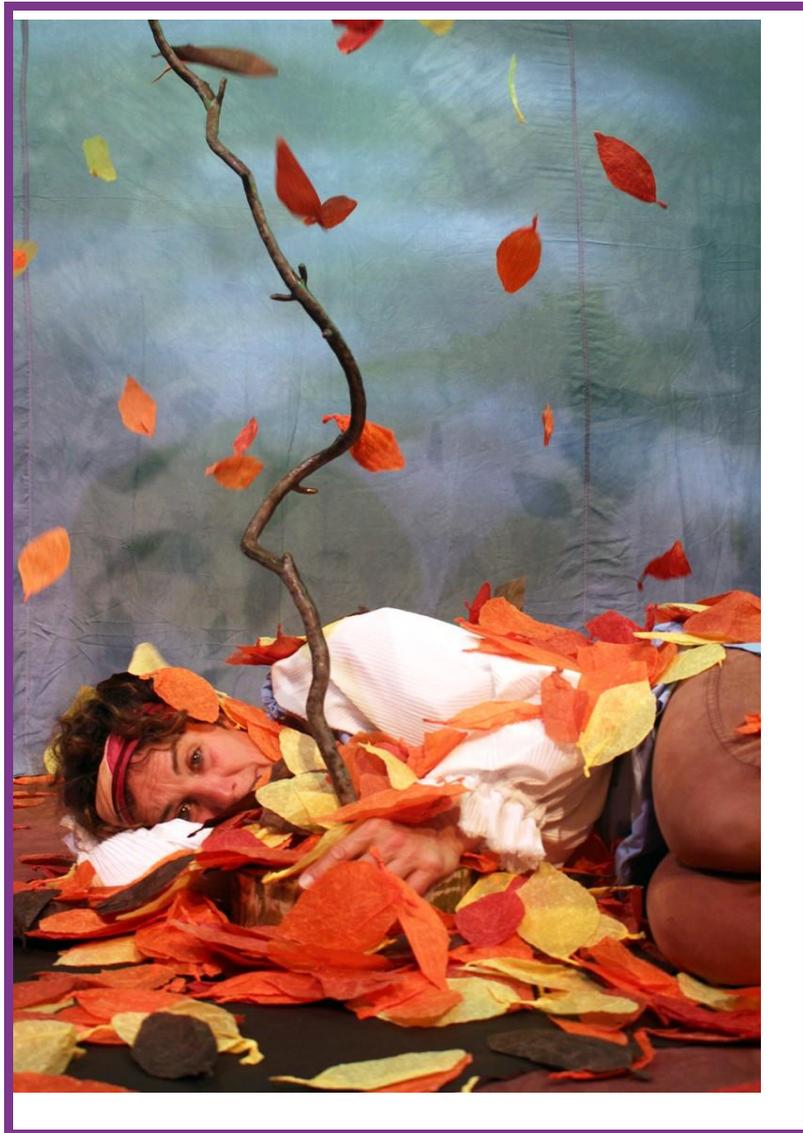


highlights

rural touring scheme

14 King's Head Court, Bridge Street, APPLEBY, Cumbria, CA16 6QH
Tel: 01768 353954 email: info@highlightsnorth.co.uk

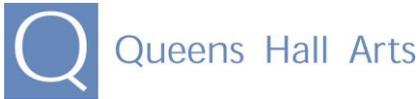


Leaf - Tam Tam Theatre Production

Annual Report

2017 – 2018

Highlights is supported by:



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1 SUMMARY

This report reviews the activities and plans of Highlights Rural Touring Scheme for the period 1 April 2017 to 31 March 2018.

2017/18 was the third and final year of the National Portfolio Organisation [NPO] 3 year agreement with Arts Council England [ACE].

The NPO agreement is awarded to Highlights and Arts Out West (the rural touring scheme for West Cumbria) together, with Highlights as the lead partner. The level of the award represents a standstill arrangement in relation to the 2015-16 and 2016-17 amounts received. Local Authority funding from County Durham and Northumberland overall remained at a standstill amount; and the amount from Cumbria was cut in its entirety.

The Management Committee started and ended the year with six members. Over the course of the year, Geoff Hoskin resigned and Tom Speight left the Board, to become the Chair of the National Rural Touring Forum (NRTF). During the year Dean Jackson and Geof Keys, both from Northumberland, joined. In September 2017 a joint Training Day was held with Arts Alive for staff and Board members, with a particular focus on fundraising using Trusts and Foundations (*see Catalyst update below*).

Barbara Slack, one of Highlights' Co-Directors, submitted her retirement resignation in January 2018, as expected, prior to a December 2018 expected leaving date. H's Management Committee has drawn up a succession plan, which got underway in the reporting period (ie before April 2018). This began with staff reviews for all staff to ensure that the job specification is correct and up to date.

2 HIGHLIGHTS' VISION STATEMENT

Vision statement: Highlights' vision is to develop the provision and promotion of highquality arts to local communities by using the resources, expertise, experience and partnerships available to them.

We will do this by:

- supporting a network of local promoters involved in the development of a performing arts and Contemporary Craft programme in the area
- making the arts socially, geographically, economically and physically accessible to communities across, Cumbria, County Durham and Northumberland
- providing training opportunities for promoters to develop transferable skills
- improving access to the arts for people living in isolated areas.
- providing quality and choice at a local level
- building new audiences at grass roots level
- promoting the work of multi-cultural companies to rural venues
- co-commissioning new work suitable for rural venues
- supporting a sustainable local economy, encouraging audiences and companies to use local amenities
- supporting village halls as viable community centres, contributing to the upkeep of the hall and social life of the village

3 FACT FILE

3.1 Programming

- 76 venues booked events, training or workshops through the year (an increase of 1).
- 154 performances took place, using 48 companies (an increase of 8); plus a Contemporary Craft tour, exhibiting at 4 venues, giving 38 exhibition days, using 7 visual artists.
- 6 shows (3 companies) were cancelled due to snow in early March 2018. Three have been re-scheduled
- There were 24 workshops and masterclasses and 7 promoter training sessions
- Total audience numbers were 8,573 for performances; 2,792 visitors to Contemporary Craft Exhibitions.
- The total box office figure was £64,789 (an increase of around 1,785)
- Of this sum, £59,039 was returned to Highlights. This means that village venues kept £5,750
- 770 people participated in 24 workshops and masterclasses In addition Highlights ran 8 in house training sessions (189 attendees). *[A full breakdown of Workshop activity is included in Section 6].*
- The value of volunteer contributions to secure the successful running of the Highlights Rural Touring Scheme equates to around £53,280. This is calculated at an estimated 449 volunteers giving a total of 3,522 hours @ £15 per hour (an accepted, if modest, “skilled volunteer” hourly rate)



Ricardo Garcia 'Flamenco Flow', Autumn 2017

Please see the Appendices for a full breakdown of performances, venues, box office income etc

3.2 Web Site and digital engagement

- Highlights’ digital output continues to increase. All contracts are sent out electronically. The “menu” is posted on the web site, so promoters can access digital clips when choosing companies. All forms eg Show report forms, travel expenses forms etc are available to download electronically.
- Highlights benefits from the part-time Catalyst Campaign worker, whose job includes boosting Social Media activity.
- Highlights’ web site had 38,129 pageviews (last year 45,408) from 13,098 sessions (last year 16,941), with 9,297 users (last year 11,617) *Full Google Analytics report in Appendices*. The decrease in numbers will be carefully monitored.
- The number of people who have signed up to the Highlights web site e mail alert list remains steady. The percentage of people at performances stating that they found out about the event from the automated e mail alert system, which is generated from the Highlights web site, has increased to 10.3%. We’ll monitor this closely in the coming years.
- We collect, share and report audience data from surveys at performances. Partners returned to paper forms in 2017-18 to collect audience data (after last year’s digital i-pad pilot), with valued volunteers inputting the data. The response rate improved to around 9% response rate
- Partners now offer online ticketing for the majority of performances. In 2017-18 Highlights sold 1,002 tickets online, representing 12.51% of the total (2017:10.37%). *NB: Ticket Source data doesn’t include data from either the Old Fire Station or The Witham (both with substantial audience numbers; but each has its own online ticket selling system)*

- At April 2018, Highlights had 1,288 Twitter followers (2017: 1,082); with 1,241 likes on Facebook (2017: 1,137).

PROJECTS AND DEVELOPMENT WORK

4.1 Engagement in 'hard to reach areas'

This is a requirement of Highlights' NPO agreement with ACE. By programming work directly into community venues, Highlights attracts a diverse audience from different socio-economic backgrounds. We reach out to communities of all ages in underprivileged areas. Whilst Highlights receives no funding from ACE or Local Authorities for participatory work, it continues to build on its relationship with venues, schools and community groups, organising this year a workshop in two of our most rurally isolated schools in Weardale and Teesdale [Forest of Teesdale and Wearhead Primary]. This was funded by a successful grant application to the Sir James Knott Trust.

[more in section 5: Contemporary Craft Tour Report and in and in Section 6: Workshop section]

- Highlights is an active member of NRTF's Dance Initiative programme and is one of 8 national Dance Ambassadors. *[more in 4.3 partnership work and in 4.2 'Diversity']*. As part of the Ambassador agreement, Highlights undertakes to host at least 3 dance performances (2 dance companies) per season; and to attend dance showcases at the NRTF conference *(This will be reported on in the 2018-19 report)*
- At Protein Dance's production of 'May Contain Food: May Contain You', audiences were asked in a survey about their attitude to dance. In answer to the question: Does this production make you want to see more dance? 47.6% said "Yes, definitely" and 23.8% said "Yes, probably"
- Highlights' partnership project with November Club, 'Beyond the End of the Road' contributed enormously to activity in hard to reach areas of rural Northumberland. *(Please see more in 4.3, Partnership Section)*



Protein Dance 'May Contain Food, May Contain You' Bardon Mill, Northumberland March 2018

4.2 Diversity

- Highlights' partnership with the NRTF's RTDI brought Uchenna Dance's performance of "Head Wrap Diaries" to County Durham. The Ghanaian company raised issues about intercultural social experiences and included a participative head wrap workshop.
- We include a risky, challenging piece of work about dementia: Rob Gee's 'Forget Me Not – An Alzheimer's Whodunnit'.



Uchenna Dance 2017

- Highlights Contemporary Craft Tour included Greek and Iranian artist Statira Jazayeri. They introduce audiences who have little contact with international communities. *"... Statira became part of our community and having her stay in the village really added an extra dimension to the tour"*.
- "We are the Lions, Mr Manager" told the story of inspirational strike leader Jayaben Desai, in the Grunwick Strike of 1976-78

Townsend Productions "we are the lions, Mr Manager" Autumn 2017



- Spain's top guitarist Ricardo Garcia toured with a Japanese Flamenco dancer! They gave a workshop with 3 of the most remote schools in Teesdale & Weardale.
- Storyteller Emily Hennessey and sitar player Sheema Mukherjee explored culturally diverse experiences inspired by the 70th anniversary of India's independence in "KALI: The story of the world's wildest Goddess."

4.3 Partnership work

National Rural Touring Forum [NRTF]

- Barbara is a NRTF Board member. Highlights Board member Tom Speight became a NRTF board member in Spring 2017.
- H is part of the national Rural Touring Dance Initiative [RTDI]. Highlights is one of the National Dance Ambassador Schemes. The programme has been extended for 3 years, making the project live until the summer of 2021. It is led by NRTF & funded by ACE's Strategic Touring Fund. The project offers curated dance menus for rural touring schemes, using national and international dance companies new to rural touring eg Lost Dog, Bgroup and Uchenna Dance.

Other partnerships

- Rosie Cross went to Emporium, the Federation of Scottish Theatre's showcase and conference in Greenock, near Glasgow in February 2018. Highlights promoters programmed Jango Starr's "One Man Shoe" as a result of previous visits.
- Esther Hingle sits on the panel for Jazz North's Northern Line scheme, as the voice of rural touring.
- Rosie visited Jazz North's Northern Line Showcase in August 2017; and as a result Highlights promoters programmed Alan Barnes & David Newton and, with more Jazz North subsidised performances lined up for the future
- Highlights entered into a collaboration with November Club (based in Morpeth). This collaboration was successful in attracting a good range of funding/subsidy, including the ACE Strategic Touring programme. This additional funding enabled November Club to produce a work of larger scale and ambition, alongside a strong programme of local engagement. Esther Hingle, Highlights' Northumberland outreach worker was engaged as the November Club Project Coordinator. The musical toured to 8 Northumberland venues Four of these were existing Highlights venues. As a result of the tour Highlights gained one new regular promoting venue. There was a high degree of audience and community buy-in. Norham and Shilbottle had Craft workshops, choir sessions, WI cake baking, story gathering sessions, with community involvement and ceilidh participation in the show itself. Some promoters attended a marketing session. The higher level of subsidy means that this sort of ambition and collaboration is not sustainable.

The work was very rooted to Northumberland and its communities.

The creative and artistic quality of the show was very impressive, and it was also refreshing to see how the show drew upon 'traditional' Northumberland life whilst being fresh, imaginative and risk taking.

NB the workshop and participation element is not mentioned in the workshop section of this report, as it was instigated (and paid for) by November Club.

- Barbara sits on the Cumbria Cultural Partnership
- Highlights works closely with Theatre by the Lake's Artistic Director and programmed a tour of four Highlights venues for their studio production 'Two Way Mirror' in April 2017.
- Esther and Rosie attended the regular 'Meet the Programmers' events, which are organised by ARC Stockton/North East Artists Development [NEAD].



Theatre By The Lake's production of 'Two Way Mirror' April 2017

- Highlights carries out consultancy work on behalf of the Old Fire Station, Carlisle to assist with their programming and planning work.
- Highlights works with Take Off (the County Durham based festival of theatre for children and families), programming and/or helping to promote companies which are in the area for the festival. The partnership in 2017-18 resulted in performances in Carlisle and Stanhope of “Leaf” by Half Moon Theatre

Performing Arts Network Development Agency [PANDA] and the Northern Consortium:

- With the demise of PANDA, the talent development/mentoring programme was reduced. The northern schemes collectively are exploring other partners. Talent Development is included in our joint 4 Year Business Plan – subject to additional funding being secured. *More will be reported in the 2018-19 report*
- Highlights continues to offer informal support and advice to companies new to rural touring. We showcase new companies at menu launches and regularly advise companies about how to market themselves to rural touring. We sign post companies to the resources available to companies new to rural touring on the NRTF site.
- Highlights’ Catalyst: Evolve partnership programme (Sept 2016 – Aug 2019) with Arts Alive (Shropshire/Herefordshire’s scheme) has grown after slow beginnings. Highlights recruited a Campaigns worker in July 2017. She helped with funding applications and organised the fundraising event ‘Hike for Highlights’. *[It took place in June 2018, so will be reported on in the 2018-19 Annual report]*. With the ‘back fill’ facility the project offers, Highlights’ directors have had time to prepare & submit funding applications – with mixed results *[see below 4.5 ‘Funding’]*. Catalyst has allowed Highlights to devote time to new means of fundraising, previously untested. Donation boxes (commissioned from an artist) at live events has been a surprisingly successful venture, raising around £1,400 in the year. At April 2018, the Catalyst Fundraising target was on its way back on target for Year 2 after the disappointing Year 1. We participated in a shared day-long training day in September 2017. This was targeted at staff and Board members and took place in Appleby.
The partners co-commissioned a promotional film from Sandra Salter, narrated by Tony Hawks. This appears on the Highlights’ web site and beneath all e mails. Short ‘gifs’ from it have featured in numerous marketing campaigns,
- Alternative contributed income sources: Applications totalled £129,765 (last year £37,800) and grants successful awarded totalled £14,099 (last year £8,000). Sponsorship in a rural area such as ours remains difficult. However, we have developed a sponsorship partnership with H&H Reeds Printers, who have sponsored us for two years running to the tune of £1,000 per year.
- Highlights’ membership of the National Rural Touring Forum brings many benefits - Highlights was awarded a total of £575 for bursaries to allow staff and volunteer promoters to attend 2 different conferences & showcases, plus £650 for three “Go & See” awards for staff to visit showcases.
- Representatives from 5 northern schemes (including Barbara from Highlights) were invited to attend Contact East in Nova Scotia in September 2017 (funding from The Atlantic Presenters Association). Contact East is a showcase for Eastern Canadian companies. As a result the northern schemes arranged tours of around 12 to 15 dates each for The Fitzgeralds (Arts Out West lead); The Fugitives; and the Montréal Guitare Trio (both Highlights lead). Two music tours and one drama tour (subsidised by the Canadian Arts Council) have also been arranged for forthcoming seasons. The number of dates booked in the UK enables the Canadian companies to apply to Canadian funders for a large proportion of their costs, enabling us to book the international artists at a fraction of the cost we could as a single scheme.
- The Northern schemes are working together to coordinate tours for more Canadian artists encountered at Contact East for 2018-19.

- Shared experiences, joint programming and recommendations via the Northern Consortium of Rural Touring schemes, allow for negotiating much better performance fees, giving better value for money.

4.4 Audience profile/data collection

Highlights now uses the online collection tool Survey Any Place to enable us to collect & collate the findings of audience surveys. Highlights has returned to return to paper forms in 2017-18, for both performances and Contemporary Craft tour data, with volunteers collating the data using the Survey Any Place system.

When asked about the event, 41.8% of respondents said the type of performance was new to them [last year 40%]. In answer to the question asking how they heard about the event, an average of 9.1% said from the Highlights e alert system [last year 14%]; an average of 3.2% said from the Highlights web site [last year 3%]; and an average of 25% said the Highlights brochure [last year 25%]. The decrease in those hearing via the e alert may be due to the unreliability of our e alert system. The Highlights will monitor this data in future years.

From being negligible in previous years, 5.1% of audiences now give Facebook as their means of finding out. Finding out from Twitter is still hardly measurable.

Some quotes from audience members (performances and Contemporary Craft Tour surveys)

- *“Happy and sociable, grateful for the opportunity. Not having a car, I can’t get to this kind of event in the evenings unless it’s in my village”*
- *“The play was great and it was fantastic that it was held right in the village. We’re trying to meet new people and this was a great opportunity”*
- [Ref Contemporary Craft Tour] *“Attending this community event makes me feel proud of how arts funding can make an event possible because it’s so good to hear and see the making process.”*

For further information/evidence regarding ‘depth and quality of experience’, we ask promoters about how much the performers interacted with the audience.

- *“The girls stood by the refreshments during the interval and talked to individuals. They also helped promote the raffle!”* (Twelfth Day, Soulby Village hall)
- *“Crew and performers chatted with the audience afterwards, signed CDs. People liked that touch”* (‘Hymn to Love’, Theatre by the Lake, Mickleton Village Hall)

Highlights has been participating in a national Audience Finder project, where quantitative audience data is collected from an online survey by an independent organisation (the Audience Agency). The results received to date are not a great help to us, as the overall number of respondents is very small, so the profiling from respondents is neither reliable nor representative. In association with Audience Finder, and in compliance with our ACE NPO funding agreement, H produced an end of year survey (questions set by Audience Finder). Response rate was disappointing, and the questions asked were not all relevant to us.

4.5 Funding

- Applications totalled £129,765 (last year £37,800) and grants successful awarded totaled £14,099 (last year £8,000).
- Highlights applied for –and was awarded - a total of £1,225 for bursaries and “Go & See” awards to attend conferences/showcases (New Designers, London; Ambiente, Frankfurt; Northern Line, Jazz

Showcase; taking a promoter to the NRTF conference, Nottingham and attendance at Edinburgh Fringe)

- Highlights' membership scheme generated income of £3929. Everyone now pays the membership fee
- Highlights, in partnership with Arts Alive (Shropshire/Herefordshire's rural touring scheme) were successful in their bid to the ACE Catalyst: Evolve Programme. *(See 4.3 Partnerships - Catalyst Paragraphs)*

4.6 Environmental Sustainability Report

Highlights' updated Environmental Sustainability Policy/Action Plan was adopted by the Management Committee in July 2015. Highlights is signed up to Julie's Bicycle (ACE recommended organisation which tracks the environmental impact of cultural buildings and events). Highlights feels that much of the data required by Julie's Bicycle is not relevant to us. We remind Arts Council England and Julie's Bicycle of the size and scale of our organisation when compiling their own data.

Highlights continues to bear in mind ethical and environmental issues when operating in and out of the office. We share car travel when going to meetings out of the area; and we use local companies to source supplies and goods wherever possible to minimise our carbon footprint.

5 CONTEMPORARY CRAFT TOUR – 'Luminosity' - Sept 2017– Dec 2017



Luminosity at St Marys Church, Kirby Lonsdale

"Luminosity" visited 4 community venues over 38 days:-

- 15 - 23 Sept: The Old Courthouse, Shap, Cumbria
- 10 Oct – 4 November: The Witham
- 6 – 12 Nov: St. Mary's Church, Kirkby Lonsdale, Cumbria
- 17 – 9 Nov: St. Thomas' Church Hall, Stanhope, Co. Durham

Artists

Statira Jazayeri (Iran/Gothenburg, Sweden); Jan Hopkins (West Yorkshire); Stuart Langley (Teesside); Evangelia Hagikalfa (Greece); Sandra Balmer (Shropshire); Heather Gillespie (Cumbria); Jason Taylor (Derbyshire)

The exhibition theme: Luminosity was chosen specifically to have a synergy with Durham County Council's biennial Festival of Light, Lumiere [as encouraged within the DCC Service Level Agreement]. The timings of the touring exhibition were changed to coincide with Lumiere dates.

Visitor numbers totalled 2,792.

"We were privileged to have Iranian born artist Statira Jazayeri, who lives and works in Sweden, staying in Shap for 5 days. Yr 5/6 pupils at Shap Primary school benefitted from two full day workshops with Statira and the work they produced went on display at The Old Courthouse. Statira spent demonstration days at the venue when visitors and community members had the opportunity to watch her working and to chat informally to her. Statira also gave a

talk about her work which created interest both from those who already work with textiles and others with no experience. She led a one day masterclass which provided a great opportunity for those attending to try out new techniques with textiles. On the Sunday while the Makers Market was taking place in the village hall Statira provided free family drop-in sessions at The Old Courthouse. It was surprising how quickly Statira became part of our community and having her stay in the village really added an extra dimension to the tour.

Janet Wood, Volunteer Promoter, The Old Courthouse, Shap

Sales of artwork totalled £766.50

The usual programme of workshops was supplemented by talks, opening events and a Masterclass programme, attracting a further 648 participants and visitors

"Stu was so cool!"

"I was really proud of my design, I didn't think I could do it."

"It was so tricky but I've learnt new skills."

"I learnt to be patient and keep trying."

Comments from the pupils at Stanhope Barrington Primary School

More detailed information about 'Luminosity' can be found in the separate project report. This is available on request.

From January 2018 onwards, extensive planning and fundraising has been carried out to prepare for the 2018 tour "Craft+Conflict". Tour dates Sept 2018–Dec 2018 fall outside the time scale of this Annual Report.



Children from Stanhope Barrington CE Primary at one of the school visit sessions drawing from Storm in a Tube by Stuart Langley

6 TRAINING AND MARKETING

6.1 Research and Staff training

- Barbara attended the National Rural Touring Forum conference in Nottingham in July 2017
- Barbara attended Contact East Showcase in Nova Scotia, Canada in September 2017
- Karen attended the "New Designers" showcase/exhibition in London in June 2017.
- Rosie attended Federations of Scottish Theatre's Emporium in February 2017
- As part of the Catalyst: Evolve programme, Highlights hosted a joint Staff and Trustee Training day examining fundraising using Trusts & Foundations with Arts Alive in September 2017 in Appleby.

6.2 Promoter training

- Trustee/ Board member Irene Faith and volunteer promoter Paul Galloway (Felton Village Hall, Northumberland) attended the National Rural Touring Forum conference in July 2017. *"The 2017 NRTF conference 'Being Bold' was the first that I had attended, and I found the experience quite enriching. I met some interesting people and was impressed by the standard of the performances and presentations. It was good to engage with other organisations during the workshops and join in the debates on current issues. I left Nottingham inspired with a greater insight into the national picture of rural touring and its dedicated representatives."* Irene Faith
- Seven training & networking events were held for Volunteer promoters in the year.



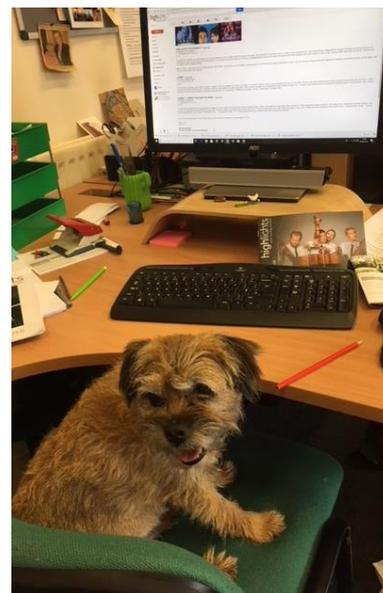


One of these was a training day for Promoters hosting the Contemporary Craft Exhibition. This was held in Shap Memorial Hall, Cumbria in September and focused on specific issues, giving the promoters an **opportunity to plan ahead and to meet some of the** artists. 13 promoters and their volunteers attended, with artist Heather Gillespie, Karen Babayan (Contemporary Craft Tour Officer), Helen Swaby and Rosie Cross, respectively Highlights' Admin Officer and Co-Director, attending. Participants had the opportunity to take part in a glass sandblasting taster activity (see photo!)

At the Promoters' Day in Alnwick in May 2017, Vince Hope from Touring Scheme came along to see which companies Highlights about how we run the scheme

6.3 Marketing

- Seven training & networking events were held for Volunteer promoters in the year. All include an element of up to date marketing information
- Interestingly, of those completing hard copy evaluation forms, 25.8% state they heard about the event via the Brochure and 25.7% were recommended by a friend.
- The majority of promoters are now offering online ticket sales via HL website/Ticket Source; and the number of audiences finding out about events via social media continues to grow. *[see 3.2 Digital engagement]*
- Highlights issues a 'New Season' press release to regional press and media (including online sites) with listings information covering all shows and continues to receive good media coverage and press support across the three counties.
- 51% of survey respondents to Highlights' Contemporary Craft tour said this type of was exhibition was new to them. With 2,792 visitors, we can assume that around 1,424 were having a new cultural experience
- Highlights is totally dependent upon the services of 5 valued volunteers who enter all the data from the hard copy evaluation forms onto the 'Survey Anyplace' facility
- Promoters are supplied with template show press releases and images for their own local press work. They are also resourced with email sign-up sheets, so they can continue to grow their own mailing lists which, combined with HL web generated email alerts for upcoming shows, offers a substantial reach for promoters.
- Increased use of social media is a significant factor in audience development.
- As part of its current Catalyst: Evolve award (to August 2019) Highlights employs a part-time Campaigns worker. Part of that person's job specification is to target and boost social media activity
- We're taking part in the Audience Agency's national Audience Finder project and we will produce an end of year audience survey in March 2019



7 WORKSHOP PROGRAMME WORKSHOP PROGRAMME

Company/Leader - venue	Style/subject matter – date	No of workshops	Ages	Total participants
Note: Highlights receives no core funding to provide workshops or participatory work. The organisation is therefore reliant upon additional funding (eg from participating schools or separate trusts/organisations) in order to allow these activities to happen . This year we received a grant from the Sir James Knott Trust to support the majority of these workshops (not Contemporary Craft)				
'Luminosity ': Contemporary Craft Exhibition artists. Several venues & schools	Meet the artists; making skills, Masterclasses; Sept – December 2017	17	7-70	599
<u>SUB TOTAL - CRAFT</u>		<u>17</u>		<u>599</u>
Oxford Concert Party	Dementia Group, Lesbury, Nov 17	1	60+	14
Emily Hennessey,	Kali workshop Castle Carrock Primary Sch, December 2017	1	7-11	45
Jango Starr	Magic/ Circus Skills, Frosterley & Wetheral Primary schs March 18	2	8-11	52
Ian McMillan & Luke Carver-Goss X 2 sessions	Bowes Hutchinson Primary Sch Poetry workshop - March 2018	2	4-7 & 7-11	45
Uchenna Dance	Head Wrap Workshops, The Witham, Barnard Castle, Oct 17	1	8-70	15
<u>SUB TOTAL performance</u>		<u>7</u>		<u>171</u>
<u>GRAND TOTAL</u>		<u>24</u>		<u>770</u>

"The Participants enjoyed both the social elements of the session and the participatory/creative elements. They experienced new instruments, laughed lots and were left with real conversation opportunities."

Carol Southam, Lesbury Dementia group, with Oxford Concert Party



"The sessions were fun and interactive and very lively. The children enjoyed the humour and the potential for involvement. There was lots of interaction and silliness whilst enabling the children to be creative and productive." Chris Matthewman – Head, Bowes Huthcinson Primary School. Workshop with Ian McMillan & Luke Carver-Goss



Uchenna Dance, Head wrap Workshop, The Witham < Barnard Castle - October 2017

The Tibetan Singing Bowl. Oxford Concert Party Workshop with Dementia group in Lesbury, Northumberland

8 PLANS FOR THE FUTURE

Plans for 2018-19

1. Programme around 140 shows and a touring Contemporary Craft Exhibition
2. Continue to explore alternative contributed income sources
3. Secure funds and partnerships to allow further development of the Contemporary Craft tour
4. Monitor the 2018-22 Highlights/Arts Out West Business Plan and Audience Development Plans
5. Expand the Highlights IT and digital systems; also the audience data collection system (hard copy and online)
6. Continue to monitor the e-ticketing system
7. With the Northern Consortium and other partners, continue partnership working and international and diverse programming, including a Pitching & Mentoring Programme
8. Continue to work in partnership with the National Rural Touring Forum
9. Deliver the Catalyst: Evolve project in partnership with Arts Alive (Shropshire)
10. Successfully manage and deliver the succession plan to recruit a new Co-Director.

9 COMPANY DETAILS

Company Details

Company Secretary:
Barbara Slack

Telephone:
017683 53954

Registered Office:

14 Kings Head Court, Bridge Street,
APPLEBY, Cumbria, CA16 6QH

Accountants:

Keswick Accountants

APPENDICES

PERFORMANCE VENUES 2017 /18 New Venues highlighted in blue

Eden: 19 Venues

Alston Town Hall; Appleby HUB; Appleby Public Hall; Armathwaite Old School Hall; Askham & Helton Community Centre; Bolton Memorial Hall; Crosby Ravensworth Village Hall; Dufton Village Hall; Kirkby Stephen Sports & Social Club; Masonic Hall, Kirkby Stephen; Lazonby Village Hall; Melmerby Village Hall; Murton Village institute; Orton Market Hall; Shap Memorial Hall; Skirwith Village Hall; Soulby Village Hall; The Old Courthouse, Shap; Tirril Reading Rooms; Upfront Puppet Theatre, Unthank

[Former] Teesdale District: 11 Venues

Barningham Village Hall; Boldron Village Hall; Cotherstone Village Hall; Bowes & Gilmonby Parish Hall; The Witham Hall, Barnard Castle; Hamsterley Village Hall; Newbiggin in Teesdale Village Hall; Scarth Memorial Hall, Staindrop; Whorlton Village Hall; St Mary's Church, Wycliffe; UTASS, Middleton in Teesdale;

[Former] Weardale District: 6 Venues

Edmundbyers Village Hall; Frosterley Village Hall; Upper Weardale Town Hall; St Thomas Church Hall, Stanhope; St John's School and 6th Form College, Bishop Auckland; St Cuthberts Centre, Crook

South Lakeland: 8 Venues

People's Hall, Sedbergh; Arnside Educational Institute; Helsington & Brigsteer Village Hall; Levens Village Hall; The Community Hall, Grizebeck; St Mary's Church, Kirkby Lonsdale; Water Yeat Village Hall; St Mary's Church, Kirkby Lonsdale

Rural Carlisle: 8 Venues

Burgh by Sands Village Hall; Heads Nook Village Hall; Watson Hall, Castle Carrock; Lacy Thompson Hall, Hallbankgate; Wreay Village Hall; Warwick on Eden Village Hall; Old Fire Station, Carlisle; Wetheral Village Community Hall

North Northumberland: 15 Venues

Amble Parish Hall; BURC Spittal; Felton Village Hall; Hepscoth Parish Hall; Howick Village Hall; Lesbury Village Hall; Middleton & Todridge Village Hall; The Cheviot Centre, Wooler; [The Riverside Bar, Wooler](#); Shilbottle Community Hall; St Cuthberts Church, Norham; [Pegswood Community Hub](#); [Thropton War Memorial Hall](#); Whittingham Memorial Institute; Wingates Village Institute

South East Northumberland: 0 Venues

West Northumberland: 5 Venues

Allendale Village Hall; Bardon Mill & Henshaw Village Hall; Holy Cross Church, Haltwhistle; [Knarsdale with Kirkhaugh Cairns Community Hall](#); Wark Town Hall & Mechanics Institute.

19 - Theatre Companies

- Northumberland Theatre Company (x3)
- Rabbit Productions
- Gonzo Moose Theatre Company
- Bash Street Theatre
- Ragged Edge Theatre Company
- Box Tale Soup
- Puppet State Theatre Company
- November Club
- Theatre by the Lake
- Townsend Productions
- Tangram Theatre
- Fluff Productions
- Farnham Maltings
- Northern Stage
- Blaize Theatre Company
- New Perspectives Theatre Company
- Emily Hennessey
- Scary Little Girls
- Shifting Sands Theatre



'An Agent of Influence', - Fluff Productions



'The Princess & the Goblin' NTC

9 - Children's Theatre Companies

- Lempen Puppet Theatre Company
- Red Bridge Arts
- Mark Conway
- Box Tale Soup
- Jango Starr
- Norwich Puppet Theatre
- The Bone Ensemble
- Theatre Hullabaloo (x2)
- Half Moon/Tam Tam

4 - Dance Companies

- Luca Silvestrini's Protein
- Lost Dog Dance
- Ricardo Garcia
- Uchenna Dance

3 – Storytelling/Comedy

Rob Gee

Ian McMillan and Luke Carver Goss

Emerging Music (Union Jill & Kate Fox)

13 - Music Groups

Montreal Guitare Trio

Rob Heron & The Tea Pad Orchestra

Alan Barnes & David Newton Duo

52 Skidoo

Christine Tobin Songbird Trio

The Pat McCarthy Quartet

The Churchfitters

Twelfth Day

Oxford Concert Party

Jex Lowe & Steve Tilston

The Fugitives

The Fitzgeralds

London Klezmer Quartet



Twelfth Day

Manniere' - Heather Gillespie



7 - Contemporary Craft Artists

Jan Hopkin

Jason Taylor

Heather Gillespie

Evagelia Hagikalfa

Sandra Balmer

Statira Jazayeri

Stuart Langley

SHOW COMMENTS

"The children loved it!! Amazing what can be done with folded paper and lighting!"

Holy Cross Church, Haltwhistle – 'The Steadfast Tin Soldier', Norwich Puppet Theatre

"Our largest audience ever and a standing ovation at the end. Bits made grown men cry! What more can I say"

St Thomas Church Hall, Stanhope – 'We are the Lions Mr Manager!' Townsend Productions

"A good night out! Exhilarating, excellent and refreshing!"

Lazonby Village Hall – Oxford Concert Party

"Enthusiastic and very appreciative – about both Jez and Steve's performance and how lucky we are in Levens to have Highlights events"

Jez Lowe – Levens Village Hall

"Very talented, I would certainly watch anything else Rebecca does in the future...held my attention throughout!"

Wingates Village Institute – 'Agent of Influence', Fluff Productions

"I support all the Highlights events I can get to. I was totally blown away by this performance and was transported back to my time in Andalucia....who would've thought soin Appleby...WOW!! Thankyou Highlights is all I can say!"

'Flamenco Flow' Appleby 24 Sept 17

"The audience enthused afterwards and some said it was the best performance they'd ever seen"

Whittingham,

'Barnaby Rudge' NTC

"They loved it!!!"

Cotherstone Village Hall – The Fugitives

"....enormously positive! No one was in a hurry to leave as they were talking with their neighbours about the show!"

Bolton Memorial Hall – 'The Odyssey', Rabbit Theatre

"Deeply impressed and appreciative. An eye-opener for those who don't usually attend this sort of production i.e a strong drama! Stunning!"

Hamsterley Village Hall – 'Two Way Mirror', Theatre by the Lake

+++++

"Highlights is hugely important to the cultural life of our very rural area. We do visit arts centres and theatres further afield but it's rarely possible with friends and family and it's also expensive and time-consuming, with something like a 50 mile round trip to the nearest venue. We attend quite a few of the Highlights events in a number of the village halls near us. The performances have, almost without exception, been of the highest quality, so we always trust that the trip will be well worth it."

"I try to go as much as I can to Highlights performances. I love the fact that you can see top quality drama, music, comedy arts and crafts at small venues around our region. That they have taken the trouble to come to rural areas to perform is always gratifying. It is really important that this happens and to be able to reach people whom, going to the theatre is not easy and they are able to access it."

Comments from Audience Finder Survey

Audience Overview

All Users
100.00% Users

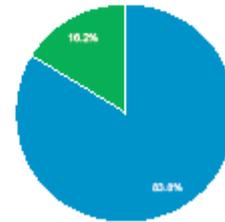
1 Apr 2017 - 31 Mar 2018

Overview

Users
200

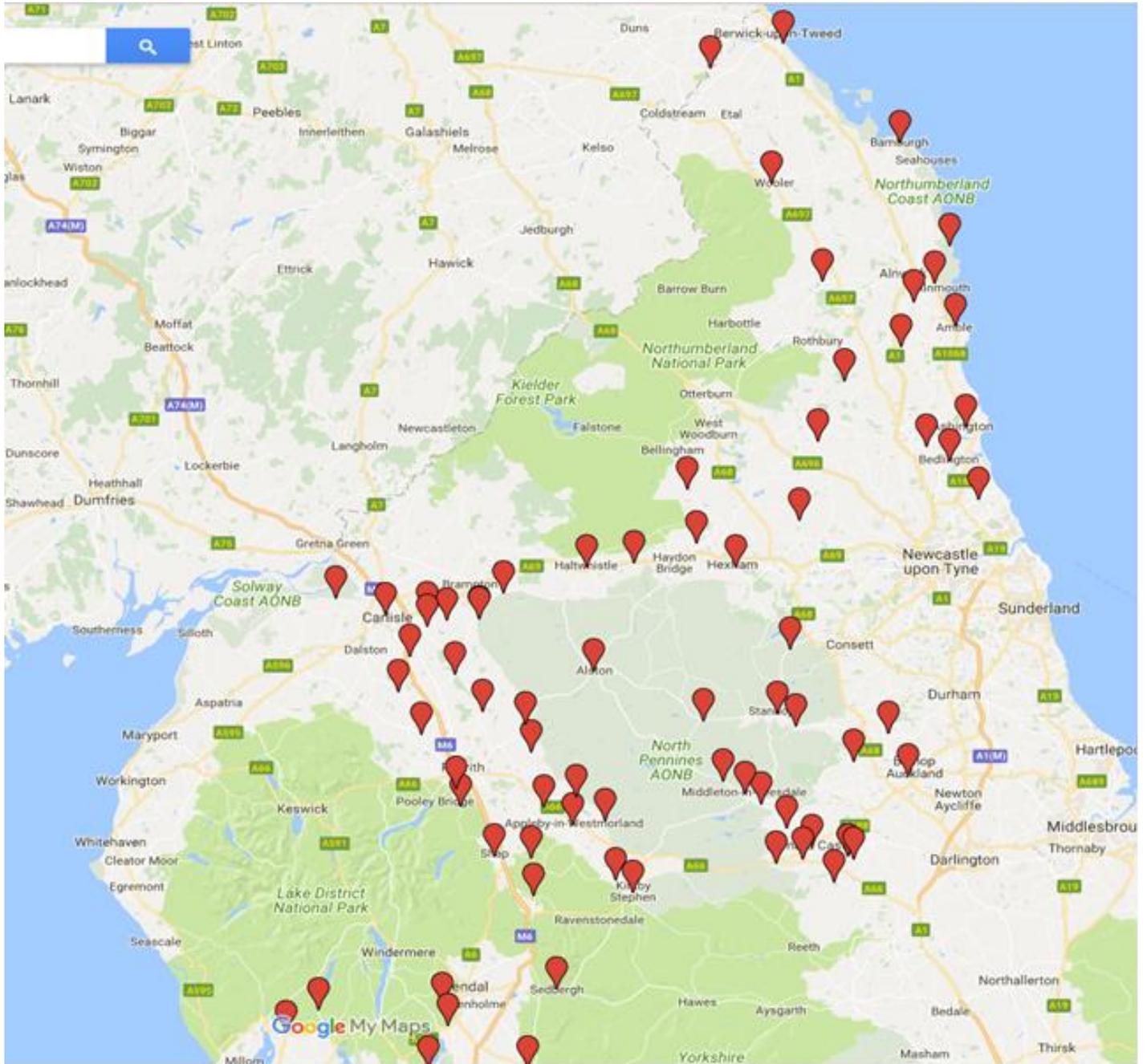


New Visitor Returning Visitor



Language	Users	% Users
1. en-gb	6,703	72.25%
2. en-us	2,284	24.62%
3. (not set)	57	0.61%
4. en	25	0.27%
5. en-ca	19	0.20%
6. de	13	0.14%
7. pt-br	12	0.13%
8. en-au	10	0.11%
9. fr	10	0.11%
10. fi-fi	9	0.10%

Highlights Rural Touring Scheme Live venues



Highlights district breakdown. Performances and Workshops

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
C - Carlisle							
Burgh by Sands Parish Hall							
26/11/2017	52 Skidoo	The Joint is Jumpin'	£650.00	£280.00	£300.00	36	
Castle Carrock Primary School							
08/12/2017	Emily Hennessey	Kali - Workshop		£200.00		45	
Heads Nook Village Hall							
11/11/2017	52 Skidoo	The Joint is Jumpin'	£650.00	£488.00	£560.00	70	
23/03/2018	Rob Heron & The Tea Pad Orchest	Rob Heron & The Tea Pad Orchestra 2018	£650.00	£552.00	£640.00	80	
Old Fire Station							
19/04/2017	Box Tale Soup	Northanger Abbey	£650.00				
03/05/2017	Red Bridge Arts	Tales of a Grandson	£800.00				
22/10/2017	Theatre Hullabaloo	Leaf	£280.00				
22/10/2017	Theatre Hullabaloo	Leaf	£280.00				
22/10/2017	Theatre Hullabaloo	Leaf	£280.00				
08/11/2017	New Perspectives Theatre Co	Harvest	£600.00				
13/12/2017	NTC Theatre Co	The Princess & The Goblin	£700.00				
30/01/2018	Theatre Hullabaloo	Bear & Butterfly	£480.00				
30/01/2018	Theatre Hullabaloo	Bear & Butterfly	£480.00				
28/02/2018	Box Tale Soup	The Wind in the Willows	£650.00				Yes
28/03/2018	The Bone Ensemble	Where's My Igloo Gone?	£550.00				
Summary for 'LocalAuthorityName' = C - Carlisle (15 detail records)							
Sum			£7,700.00	£1,520.00	£1,500.00	231	
C - Carlisle (Eden)							

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
Warwick on Eden Memorial Hall							
17/11/2017	Oxford Concert Party	Oxford Concert Party 2017	£800.00	£800.00	£485.00	49	
Watson Institute, Castle Carrock							
12/05/2017	Montreal Guitare Trio	Montreal Guitare Trio	£700.00	£565.00	£565.00	60	
08/12/2017	Emily Hennessey	KALI - The Story of the World's Wildest Goddess	£800.00	£280.00	£280.00	60	
24/02/2018	Northern Stage	The War of the Worlds	£500.00				
Wetheral Community Village Hall							
22/09/2017	Ricardo Garcia	Flamenco Flow	£550.00	£637.50	£775.00	81	
16/12/2017	NTC Theatre Co	The Princess & The Goblin	£700.00	£565.00	£565.00	74	
10/03/2018	Jango Starr	One Man Shoe	£466.00	£425.00	£425.00	60	
10/03/2018	Jango Starr	One Man Shoe (Workshop)	£110.00	£45.00		30	
Wreay Village Hall							
30/04/2017	Montreal Guitare Trio	Montreal Guitare Trio	£700.00	£508.00	£508.00	64	
30/09/2017	Puppet State Theatre Company	JRR Tolkien's Leaf by Niggle	£550.00	£300.00	£212.00	31	
Summary for 'LocalAuthorityName' = C - Carlisle (Eden) (10 detail records)							
Sum			£5,476.00	£3,925.50	£3,815.00	509	
C - Eden							
Alston Town Hall							
08/12/2017	Emily Hennessey	KALI - The Story of the World's Wildest Goddess	£800.00	£342.00	£342.00	38	
25/02/2018	Mark Conway	The Thing that Came From Over There	£850.00	£350.00	£270.00	32	
Appleby Hub							
14/05/2017	Highlights Ltd (In House)	Promoter Menu Launch				45	
24/09/2017	Ricardo Garcia	Flamenco Flow	£550.00	£883.00	£886.00	106	
Armathwaite Old School Hall							
10/11/2017	52 Skidoo	The Joint is Jumpin'	£850.00	£685.00	£770.00	80	

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
22/03/2018	Association FMRA	The Churchfitters	£850.00	£890.00	£780.00	78	
Askham & Helton Community Centre							
17/11/2017	Bash Street Theatre	The Lion Tamer.	£750.00	£300.00	£203.00	25	
Bolton Memorial Hall							
29/04/2017	Rabbit Productions	The Odyssey (Greek Stuff!)	£500.00	£288.00	£288.00	34	
29/10/2017	Right Tempo Agency	Christine Tobin Songbird Trio	£850.00	£678.00	£756.00	85	
Crosby Ravensworth Village Hall							
02/11/2017	Rob Gee	Forget me Not - The Alzheimer's Whodunnit	£400.00	£340.00	£340.00	38	
02/12/2017	Norwich Puppet Theatre	The Steadfast Tin Soldier	£480.00	£304.00	£304.00	56	
Dufton Village Hall							
28/10/2017	Lempen Puppet Theatre Company	Cardboard Carnival	£450.00	£160.00	£104.00	15	
25/03/2018	Association FMRA	The Churchfitters	£850.00	£850.00	£824.00	89	
Kirkby Stephen Sports & Social Club							
28/09/2017	Puppet State Theatre Company	JRR Tolkien's Leaf by Niggle	£550.00	£362.00	£362.00	40	
08/10/2017	Lempen Puppet Theatre Company	Cardboard Carnival	£450.00	£162.00	£162.00	27	
25/03/2018	Rob Heron & The Tea Pad Orchest	Rob Heron & The Tea Pad Orchestra 2018	£850.00	£642.00	£642.00	67	
31/03/2018	The Bone Ensemble	Where's My Igloo Gone?	£550.00	£288.00	£288.00	46	
Lazonby Village Hall							
11/05/2017	Montreal Guitare Trio	Montreal Guitare Trio	£700.00	£350.00	£330.00	36	
16/11/2017	Oxford Concert Party	Oxford Concert Party 2017	£800.00	£625.00	£700.00	72	
Melmerby Village Hall							
13/10/2017	The Fugitives	The Fugitives 2017	£850.00	£762.50	£925.00	101	
Murton Village Institute							
10/05/2017	Montreal Guitare Trio	Montreal Guitare Trio	£700.00	£488.00	£488.00	65	
03/11/2017	Different Strings Music Agency	Jez Lowe & Steve Tilston - The Janus Game	£500.00	£500.00	£545.00	65	

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
10/03/2018	Scary Little Girls	This Evening: Today!	£675.00	£477.00	£477.00	56	
Orton Market Hall							
09/04/2017	Emerging Music	Letting Off Steam	£525.00	£326.00	£326.00	41	
09/10/2017	Highlights Ltd (In House)	Promoter Menu Launch				38	
20/10/2017	Blaize Theatre Company	Standing in Line 2017	£610.00	£326.00	£326.00	38	
18/11/2017	Bash Street Theatre	The Lion Tamer.	£750.00	£273.00	£164.00	20	
16/03/2018	Luca Silvestrini's Protein	May Contain Food, May Contain You	£800.00	£300.00	£243.00	31	
Shap Memorial Hall							
06/04/2017	Theatre by the Lake	Two Way Mirror	£500.00	£373.00	£522.00	66	
08/09/2017	Contemporary Craft Tour	Luminosity Training Day				13	
29/10/2017	Lempen Puppet Theatre Company	Cardboard Carnival	£450.00	£255.00	£255.00	49	
12/11/2017	52 Skidoo	The Joint is Jumpin'	£650.00	£588.00	£588.00	71	
Skirwith Village Hall							
23/04/2017	London Klezmer Quartet	London Klezmer Quartet	£625.00	£762.50	£950.00	102	
09/11/2017	New Perspectives Theatre Co	Harvest	£600.00	£390.00	£390.00	43	
25/03/2018	Twelfth Day	Twelfth Day	£425.00	£425.00	£460.00	51	
Soulby Village Hall							
15/10/2017	Tangram Theatre	Team Viking	£550.00	£423.00	£423.00	48	
23/03/2018	Twelfth Day	Twelfth Day	£425.00	£425.00	£450.00	50	
The Old Courthouse, Shap							
15/09/2017	Contemporary Craft Tour	Statira Jazayeri - From Flat to 3D				20	
15/09/2017	Contemporary Craft Tour	Luminosity - contemporary Craft Tour				483	
16/09/2017	Contemporary Craft Tour	Statira Jazayeri - From Flat to 3D				10	
16/09/2017	Contemporary Craft Tour	Statira Jazayeri - From Flat to 3D				10	

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
17/09/2017	Contemporary Craft Tour	Statira Jazayeri - From Flat to 3D				25	
21/09/2017	Contemporary Craft Tour	Statira Jazayeri - From Flat to 3D				89	
Tirril Reading Rooms							
08/10/2017	Fluff Productions	Agent Of Influence: The Secret Life of Pamela More	£800.00	£860.00	£860.00	66	
Upfront Puppet Theatre							
24/05/2017	The Fitzgeralds	The Fitzgeralds	£800.00	£823.50	£1,157.00	102	
Summary for 'LocalAuthorityName' = C - Eden (45 detail records)							
Sum			£21,115.00	£16,486.50	£17,700.00	2762	
C - South Lakes							
Arnside Educational Institute							
01/10/2017	Puppet State Theatre Company	JRR Tolkien's Leaf by Niggle	£550.00	£334.40	£368.00	48	
14/10/2017	Tangram Theatre	Team Viking	£550.00	£360.00	£400.00	51	
04/03/2018	Famham Maltings	Brave Folk	£720.00	£398.40	£448.00	57	
18/03/2018	Shifting Sands Theatre	The King Lear	£650.00	£446.40	£508.00	65	
Helsington & Brigsteer Village Hall							
19/11/2017	Bash Street Theatre	The Lion Tamer.	£750.00	£604.00	£755.00	80	
Leck St Peters and Hornby St Margarets Primary							
10/11/2017	Contemporary Craft Tour	Luminosity - Workshop				19	
Levens Village Institute							
28/04/2017	Rabbit Productions	The Odyssey (Greek Stuff!)	£500.00	£288.00	£310.00	31	
12/10/2017	Tangram Theatre	Team Viking	£550.00	£360.00	£400.00	42	
29/10/2017	Different Strings Music Agency	Jez Lowe & Steve Tilston - The Janus Game	£500.00	£576.00	£670.00	67	
24/03/2018	Association FMRA	The Churchfitters	£650.00	£520.00	£600.00	63	
People's Hall, Sedbergh							

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
05/05/2017	Montreal Guitare Trio	Montreal Guitare Trio	£700.00	£293.60	£317.00	32	
25/11/2017	52 Skidoo	The Joint is Jumpin'	£650.00	£227.20	£324.00	36	
Queen Elizabeth School - Kirkby Lonsdale							
08/11/2017	Contemporary Craft Tour	Luminosity - Workshop		£300.00		61	
St Mary's Church, Kirkby Lonsdale							
06/11/2017	Contemporary Craft Tour	Luminosity - contemporary Craft Tour				675	
11/11/2017	Contemporary Craft Tour	Heather Gillespie - Drawing on Glass				8	
19/11/2017	Contemporary Craft Tour	Luminosity - Workshop				33	
The Community Hall at Grizebeck							
30/03/2018	The Bone Ensemble	Where's My Igloo Gone?	£550.00	£294.40	£323.00	48	
Water Yeat Village Hall							
22/04/2017	London Klezmer Quartet	London Klezmer Quartet	£625.00	£496.00	£570.00	54	
15/10/2017	The Fugitives	The Fugitives 2017	£650.00	£768.00	£910.00	91	
23/03/2018	Association FMRA	The Churchfitters	£650.00	£488.00	£560.00	54	
Summary for 'LocalAuthorityName' = C - South Lakes (20 detail records)							
Sum			£9,245.00	£6,754.40	£7,463.00	1615	
N - North Northumberland							
Alnwick Lodge							
13/05/2017	Highlights Ltd (In House)	Promoter Menu Launch				27	
Amble Parish Hall							
14/05/2017	NRTF	Paradise Lost	£600.00	£330.40	£363.00	50	
29/09/2017	Puppet State Theatre Company	JRR Tolkien's Leaf by Niggle	£550.00	£376.80	£421.00	55	
03/03/2018	Farnham Maltings	Brave Folk	£720.00	£365.60	£407.00	56	
BURC, (Formerly St Pauls) Spittal							
21/04/2017	London Klezmer Quartet	London Klezmer Quartet	£625.00	£284.00	£305.00	49	

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
23/09/2017	Ricardo Garcia	Flamenco Flow	£550.00	£366.40	£408.00	56	
14/10/2017	The Fugitives	The Fugitives 2017	£650.00	£573.60	£667.00	95	
23/03/2018	Ian McMillan and Luke Carver Gos	Words, Music, Glee & Delight	£750.00	£342.40	£378.00	51	
Felton Village Hall							
11/06/2017	November Club	Beyond The End Of The Road	£650.00	£360.00	£400.00	69	
11/06/2017	November Club	Beyond The End Of The Road	£650.00	£115.20	£288.00	58	
01/10/2017	NTC Theatre Co	Barnaby Rudge by Charles Dickens	£474.00	£424.00	£480.00	65	
Hepscott Parish Hall							
23/04/2017	Box Tale Soup	Northanger Abbey	£650.00	£379.20	£424.00	55	
06/10/2017	Fluff Productions	Agent Of Influence: The Secret Life of Pamela More	£600.00	£308.80	£336.00	45	
11/03/2018	Scary Little Girls	This Evening: Today!	£675.00	£257.60	£272.00	36	
Howick Village Hall							
28/10/2017	Right Tempo Agency	Christine Tobin Songbird Trio	£650.00	£416.00	£470.00	54	
Lesbury Village Hall							
19/11/2017	Oxford Concert Party	Oxford Concert Party Workshops		£150.00		14	
19/11/2017	Oxford Concert Party	Oxford Concert Party 2017	£600.00	£475.20	£544.00	70	
Middleton & Todridge Village Hall							
24/11/2017	52 Skidoo	The Joint is Jumpin'	£650.00	£382.40	£428.00	55	
15/12/2017	NTC Theatre Co	The Princess & The Goblin	£700.00	£222.40	£228.00	37	
23/02/2018	Mark Conway	The Thing that Came From Over There	£650.00	£404.80	£456.00	60	
Norham Village Hall							
18/06/2017	November Club	Beyond The End Of The Road	£650.00	£295.50	£295.50	46	
Shilbottle Community Hall							
23/06/2017	November Club	Beyond The End Of The Road	£650.00	£448.40	£510.50	102	

Local authority name		Fee per show	Return to HP	Total box office:	Attendance no	Cancelled	
07/10/2017	Lempen Puppet Theatre Company	Cardboard Carnival	£450.00	£268.80	£291.00	56	
01/12/2017	Norwich Puppet Theatre	The Steadfast Tin Soldier	£480.00	£180.00	£178.00	33	
17/02/2018	Northern Stage	The War of the Worlds	£500.00				
02/03/2018	Box Tale Soup	The Wind in the Willows	£650.00				Yes
St Cuthbert's Church, Norham							
04/11/2017	Rob Gee	Forget me Not - The Alzheimer's Whodunnit	£400.00	£289.60	£312.00	39	
The Cheviot Centre, Wooler							
06/04/2017	Emerging Music	Letting Off Steam	£525.00	£284.00	£305.00	44	
05/11/2017	Rob Gee	Forget me Not - The Alzheimer's Whodunnit	£400.00	£389.60	£437.00	58	
The Riverside Bar, Wooler							
11/10/2017	The Fugitives	The Fugitives 2017	£650.00	£636.80	£746.00	95	
Thropton War Memorial Hall							
11/10/2017	Highlights Ltd (In House)	Promoter Menu Launch				23	
03/12/2017	Norwich Puppet Theatre	The Steadfast Tin Soldier	£480.00	£330.40	£368.00	50	
09/03/2018	Jango Starr	One Man Shoe	£466.00	£330.40	£368.00	57	
Whittingham Memorial Institute							
07/04/2017	Emerging Music	Letting Off Steam	£525.00	£266.40	£283.00	41	
30/09/2017	NTC Theatre Co	Barnaby Rudge by Charles Dickens	£474.00	£265.60	£282.00	38	
Wingates Village Institute							
26/05/2017	The Fitzgeralds	The Fitzgeralds	£600.00	£472.40	£540.50	76	
05/10/2017	Fluff Productions	Agent Of Influence: The Secret Life of Pamela More	£600.00	£336.30	£367.00	49	
11/11/2017	New Perspectives Theatre Co	Harvest	£600.00	£417.60	£472.00	61	
02/03/2018	Farnham Maltings	Brave Folk	£720.00				Yes
30/03/2018	Alan Barnes	Alan Barnes & David Newton Duo	£500.00	£415.20	£469.00	66	

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
Summary for "LocalAuthorityName" = N - North Northumberland (40 detail records)							
Sum			£21,714.00	£12,161.80	£13,499.50	1991	
N - West Northumberland							
Allendale Village Hall							
17/03/2018	Shifting Sands Theatre	The King Lear	£850.00	£276.80	£296.00	30	
Bardon Mill & Henshaw Village Hall							
08/04/2017	Theatre by the Lake	Two Way Mirror	£500.00	£261.20	£276.50	37	
25/08/2017	November Club	Beyond The End Of The Road	£850.00	£300.80	£576.00	82	
10/10/2017	Highlights Ltd (In House)	Promoter Menu Launch				18	
13/10/2017	Tangram Theatre	Team Viking	£550.00	£200.80	£225.00	30	
17/03/2018	Luca Silvestrini's Protein	May Contain Food, May Contain You	£800.00	£264.40	£280.50	35	
Holy Cross Church, Haltwhistle							
03/05/2017	Montreal Guitare Trio	Montreal Guitare Trio	£700.00	£372.80	£416.00	52	
04/11/2017	Right Tempo Agency	Christine Tobin Songbird Trio	£850.00	£366.40	£408.00	51	
30/11/2017	Norwich Puppet Theatre	The Steadfast Tin Soldier	£480.00	£211.20	£214.00	33	
22/03/2018	Twelfth Day	Twelfth Day	£425.00	£348.80	£376.00	47	
Knarsdale with Kirkhaugh Cairns Community Hall							
22/04/2017	Box Tale Soup	Northanger Abbey	£850.00	£352.00	£390.00	40	
Wark Town Hall & Mechanics Institute							
02/04/2017	Pat McCarthy	The Pat McCarthy Quartet	£550.00	£216.80	£221.00	30	
25/05/2017	The Fitzgeralds	The Fitzgeralds	£800.00	£324.00	£355.00	49	
05/11/2017	Different Strings Music Agency	Jez Lowe & Steve Tilston - The Janus Game	£500.00	£486.40	£558.00	72	
21/03/2018	Association FMRA	The Churchfitters	£850.00	£479.20	£549.00	72	
Summary for "LocalAuthorityName" = N - West Northumberland (15 detail records)							
Sum			£8,355.00	£4,461.60	£5,141.00	678	
Teesdale							

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
Barningham Village Hall							
03/11/2017	Rob Gee	Forget me Not - The Alzheimer's Whodunnit	£400.00	£218.50	£218.50	24	
24/03/2018	Twelfth Day	Twelfth Day	£425.00	£195.60	£199.50	22	
Boldron Village Hall							
08/04/2017	Emerging Music	Letting Off Steam	£525.00	£312.00	£340.00	34	
12/10/2017	Highlights Ltd (In House)	Promoter Menu Launch				15	
23/11/2017	52 Skiddoo	The Joint Is Jumpin'	£650.00	£504.00	£580.00	58	
Bowes & Gilmonby Parish Hall							
27/04/2017	Rabbit Productions	The Odyssey (Greek Stuff!)	£500.00	£200.00	£191.00	21	
16/03/2018	Ian McMillan and Luke Carver Gos	Words, Music, Glee & Delight	£750.00	£440.00	£500.00	55	
Bowes Hutchinson C of E Primary School							
16/03/2018	Ian McMillan and Luke Carver Gos	Words, Music, Glee & Delight (Workshop)	£288.00	£45.00		45	
Cotherstone Village Hall							
04/05/2017	Montreal Guitare Trio	Montreal Guitare Trio	£700.00	£325.20	£364.00	46	
12/10/2017	The Fugitives	The Fugitives 2017	£650.00	£497.60	£572.00	73	
Hamsterley Village Hall							
07/04/2017	Theatre by the Lake	Two Way Mirror	£500.00	£256.00	£270.00	36	
28/09/2017	NTC Theatre Co	Barnaby Rudge by Charles Dickens	£474.00	£400.00	£450.00	56	
24/02/2018	Mark Conway	The Thing that Came From Over There	£650.00	£403.20	£424.00	59	
Montalbo Primary School							
02/10/2017	Contemporary Craft Tour	Luminosity - Workshop		£150.00		30	
03/10/2017	Contemporary Craft Tour	Luminosity - Workshop		£150.00		30	
Newbiggin in Teesdale							
04/11/2017	Different Strings Music Agency	Jez Lowe & Steve Tilston - The Janus Game	£500.00	£232.00	£232.00	24	

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
Scarth Memorial Hall, Staindrop							
28/10/2017	Different Strings Music Agency	Jez Lowe & Steve Tilston - The Janus Game	£500.00	£545.60	£632.00	80	
24/03/2018	Rob Heron & The Tea Pad Orchest	Rob Heron & The Tea Pad Orchestra 2018	£650.00	£639.20	£749.00	85	
The Witham							
13/05/2017	NRTF	Paradise Lost	£600.00	£370.40	£438.00	52	
06/10/2017	NRTF	Head Wrap Diaries	£600.00	£501.60	£577.00	67	
14/10/2017	Contemporary Craft Tour	Luminosity - Workshop				21	
14/10/2017	Contemporary Craft Tour	Luminosity - contemporary Craft Tour				1169	
14/10/2017	Contemporary Craft Tour	Heather Gillespie - Drawing on Glass				6	
17/11/2017	Contemporary Craft Tour	Luminosity - Workshop				80	
29/11/2017	Townsend Productions	We Are the Lions, Mr. Manager!	£600.00	£577.60	£672.00	72	
UTASS, Middleton in Teesdale							
21/10/2017	Blaize Theatre Company	Standing in Line 2017	£610.00	£240.00	£314.00	37	
10/11/2017	New Perspectives Theatre Co	Harvest	£600.00	£375.20	£419.00	55	
Whorlton Village Hall							
01/04/2017	Pat McCarthy	The Pat McCarthy Quartet	£550.00	£392.00	£440.00	44	
21/04/2017	Box Tale Soup	Northanger Abbey	£650.00	£368.00	£410.00	44	
07/10/2017	Fluff Productions	Agent Of Influence: The Secret Life of Pamela More	£600.00	£448.00	£510.00	54	
16/11/2017	Bash Street Theatre	The Lion Tamer.	£750.00	£272.00	£290.00	29	
Summary for 'LocalAuthorityName' = Teesdale (31 detail records)							
Sum			£13,722.00	£9,058.70	£9,792.00	2523	
Weardale							
Edmundbyers Village Hall							
18/11/2017	Oxford Concert Party	Oxford Concert Party 2017	£600.00	£387.00	£434.00	62	

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
16/03/2018	Shifting Sands Theatre	The King Lear	£650.00	£252.80	£266.00	38	
Frosterley Community Primary School							
12/03/2018	Jango Starr	One Man Shoe (Workshop)	£110.00	£45.00		22	
Frosterley Village Hall							
27/10/2017	Different Strings Music Agency	Jez Lowe & Steve Tilston - The Janus Game	£500.00	£644.00	£755.00	86	
11/03/2018	Jango Starr	One Man Shoe	£466.00	£450.00	£192.00	30	
St Cuthbert's Centre, Crook							
04/06/2017	The Fitzgeralds	The Fitzgeralds	£600.00	£384.80	£431.00	60	
02/11/2017	Different Strings Music Agency	Jez Lowe & Steve Tilston - The Janus Game	£500.00	£298.00	£322.50	43	
04/03/2018	Box Tale Soup	The Wind in the Willows	£650.00				Yes
22/03/2018	Rob Heron & The Tea Pad Orchest	Rob Heron & The Tea Pad Orchestra 2018	£650.00	£258.00	£272.50	37	
St Johns Chapel Primary School							
21/09/2017	Ricardo Garcia	Flamenco Flow - Workshop		£125.00		35	
St John's School and 6th Form College							
14/12/2017	NTC Theatre Co	The Princess & The Goblin	£700.00	£200.00	£111.00	21	
St Thomas Church Hall, Stanhope							
05/04/2017	Theatre by the Lake	Two Way Mirror	£500.00	£355.60	£394.50	56	
30/04/2017	Rabbit Productions	The Odyssey (Greek Stuff!)	£500.00	£217.20	£221.50	29	
21/09/2017	Ricardo Garcia	Flamenco Flow	£550.00	£439.20	£499.00	71	
20/10/2017	Theatre Hullabaloo	Leaf	£280.00				
20/10/2017	Theatre Hullabaloo	Leaf	£280.00				
20/10/2017	Theatre Hullabaloo	Leaf	£280.00				
17/11/2017	Contemporary Craft Tour	Luminosity - contemporary Craft Tour				465	
17/11/2017	Contemporary Craft Tour	Luminosity - Workshop				103	

Local authority name			Fee per show	Return to HP	Total box office:	Attendance no	Cancelled
01/12/2017	Townsend Productions	We Are the Lions, Mr. Manager!	£600.00	£477.20	£546.50	69	
29/03/2018	Alan Barnes	Alan Barnes & David Newton Duo	£500.00	£312.40	£340.50	44	
Stanhope Barrington C of E Primary School							
08/11/2017	Contemporary Craft Tour	Luminosity - Workshop		£150.00		27	
09/11/2017	Contemporary Craft Tour	Luminosity - Workshop		£150.00		27	
Upper Weardale Town Hall							
20/04/2017	Box Tale Soup	Northanger Abbey	£650.00	£215.20	£219.00	30	
29/09/2017	NTC Theatre Co	Barnaby Rudge by Charles Dickens	£474.00	£360.00	£400.00	46	
05/12/2017	NTC Theatre Co	The Princess & The Goblin	£700.00	£225.60	£232.00	32	
09/03/2018	Scary Little Girls	This Evening: Today!	£675.00	£233.60	£242.00	28	
Summary for 'LocalAuthorityName' = Weardale (27 detail records)							
Sum			£11,415.00	£6,180.60	£5,879.00	1461	
Grand Total			£98,742.00	£60,549.10	£64,789.50	11770	

