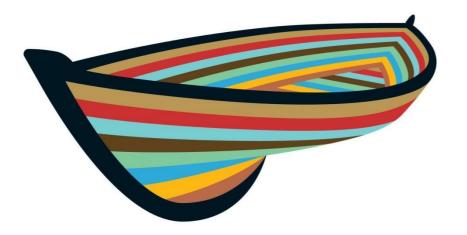
- Training Venue Hire B2B
- C2B
- Touring
- **Promoters**

Production and Facilities Lead

Functions

Asset Management

Equipment Hire Event Management BoH Health and Safety Fire Safety Building Security, Alarms and **Pass Systems** Maintenance, planned and unplanned **Event and Exhibition** Production Film Screening Delivery and Services **Recording Studio and** Services **Rural Tour Support**

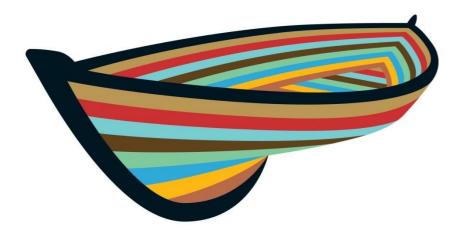


Shetlandarts

2023 – 2024 Budget

| | Budget | Budget | | |
|---------------------------------------|--------------|--------------|-------------|----------|
| | 2023/24 | 2022/23 | Change | |
| Income | | | | |
| Ticket Sales | 444,869.60 | 428,275.00 | 16,594.60 | 3.87% |
| Education and training income | 128,000.00 | 130,000.00 | (2,000.00) | -1.54% |
| Retail income | 100,062.42 | 110,018.75 | (9,956.33) | -9.05% |
| Food and beverage income | 453,895.71 | 395,000.00 | 58,895.71 | 14.91% |
| Foyer income | 88,000.00 | 75,300.00 | 12,700.00 | 16.87% |
| Box office commission income | 40,916.67 | 1,750.00 | | 2238.10% |
| Gallery commission income | 100.00 | 2,382.00 | (2,282.00) | -95.80% |
| Hire of rooms and equipment income | 78,856.33 | 60,120.00 | 18,736.33 | 31.16% |
| Screen advertising income | 10,000.00 | 10,000.00 | 0.00 | 0.00% |
| Sponsorship income | 12,600.00 | 1,900.00 | 10,700.00 | 563.16% |
| Donations received | 1,536.00 | 0.00 | 1,536.00 | 0.00% |
| Grant Funding - SIC | 14,315.00 | 17,022.00 | (2,707.00) | -15.90% |
| Grant Funding - SCT | 716,625.00 | 774,500.00 | (57,875.00) | -7.47% |
| Grant Funding - Creative Scotland | 270,535.50 | 305,772.00 | (35,236.50) | -11.52% |
| Other Grants - Trusts and foundations | 114,900.00 | 56,250.00 | 58,650.00 | 104.27% |
| Operating lease income - SIC | 90,000.00 | 90,000.00 | 0.00 | 0.00% |
| Other income | 71,300.00 | 13,200.00 | 58,100.00 | 440.15% |
| Memberships received | 3,473.00 | 5,625.00 | (2,152.00) | -38.26% |
| | 2,639,985.23 | 2,477,114.75 | 162,870.48 | 6.58% |
| | | | | |
| <u>Purchases</u> | | | | |
| Food and beverage purchases | 184,034.01 | 139,817.50 | 44,216.51 | 31.62% |
| Foyer purchases | 45,760.00 | 37,500.00 | 8,260.00 | 22.03% |
| Retail purchases | 53,954.40 | 59,897.00 | (5,942.60) | -9.92% |
| Direct costs | 500.00 | 500.00 | 0.00 | 0.00% |
| | 284,248.41 | 237,714.50 | 46,533.91 | 19.58% |
| | | | | |
| <u>Direct Costs</u> | | | | |
| Gross wages and salaries - regular | 995,541.89 | 926,851.72 | 68,690.18 | 7.41% |
| Gross wages - casual | 61,439.53 | 61,124.92 | 314.61 | 0.51% |
| Employers NI | 86,896.82 | 79,809.83 | 7,086.99 | 8.88% |
| Employers pension | 234,009.59 | 198,838.46 | 35,171.12 | 17.69% |
| Recruitment expenses | 3,000.00 | 5,000.00 | (2,000.00) | -40.00% |
| Trustee expenses | 1,000.00 | 1,000.00 | 0.00 | 0.00% |
| Training costs | 13,500.00 | 15,000.00 | (1,500.00) | -10.00% |
| Protective clothing | 0.00 | 0.00 | 0.00 | 0.00% |
| Programme costs - project | 345,765.61 | 326,868.24 | 18,897.36 | 5.78% |
| Marketing costs - project | 19,975.00 | 21,280.00 | (1,305.00) | -6.13% |
| Licences - PRS etc | 45,476.13 | 45,422.97 | 53.16 | 0.12% |
| Film transport | 2,000.00 | 2,000.00 | 0.00 | 0.00% |
| Hire of equipment | 0.00 | 0.00 | 0.00 | 0.00% |
| | 1,808,604.56 | 1,683,196.15 | 125,408.42 | 7.45% |

| SURPLUS/DEFICIT | (2,560.92) | (48,537.40) | 45,976.47 | -94.72% |
|-------------------------------|--------------|--------------|-------------|----------|
| 101AL 00010 | 2,042,040.13 | 2,020,002.10 | | |
| TOTAL COSTS | 2 6/2 5/6 15 | 2,525,652.15 | | |
| | 549,693.18 | 604,741.50 | (55,048.33) | -9.10% |
| Loan interest | 6,000.00 | 6,000.00 | 0.00 | 0.00% |
| Bank charges | 19,668.00 | 19,668.00 | 0.00 | 0.00% |
| Audit Fees | 11,000.00 | 11,000.00 | 0.00 | 0.00% |
| Legal and professional fees | 12,575.00 | 27,575.00 | (15,000.00) | -54.40% |
| Sundry | 0.00 | 0.00 | 0.00 | 0.00% |
| Consumables | 7,575.00 | 12,375.00 | (4,800.00) | -38.79% |
| Subscriptions | 2,356.20 | 6,240.20 | (3,884.00) | -62.24% |
| Website costs | 2,500.00 | 1,500.00 | 1,000.00 | 66.67% |
| Marketing costs - strategic | 250.00 | 1,300.00 | (1,050.00) | -80.77% |
| Computer costs | 27,115.20 | 26,615.20 | 500.00 | 1.88% |
| Telephone and broadband | 8,615.00 | 8,860.00 | (245.00) | -2.77% |
| Print, postage and stationary | 5,200.00 | 5,100.00 | 100.00 | 1.96% |
| Cleaning | 50,465.00 | 54,035.20 | (3,570.20) | -6.61% |
| Equipment purchases > £500 | 7,760.00 | 18,200.00 | (10,440.00) | -57.36% |
| Equipment purchases < £500 | 9,479.99 | 10,347.82 | (867.83) | -8.39% |
| Repairs and maintenance | 49,338.69 | 54,068.41 | (4,729.72) | -8.75% |
| Operating leases - Equipment | 20,177.28 | 20,177.28 | 0.00 | 0.00% |
| Operating leases - Rent | 90,000.00 | 90,000.00 | 0.00 | 0.00% |
| Heat and Light | 96,145.07 | 107,790.99 | (11,645.92) | -10.80% |
| Insurance | 42,670.75 | 38,983.40 | 3,687.35 | 9.46% |
| Rates | 16,485.00 | 17,904.00 | (1,419.00) | -7.93% |
| Rent | 0.00 | 1,360.00 | (1,360.00) | -100.00% |
| Motor expenses | 250.00 | 650.00 | (400.00) | -61.54% |
| Travel and subsistance | 64,067.00 | 64,991.00 | (924.00) | -1.42% |



Shetlandarts

2022 – 2023 Workplan

Summary

This workplan integrates the social outcomes into our activity. It maps our forty-one agreed work areas against the social outcomes and contains specific targets against the eight key performance indicators that we track. Where the activity takes place has also been mapped.

Each work area has been assigned two social outcomes, not every event/workshop etc will necessarily deliver against those two social outcomes and not every customer will be impacted in the same way.

| Social Outcomes | Improved quality of life through greater access to creative and social experiences | Improved opportunities through personal and professional transferrable skills | Improved confidence to contribute positively through opportunities for self-expression and community involvement | Improved feeling of inclusion and equality through greater understanding of other cultures and lifestyles | Improved mental and physical health through more active involvement in creative and social experiences | Improved community resilience through a more diverse creative economy |
|--------------------|---|---|--|--|--|---|
| Count | 15 | 11 | 21 | 4 | 18 | 13 |
| Percentage | 18% | 13% | 26% | 5% | 22% | 16% |

| Key Performance Indicators | Concerts, Screenings, Exhibitions | Audience Attendances | Development Sessions | Participations |
|----------------------------------|---|-------------------------|-------------------------|----------------|
| Total | Days 4,086 | 230,275 | 1,807 | 14,017 |
| Target Difference | 4,000 86 | 180,000 50,275 | 1,600 207 | 14,000 |

| Кеу | Instances of | Instances of | Instances of | Volunteer |
|-------------|---------------|-----------------|--------------|-----------|
| Performance | Practitioners | rs Groups Micro | | Hours |
| Indicators | Supported | Supported | Business | |
| | | | Supported | |
| Total | 1,452 | 152 | 133 | 1,001 |
| Target | 1,500 | 150 | 65 | 1,000 |
| Difference | -48 | 2 | 68 | 1 |

| Location | Lerwick | Lerwick | Lerwick Non | Central | Central Non |
|------------|---------|----------|-------------|---------|-------------|
| | Mareel | Garrison | SADA | Bonhoga | SADA |
| Percentage | 62% | 8% | 7% | 12% | 2% |

| Location | Mainland | Bressay, Unst, Yell, Fetlar and Whalsay | Skerries, Foula, Fair Isle and Papa Stour | Outwith Shetland | Online |
|------------|----------|---|--|---------------------|--------|
| Percentage | 2% | 2% | 1% | 0% | 5% |

Planned Activity by Social Outcome

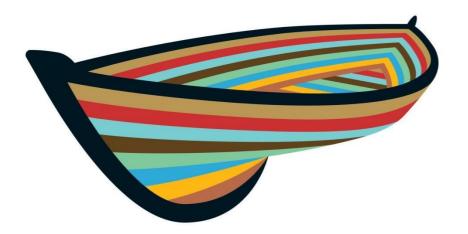
| | | | | | | Creative Sco | otland Priorities | | |
|--|--|--|--|----------------------------|------------|---|-------------------|-----------|---------------|
| Social Outcomes | Overview of Planned Activity | Development Goals | Milestones | Quality and Ambition | Engagement | Equalities, Diversity & Inclusion | Sustainability | Fair Work | International |
| Improved quality of life through greater access to creative and social experiences | Customer Services - Food & Beverage Sector Support - Commissioned & Curated Retail Sector Support - Research Partnerships Bonhoga - Non Core Garrison - Non Core Mareel - Non Core Craft/Applied Art Exhibitions - Established Dance Performances - Professional Drama Performances - Professional Film Screenings - Independent Film Screenings - Mainstream Literature Performances - Professional Music Performances - Professional Visual Art Exhibitions - Established Public Art | Increase levels of awareness of how creative experiences improve quality of life Increase the geographical reach of creative and social experiences Increase levels of activity in line with recovery expectations Maintain levels of online engagement Increase social media conversations of program Engage new and reactivate existing audiences Present high quality professional performances Develop remote and rural touring opportunities Present high quality exhibitions Continue the development of the Garrison Theatre Deliver phase 1 of the Creative Hub at the Knab Provide an extensive range of mainstream and specialist film programming Provide a comprehensive programme of contemporary, traditional and populist music | Concerts, Screenings and Exhibition Days - 4,000 Audience Attendances - 180,000 | x | X | | | x | X |
| Improved opportunities through personal and professional transferrable skills | Sector Support - Funding Sector Support - Recording/Production Sector Support - Professional Development Sector Support - Creative Circular Economy Education & Learning - Postgraduate Education (Masters) Education & Learning - Higher Education (Degrees) Education & Learning - Further Education (NC &HNC) Education & Learning - Secondary Education (Skills for Work) Education & Learning - Secondary Education (Senior Phase) Education & Learning - Creative Labs Education & Learning - Schools Activities | Ensure participants can demonstrate employability skills Deliver a high quality of output from the planned activity Numbers going into training/jobs/Volunteering Enable People to change profession and direction Enable people to acquire qualifications Increase the development of participants communication skills Increase the development of participants Social skills Ensure participants earning potential improves Support creative practitioners with access to facilities and professional development opportunities | Development Sessions - 1,600 Participations - 14,000 | | x | | x | X | |

| | | | | | | Creative Sco | tland Priorities | | |
|--|--|---|---|----------------------------|------------|---|------------------|-----------|---------------|
| Social Outcomes | Overview of Planned Activity | Development Goals | Milestones | Quality and Ambition | Engagement | Equalities, Diversity & Inclusion | Sustainability | Fair Work | International |
| Improved confidence to contribute positively through opportunities for self-expression and community involvement | Arts & Wellbeing - Arts in Care Arts & Wellbeing - Sessions Education & Learning - Postgraduate Education (Masters) Education & Learning - Higher Education (Degrees) Education & Learning - Further Education (NC &HNC) Education & Learning - Secondary Education (Skills for Work) Education & Learning - Secondary Education (Senior Phase) Education & Learning - Creative Labs Craft/Applied Art Exhibitions - Emerging Dance Performances - Community Groups/Students Drama Performances - Community Groups/Students Festivals - Screenplay/Wordplay/Folk Frenzy Film Screenings - Relaxed Screenings Film Screenings - Community Groups/Students Literature Performances - Community Groups/Students Music Performances - Community Groups/Students Visual Art Exhibitions - Emerging Youth Arts - Groups Youth Arts - Intensive Youth Arts - Sessions Education & Learning - Schools Activities | Increase participants confidence to show their work Equip people to succeed Encourage participants to engage in new things People offer their opinion People feel they have a voice People get involved in local democracy People take up art in some form People use arts to express themselves People break free from stereotypes Ensure arts and creativity is seen as a vehicle to personal wellbeing and community development Support community, student and emerging practitioners with access to facilities and appropriate development opportunities | Concerts, Screenings and Exhibition Days - 4000 Audience Attendances - 180,000 Development Sessions - 1,600 Participations - 14,000 | | x | x | | X | |
| Improved feeling of inclusion and equality through greater understanding of other cultures and lifestyles | Customer Services - Tourism Sector Support - Research Partnerships Festivals - Screenplay/Wordplay/Folk Frenzy Film Screenings - Independent | Ensure people have confidence to take action People learn and change their views Increase levels of diversity – audience and participation Ensure a diversity of professional performances Encourage a greater acceptance of diversity in the Shetland community Level of cross-cultural projects and collaborations Foster opportunities for collective creation across artforms, across geographic boundaries and across mediums | Concerts, Screenings and Exhibition Days - 4,000 Audience Attendances - 180,000 | x | x | x | | | x |

| | | | | | | Creative Sco | tland Priorities | | |
|--|---|--|--|----------------------------|------------|---|------------------|-----------|---------------|
| Social Outcomes | Overview of Planned Activity | Development Goals | Milestones | Quality and Ambition | Engagement | Equalities, Diversity & Inclusion | Sustainability | Fair Work | International |
| Improved mental and physical health through more active involvement in creative and social experiences | Arts & Wellbeing - Arts in Care Arts & Wellbeing - Sessions Customer Services - Food & Beverage Dance Performances - Professional Dance Performances - Community Groups/Students Drama Performances - Professional Film Screenings - Mainstream Film Screenings - Relaxed Screenings Film Screenings - Community Groups/Students Literature Performances - Professional Literature Performances - Community Groups/Students Music Performances - Professional Music Performances - Community Groups/Students Visual Art Exhibitions - Established Public Art Youth Arts - Groups Youth Arts - Intensive Youth Arts - Sessions | Increase awareness of benefits of physical elements of arts Provide opportunities for people talk about mental health Engage Shetland NHS on the positive impact of creativity on wellbeing Encourage people to make new social connections Observed improvements in motor skills People have a better quality of day (e.g. dementia) People more aware of selves and others People tell us they feel happier / less anxious Ensure the arts is seen as a vehicle to personal wellbeing and community development by local policy makers | Groups Supported - 150 | | X | X | X | | |
| Improved community resilience through a more diverse creative economy | Customer Services - Tourism Sector Support - Commissioned & Curated Retail Sector Support - Funding Sector Support - Recording/Production Sector Support - Professional Development Sector Support - Creative Circular Economy Bonhoga - Non Core Garrison - Non Core Mareel - Non Core Craft/Applied Art Exhibitions - Emerging Craft/Applied Art Exhibitions - Established Drama Performances - Community Groups/Students Visual Art Exhibitions - Emerging | An increase in the number of creative products An increase in the level of export An increase in the level of inward investment An increase in the no of creative businesses People relocate/visit Shetland to pursue arts career Retention of arts practitioners Increase the level of awareness of Shetland arts nationally & internationally Local resources used (shop local) An increased diversity of new businesses | Practitioners Supported - 1,500 Micro Businesses Supported - 65 | x | | | x | x | |

| | Key Performance Indicators | | | | | | | | | | | |
|--|---|-------------------------|-------------------------|----------------|--|-------------------------------------|--|--------------------|--|--|--|--|
| Overview of Planned Activity | Performances, Screenings, Exhibitions Days | Audience Attendances | Development Sessions | Participations | Instances of Practitioners Supported | Instances of Groups Supported | Instances of Micro Business Supported | Volunteer Hours | | | | |
| Arts & Wellbeing - Arts in Care | - | - | 15 | 100 | 15 | = | = | - | | | | |
| Arts & Wellbeing - Sessions | 1 | 30 | 30 | 250 | 30 | 5 | - | _ | | | | |
| Customer Services - Food & Beverage | - | _ | 100 | 300 | - | 52 | - | _ | | | | |
| Customer Services - Tourism | 120 | 1,200 | _ | _ | - | - | - | _ | | | | |
| Sector Support - Commissioned & Curated Retail | 450 | 15,000 | - | _ | 450 | 3 | 72 | _ | | | | |
| Sector Support - Funding | - | - | 2 | 20 | 16 | | - | _ | | | | |
| Sector Support - Research Partnerships | _ | _ | 5 | 50 | 10 | _ | - | _ | | | | |
| Sector Support - Recording/Production | _ | _ | 102 | 306 | 100 | 2 | 15 | _ | | | | |
| Sector Support - Professional Development | - | _ | 10 | - | 200 | | - | _ | | | | |
| Sector Support - Creative Circular Economy | _ | _ | 10 | 250 | 10 | | _ | _ | | | | |
| Education & Learning - Postgraduate Education (Masters) | - | _ | 32 | 500 | - | | _ | | | | | |
| Education & Learning - Postgraduate Education (Masters) | 1 | 120 | 92 | 560 | - | | - | <u>-</u> | | | | |
| Education & Learning - Higher Education (Degrees) Education & Learning - Further Education (NC &HNC) | 2 | 240 | 864 | 5,184 | - | - | - | <u>-</u> | | | | |
| Education & Learning - Further Education (NC &HNC) Education & Learning - Secondary Education (Skills for Work) | 1 | 120 | 180 | 2,000 | - | - | - | | | | | |
| | | | | | - | - | - | | | | | |
| Education & Learning - Secondary Education (Senior Phase) | - | - | 64 | 384 | - | - | - | | | | | |
| ducation & Learning - Creative Labs | - | - | 10 | 76 | 10 | - | - | - | | | | |
| Sonhoga - Non Core | 1 | 100 | - | - | - | - | - | - | | | | |
| Garrison - Non Core | - | - | - | - | - | - | - | - | | | | |
| Mareel - Non Core | 15 | 400 | - | - | - | - | - | - | | | | |
| Craft/Applied Art Exhibitions - Emerging | 100 | 10,000 | 2 | 2 | 20 | 1 | 1 | - | | | | |
| Craft/Applied Art Exhibitions - Established | 150 | 15,000 | 2 | 100 | 30 | 1 | 3 | - | | | | |
| Pance Performances - Professional | 10 | 250 | 5 | 40 | 25 | 4 | 4 | - | | | | |
| Pance Performances - Community Groups/Students | 5 | 500 | - | - | 5 | 2 | - | - | | | | |
| Drama Performances - Professional | 3 | 300 | 5 | 40 | 12 | 3 | 12 | - | | | | |
| Drama Performances - Community Groups/Students | 24 | 3,840 | 15 | 300 | - | 5 | - | - | | | | |
| estivals - Screenplay/Wordplay/Folk Frenzy | 62 | 3,417 | 23 | 760 | 27 | 5 | - | 1,001 | | | | |
| ilm Screenings - Independent | 204 | 4,080 | - | - | - | - | - | - | | | | |
| ilm Screenings - Mainstream | 1,533 | 50,056 | - | - | - | - | - | - | | | | |
| Film Screenings - Relaxed Screenings | 52 | 364 | - | - | ı | = | = | - | | | | |
| Film Screenings - Community Groups/Students | 10 | 500 | - | - | - | - | - | - | | | | |
| iterature Performances - Professional | 43 | 700 | 40 | 400 | 6 | - | 2 | - | | | | |
| iterature Performances - Community Groups/Students | 1 | 150 | - | - | 2 | 2 | - | - | | | | |
| Music Performances - Professional | 18 | 2,180 | 4 | 100 | 154 | 16 | 24 | - | | | | |
| Music Performances - Community Groups/Students | 12 | 300 | 12 | 144 | 144 | 48 | - | - | | | | |
| /isual Art Exhibitions - Emerging | 304 | 16,099 | - | - | 5 | - | - | - | | | | |
| /isual Art Exhibitions - Established | 590 | 31,251 | 19 | 211 | 9 | - | - | - | | | | |
| Public Art | 365 | 73,788 | - | - | - | - | - | - | | | | |
| outh Arts - Groups | 4 | 170 | 80 | 1,000 | 82 | 3 | - | - | | | | |
| outh Arts - Intensive | 3 | 80 | 45 | 550 | 60 | - | - | - | | | | |
| /outh Arts - Sessions | 2 | 40 | 30 | 300 | 30 | - | - | | | | | |
| Education & Learning - Schools Activities | - | - | 9 | 90 | - | - | - | - | | | | |
| 23 - 24 Target | 4,086 | 230,275 | 1,807 | 14,017 | 1,452 | 152 | 133 | 1,001 | | | | |
| SCT Target | 4,000 | 180,000 | 1,600 | 14,000 | 1,500 | 150 | 65 | 1,000 | | | | |
| Difference | 86 | 50,275 | 207 | 17 | -48 | 2 | 68 | 1 | | | | |

| | | | | | Locatio | ns (%) | | | | |
|--|-------------------|---------------------|---------------------|--------------------|---------------------|----------|---|--|---------------------|--------|
| Overview of Planned Activity | Lerwick Mareel | Lerwick Garrison | Lerwick Non SADA | Central Bonhoga | Central Non SADA | Mainland | Bressay, Unst, Yell, Fetlar and Whalsay | Skerries, Foula, Fair Isle and Papa Stour | Outwith Shetland | Online |
| Arts & Wellbeing - Arts in Care | - | - | 50% | - | 15% | 15% | 20% | - | - | - |
| Arts & Wellbeing - Sessions | 85% | - | - | 5% | 5% | 5% | - | - | - | - |
| Customer Services - Food & Beverage | 75% | - | - | 25% | - | - | - | - | - | - |
| Customer Services - Tourism | 60% | 10% | - | 30% | - | - | - | - | - | - |
| Sector Support - Commissioned & Curated Retail | 50% | - | - | 50% | - | - | - | - | - | - |
| Sector Support - Funding | 100% | - | - | | - | | - | - | - | - |
| Sector Support - Research Partnerships | 50% | - | 10% | | 10% | 10% | 10% | 10% | - | - |
| Sector Support - Recording/Production | 90% | - | - | | 10% | | - | - | - | - |
| Sector Support - Professional Development | 80% | - | - | 20% | - | | - | - | - | - |
| Sector Support - Creative Circular Economy | 30% | - | 70% | | - | | - | - | - | - |
| Education & Learning - Postgraduate Education (Masters) | - | - | - | - | - | - | - | - | - | 100% |
| Education & Learning - Higher Education (Degrees) | 10% | - | - | - | - | - | - | - | - | 90% |
| Education & Learning - Further Education (NC &HNC) | 100% | - | - | - | - | - | - | - | - | - |
| Education & Learning - Secondary Education (Skills for Work) | 100% | - | - | - | - | - | - | - | - | - |
| Education & Learning - Secondary Education (Senior Phase) | 100% | - | - | - | - | - | - | - | - | - |
| Education & Learning - Creative Labs | 80% | - | - | 10% | - | - | - | - | - | 10% |
| Bonhoga - Non Core | - | - | - | 100% | - | - | - | - | - | - |
| Garrison - Non Core | - | 100% | - | - | - | - | - | - | - | - |
| Mareel - Non Core | 100% | - | - | - | - | - | - | - | - | - |
| Craft/Applied Art Exhibitions - Emerging | - | - | - | 100% | - | - | - | - | - | - |
| Craft/Applied Art Exhibitions - Established | - | - | - | 100% | - | - | - | - | - | - |
| Dance Performances - Professional | 60% | - | - | - | 10% | 10% | 10% | 10% | - | - |
| Dance Performances - Community Groups/Students | - | 100% | - | - | - | - | - | - | - | - |
| Drama Performances - Professional | 40% | 20% | - | - | 10% | 10% | 10% | 10% | - | - |
| Drama Performances - Community Groups/Students | - | 100% | - | - | - | - | - | - | - | - |
| Festivals - Screenplay/Wordplay/Folk Frenzy | 80% | - | - | - | 5% | 5% | 5% | 5% | - | - |
| Film Screenings - Independent | 100% | - | - | - | - | - | - | - | - | - |
| Film Screenings - Mainstream | 100% | - | - | - | = | - | - | - | = | - |
| Film Screenings - Relaxed Screenings | 100% | - | - | = | = | - | - | - | = | - |
| Film Screenings - Community Groups/Students | 100% | - | - | = | = | - | - | - | = | - |
| Literature Performances - Professional | 100% | - | - | - | - | - | - | - | - | - |
| Literature Performances - Community Groups/Students | 100% | - | - | - | - | - | - | - | - | - |
| Music Performances - Professional | 80% | - | - | - | 5% | 5% | 5% | 5% | - | - |
| Music Performances - Community Groups/Students | 100% | - | - | - | - | - | - | - | - | - |
| Visual Art Exhibitions - Emerging | 50% | - | 30% | 20% | - | | - | - | - | - |
| Visual Art Exhibitions - Established | 50% | - | 30% | 20% | - | - | - | - | - | - |
| Public Art | 10% | - | 90% | - | - | - | - | - | - | - |
| Youth Arts - Groups | 100% | - | - | - | - | - | - | - | - | - |
| Youth Arts - Intensive | 100% | - | - | - | - | - | - | - | - | - |
| Youth Arts - Sessions | 100% | - | - | - | - | - | - | - | - | - |
| Education & Learning - Schools Activities | 50% | - | 10% | - | 10% | 10% | 10% | 10% | - | - |
| Count | 41 | 41 | 41 | 41 | 41 | 41 | 41 | 41 | 41 | 41 |
| Percentage | 62% | 8% | 7% | 12% | 2% | 2% | 2% | 1% | 0% | 5% |



Shetlandarts

Equality, Diversity and Inclusivity Action Plan 2022 – 2025

Equality, Diversity and Inclusivity Action Plan 2022 – 2025 (to be reviewed annually)

| | | | 2022 - 23 | | 2 | 2023 - 24 | | | 2024 - 25 | | |
|---|--|--|-------------------|--|---|-------------------|-----------|---|-----------|--|--|
| Objective | Rationale | Activity | Owner | Delivered | Activity | Owner | Delivered | Activity | Owner | Delivered | Social Outcome |
| To ensure access to a range of appropriate Concerts, Screenings, Exhibitions and Development Sessions across Shetland | Geographic isolationism is a key priority area for the Shetland Partnership. Culture has a large role to play in combating isolationism | Arrange a series of consultations in areas identified as remote and rural to establish how best to support their development ambitions. (Northmavine, Unst, Fetlar, Yell, Fair Isle, Foula, Whalsay) | Bryan Peterson | Consultations ongoing via informal interviews with: audiences, hall committees, & performers at SADA rural events; SIC Cllrs, Community Cllrs, & Development Officers representing rural areas; Culture Collective practitioners. Consultations planned for Craft Fair event in Nov. | Design and present activity that responds to local need and continue consultation in remaining areas. | Bryan Peterson | | Design and present activity that responds to local need. | ls to TBC | Improved quality of life through greater access to creative and social experiences | |
| | | Deliver Phase 2 of Culture Collective ensuring broad geographic spread of activity | Bryan Peterson | Culture Collective activity is taking place in all remote areas and inhabited islands | N/A | Bryan Peterson | | N/A | N/A | | |
| To ensure a culturally diverse range of activities for audiences and participants | Shetland is majority monocultural and the arts can provide a platform for minority groups to feel proud as well as ensuring a diversity of cultures are represented. | Measure and report on all activity with the intention of delivering SOC 4. | Bryan Peterson | Audiences gain insight into other languages, cultures, and lifestyles, with a broad range of international programming as part of our Screen Horizons strand, and commissioned Theatre pieces exploring minority issues. Activity, measuring & reporting ongoing. | Continue to report on all activity. Analyse and respond to gaps in provision. | Bryan Peterson | | Continue to report on all activity. Analyse and respond to gaps in provision. | TBC | | Improved feeling of inclusion and equality through greater understanding of other cultures and lifestyles |
| To ensure everyone has the financial choice to access our activities | Economic isolationism is a key priority area for the Shetland Partnership. Culture has a large role to play in combating isolationism | Further develop pricing strategy, secure partner, for introduction from 2023 | Graeme Howell | Pricing Structure agreed, not rolled out till impact better understood | Implement Pricing strategy, monitor impact and revise. | Graeme Howell | | Implement Pricing strategy, monitor impact and revise. | ТВС | | Improved quality of life through greater access to creative and social experiences |

| | | | 2022 - 23 | | : | 2023 - 24 | | 2 | 2024 - 25 | | |
|---|---|---|------------------|---|---|------------------|-----------|---|------------------|-----------|--|
| Objective | Rationale | Activity | Owner | Delivered | Activity | Owner | Delivered | Activity | Owner | Delivered | Social Outcome |
| To ensure gender equality across all our activities | The gender imbalance in the creative industries is an sectorial issue that needs addressing | Measure and report on gender identity for - Staff - Students - Performers - Freelancers - Volunteers - Trustees - Directors by Film and Screening Undertake relevant training | Kerry Eunson | Data not processed due to staffing issues. Appropriate systems in place for 23/24 | Continue to measure and report on areas. Identify where gender inequality is an issue and we can have an impact. | Kerry Eunson | | Continue to measure and report on areas. Identify where gender inequality is an issue and we can have an impact. | ТВС | | Improved community resilience through a more diverse creative economy |
| To ensure a diverse range of groups access and use our facilities | Social isolationism is a key priority area for the Shetland Partnership. Culture has a large role to play in combating isolationism | 30 group meetings for 300 participants in Mareel or Bonhoga Café. Review and consult on obstacles and put plans in place to remove them | Wendy Tulloch | 55 Groups Supported 518 Participants | 40 group meetings for 400 participants in Mareel or Bonhoga Café. | Wendy Tulloch | | 40 group meetings for 400 participants in Mareel or Bonhoga Café. | Wendy Tulloch | | Improved mental and physical health through more active involvement in creative and social experiences |
| To ensure that job roles in Shetland Arts are accessible to all | Diversity in the work force is an issue in the Creative industries and in Shetland | Introduce an appropriate level of relocation expenses for grade 2 and upwards roles. Monitor impact on applications and employment. | Kerry Eunson | This has been delayed till 2023 | Introduce an appropriate level of relocation expenses for grade 2 and upwards roles. Monitor impact on applications and employment. | Kerry Eunson | | Introduce an appropriate level of relocation expenses for grade 2 and upwards roles. Monitor impact on applications and employment. | Kerry Eunson | | Improved community resilience through a more diverse creative economy |

7.1 Key Upcoming Events June 2023



EVENT DETAILS

| Date | Title | Venue |
|---|--|---------|
| 10:00am 1 July 2023 | Papercut Lampshade making with Gilly B | Mareel |
| 21 st June – 23 rd July | Gilly B, Red Houss, Paparwark & Hilary Grant | Bonhoga |
| 7:30pm 11 August 2023 | The Big Gig with Haltadans | Mareel |
| 6:30pm 14 September 2023 | Burnt Out | Mareel |