



Barbican Centre Board

Date: WEDNESDAY, 26 SEPTEMBER 2012

Time: 10.30 am

Venue: COMMITTEE ROOM - 2ND FLOOR WEST WING, GUILDHALL

Members:

Deputy Catherine McGuinness (Chairman)	Christopher Purvis (Ex-Officio Member)
John Tomlinson (Deputy Chairman)	Deputy Richard Regan
Alderman David Graves (Ex- Officio Member)	Matthew Richardson
Tom Hoffman	Sue Robertson
Roly Keating	Keith Salway
Vivienne Littlechild	John Scott (Ex-Officio Member)
Brian McMaster	Deputy Dr Giles Shilson
Jeremy Mayhew	Jeremy Simons
Sheriff & Deputy Wendy Mead	
Cllr Guy Nicholson	

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Lunch will be served in Guildhall Club at 1pm

John Barradell
Town Clerk and Chief Executive

AGENDA

1. APOLOGIES

2. DECLARATIONS OF INTEREST

Standing Declarations -

Deputy Catherine McGuinness has declared a general personal interest as a Trustee of the Guildhall School Development Fund, and as Chair of Governors of the City Academy, Hackney, which benefits from work with the Creative Learning Department.

Cllr Guy Nicholson has declared a general personal interest as a Regional Council Member for London Arts Council England, a Board observer to Hackney Empire Ltd, as a Non-Executive Director of CREATE Ltd.

Roly Keating has declared a general personal interest as a BBC employee with regard to the Barbican Centre's connection with BBC's Orchestras and the BBC's Digital Partnership with the Arts Council.

Christopher Purvis has declared a general personal interest as the (unpaid) Chairman of the Trustees of the Academy of Ancient Music which, in the 2010-11 season, had an engagement at the Barbican Hall and has engagements planned for the future.

3. MINUTES

1. To agree the Public Minutes and Summary of the Barbican Centre Board held on 25 July 2012
2. To note the draft Public Minutes and Summary of the Barbican Centre Finance Committee held on 11 September 2012 – TO FOLLOW

(Pages 1 - 8)

4. MANAGEMENT REPORT BY THE CENTRE'S DIRECTORS

Report of the Centre's Directors

For Information

(Pages 9 - 26)

5. QUESTIONS ON MATTERS RELATING TO THE WORK OF THE COMMITTEE

6. ANY OTHER BUSINESS THAT THE CHAIRMAN CONSIDERS URGENT

7. EXCLUSION OF THE PUBLIC

MOTION – That under Section 100A of the Local Government Act 1972, the public be excluded from the meeting for the following items, on the grounds that they involve the likely disclosure of Exempt Information, as defined in Part 1, of Schedule 12A of the Local Government Act

8. **MINUTES**

1. To agree the non-public Minutes of the Barbican Centre Board held on 25 July 2012
2. To note the draft non-public Minutes of the Barbican Centre Finance Committee held on 11 September 2012 – TO FOLLOW

(Pages 27 - 32)

9. **OUTSTANDING ACTIONS OF THE BOARD**

Report of the Town Clerk

(Pages 33 - 34)

10. **PERFORMANCE REVIEW**

Report of the Managing Director

For Information

(Pages 35 - 106)

11. **DEVELOPMENT REVIEW**

Report of the Head of Development

For Information

(Pages 107 - 124)

12. **BUSINESS REVIEW**

Report of the Managing Director

For Information

(Pages 125 - 142)

13. **CAPITAL CAP**

Report of the Operations and Building Director

For Decision

(Pages 143 - 160)

14. **EXHIBITION HALL SOFFIT LEAK RECTIFICATION**

Report of the Head of Projects

For Decision

(Pages 161 - 164)

15. **BARBICAN GARDEN ROOM REFURBISHMENT**

Chief Operating and Financial Officer, Barbican Centre

For Decision

(Pages 165 - 184)

16. **FROBISHER CRESCENT**

Report of the Managing Director and City Surveyor

For Information

(Pages 185 - 192)

17. **EXTENSION OF THE SEARCY CATERING CONTRACT**

Report of the Chief Operating and Financial Officer

For Decision

(Pages 193 - 196)

18. **LONDON FILM SCHOOL**

Joint Report of the Managing Director and City Surveyor

Delegated Authority

(Pages 197 - 230)

19. **QUESTIONS ON MATTERS RELATING TO THE WORK OF THE BOARD**

20. **ANY OTHER BUSINESS THAT THE CHAIRMAN CONSIDERS URGENT**

BARBICAN CENTRE BOARD

Wednesday, 25 July 2012

Minutes of the meeting of the Barbican Centre Board held at the Guildhall EC2 at 10.30am

Present

Members:

Deputy Catherine McGuinness (Chairman)	Christopher Purvis (Ex-Officio Member)
John Tomlinson (Deputy Chairman)	Deputy Richard Regan
Alderman David Graves (Ex-Officio Member)	Sue Robertson
Tom Hoffman	Keith Salway
Roly Keating	John Scott (Ex-Officio Member)
Vivienne Littlechild	Deputy Dr Giles Shilson
Jeremy Mayhew	Jeremy Simons
Cllr Guy Nicholson	

Officers:

Matthew Pitt	- Town Clerk's Department
Mathew Lawrence	- Town Clerk's Department
Andrew Wild	- City Surveyor's Department
David Pearson	- Director of Culture, Heritage and Libraries
Sir Nicholas Kenyon	- Managing Director, Barbican Centre
Sandeep Dwesar	- Barbican Centre
Peter Martin	- Barbican Centre
Louise Jeffreys	- Barbican Centre
Sean Gregory	- Barbican Centre
Leonora Thomson	- Barbican Centre

1. APOLOGIES

Apologies for absence were received from Roly Keating and Brian McMaster.

2. DECLARATIONS OF INTEREST

Standing Declarations -

Deputy Catherine McGuinness declared a personal interest as a Trustee of the Guildhall School Development Fund, and as Chair of Governors of the City Academy, Hackney, which benefits from work with the Creative Learning Department.

Councillor Guy Nicholson declared a personal interest as a Regional Council Member for London Arts Council England, a Board observer to Hackney Empire Ltd and a Non-Executive Director of CREATE Ltd.

Christopher Purvis declared a personal interest as the (unpaid) Chairman of the trustees of the Academy of Ancient Music, one of the associate ensembles which, in the 2010-11 season, had an engagement at the Barbican Hall and had engagements planned for the future.

John Scott and Tom Hoffman both declared an interest as members of the Board of Governors of the Museum of London and the City Arts Trust.

Jeremy Mayhew also declared an interest as a member of the City of the City Arts Trust.

3. **MINUTES**

RESOLVED, That,

- i) the minutes of the previous Board meeting be approved subject to the following amendments being made:-

John Scott and Alderman David Graves were both present on 30 May 2012 and apologies had been received from Deputy Richard Regan.

N.B It was noted that as the Development Sub Committee was now dormant, Christopher Purvis would need to be appointed as a trustee of the Barbican Centre Trust in his own right rather than ex officio as chairman of that sub committee. This required no change to the constitution of the Board or Trust.

- ii) the Minutes of the Risk Committee of the Barbican Centre Board held on 21 May 2012 be noted; and

N.B: It was agreed that the Risk Committee would be chaired by the Deputy Chairman of the Board at future meetings.

- iii) the Minutes of the Finance Committee of the Barbican Centre Board held on 2 July 2012 be noted and the following Officers included in the list of attendees: -

Julie Mayer	Town Clerk's Department
Mathew Lawrence	Town Clerk's Department
Richard Jeffrey	Comptroller and City Solicitor's Department
Howard Hillier-Danes	City Surveyor's Department
Sir Nicholas Kenyon	Managing Director of the Barbican Centre
Sandeep Dwesar	Barbican Centre
Shaun Kerfoot	Barbican Centre
Leonora Thomson	Barbican Centre
Jim Turner	Barbican Centre
Peter Martin	Barbican Centre
Louise Jeffreys	Barbican Centre

At the Chairman's request, the Town Clerk agreed that, in future, the approved minutes of the Audit and Risk and Finance Committee of the Barbican Centre

Board could be circulated electronically, with hard copies being made available upon request.

4. **CULTURAL STRATEGY**

The Board considered a report of the Director of Culture, Heritage and Libraries seeking Members approval to a new Cultural Strategy for the City of London Corporation which sought to present a coherent overview of the City's important contributions to the life of London and the nation around culture and heritage, with development plans that could be monitored.

The Director of Culture, Heritage and Libraries advised Members that a new cultural strategy was needed to showcase the funding, promotion and support which the City gave to UK culture and heritage projects and to create a framework for the future.

The Managing Director of the Barbican Centre added that the Cultural Strategy represented a key moment in bringing together the various cultural institutions of the City and co-ordinating their separate activities into a coherent whole. He added that it was a good plan of action for the immediate future, and that the Barbican especially endorsed and supported the idea of a cultural quarter in the City.

The Chairman welcomed the excellent work undertaken to compile the document and welcomed the emphasis on increased partnership.

Members had a number of comments to feedback into the Cultural Strategy as follows:-

- The diagram on page 2 was not clear and should be revised
- The Strategy noted the current need for austerity but the way in which it was referenced might need to be more robust
- The vision and strategic direction should be made very clear at the beginning of the document
- Potential global relationships should be explored as part of the Strategy (e.g. opportunities in South America in connection with the Rio 2016 Olympic Games)
- The partnership aspirations in the strategy were acknowledged, but it was stressed that real effort must be put into reaching out to audiences around London, and avoiding any sense of patronisation by the City
- Key audiences could be better defined
- The Diagram on page 2 was not clear and should be revised

RESOLVED – That the Cultural Strategy be endorsed, subject to the comments above being taking into consideration by Officers.

5. **REVIEW OF GOVERNANCE ARRANGEMENTS**

The Board considered a report of the Town Clerk, prepared on behalf of the Post Implementation Working Group which sought feedback and comments from Members on the governance arrangements introduced in March 2011 and the impact they may have had, if any, on the operation of the Committee.

The Chairman noted that since the Culture, Heritage and Libraries Committee did not have responsibility for some of the major cultural institutions funded by the City, including the Barbican Centre; it was difficult for that committee to drive the City's cultural strategy. In this context, the Members Cultural Strategy Group, which had been set up as a temporary working party to assist in the drafting of the Cultural Strategy, had proved to be a very useful body and it was suggested, with the agreement of the Chairman of the Culture, Heritage and Libraries Committee, that the Implementation Working Party be requested to consider formalising this group.

RESOLVED – That the Board's comments in relation to the Members Cultural Strategy Group be forwarded to the Post Implementation Governance Working Party.

6. **MANAGEMENT REPORT BY THE CENTRE'S DIRECTORS**

The Board received a report of the Managing Director of the Barbican Centre updating Members on the six sections of the Barbican Centre.

The Managing Director of the Barbican Centre added that an outstanding weekend of work had just taken place beyond the walls of the Barbican which had gained high profile coverage and very good attendances, in addition to the continuing success of events at the Centre.

Members were informed that the Barbican Centre had attained 1000 red Members, which had reaffirmed that the current membership strategy was now moving in the right direction. The recent Lord Mayor's Breakfast had brought together a wide range of digital stakeholders from the City and East London.

The Chief Operating and Financial Officer informed Members that there had been recent water supply issues with Citigen, but it was hoped that these would be resolved in the very near future. He added that there would be a contingency option put in place to link the supply of Guildhall and the Barbican Centre to ensure that the buildings would not be affected if such problems reoccurred.

The Chairman responded to queries about Members tickets for events at the Barbican Centre and reminded Members of the guide in the induction document which was available to all Members. The Barbican Centre wished all Board Members to attend events, and tickets would be found wherever possible for any event, but there were logistical and financial limits on the number available, so it might not always be possible for members to be accommodated. There would also be special events throughout the year that all Members of the Board would be invited to attend.

RECEIVED.

7. QUESTIONS ON MATTERS RELATING TO THE WORK OF THE BOARD

There were no questions.

8. ANY OTHER BUSINESS THAT THE CHAIRMAN CONSIDERS URGENT

There was one item of urgent business relative to meeting dates.

It was agreed that the meeting scheduled for 6 March 2013 would go ahead as planned.

9. EXCLUSION OF THE PUBLIC

RESOLVED – That under Section 100A of the Local Government Act 1972, the public be excluded from the meeting for the following items, on the grounds that they involve the likely disclosure of Exempt Information, as defined in Part 1 (Paragraph 3) of Schedule 12A of the Local Government Act.

Item No.	Exempt Paragraphs
10 – 21	3
22 – 23	-

10. NON PUBLIC MINUTES

The non-public minutes of the Board meeting held on 30 May 2012 were considered.

The non-public minutes of the Risk Committee of the Barbican Centre Board meeting held on 21 May 2012 were considered.

The non-public minutes of the Finance Committee of the Barbican centre Board meeting held on 2 July 2012 were considered.

RECEIVED.

11. OUTSTANDING ACTIONS OF THE BOARD

The outstanding actions of the Barbican Finance Committee and Board were considered.

12. CREATIVE LEARNING

The Board received a presentation from the Director of Creative Learning.

RECEIVED.

13. LONDON FILM SCHOOL - DEFERRED

The item was deferred to a future meeting.

14. BUSINESS REVIEW

The Board received a report of the Managing Director.

RECEIVED.

15. **CAPITAL CAP ANNUAL REPORT**
The Board considered a report of the Managing Director.

RECEIVED.

16. **CAPITAL CAP 3**
The Board considered a report of the Managing Director.

RECEIVED.

EXTENSION OF THE MEETING

At this point, the time limit for Committee meetings as set out in Standing Order No 40 had been reached, but there being more than a two-thirds majority of the Committee present who voted in favour of an extension, the Committee agreed to continue the meeting.

17. **DEVELOPMENT**
The Board received a report of the Director of Audiences and Development.

RECEIVED.

18. **DECISION TAKEN UNDER DELEGATED AUTHORITY - BARBICAN CINEMAS ISSUE REPORT - CAFE-BAR PROJECT**
The Board received a report of the Town Clerk.

RECEIVED.

19. **EXHIBITION HALLS - COMPENSATION**
The Board considered a report of the Chief Operating and Financial Officer of the Barbican Centre and the Chamberlain.

RECEIVED.

20. **BARBICAN CENTRE CINEMA CAFÉ-BAR CATERERS: RESULTS OF TENDER PROCESS AND APPOINTMENT OF CONTRACTOR**
The Board considered a report of the Chief Operating and Financial Officer of the Barbican Centre.

RECEIVED.

21. **RESTAURANT - PROPOSAL TO LET**
The Board considered a report of the City Surveyor and the Managing Director.

RECEIVED.

22. **QUESTIONS ON MATTERS RELATING TO THE WORK OF THE COMMITTEE**
There were no questions.

23. ANY OTHER BUSINESS THAT THE CHAIRMAN CONSIDERS URGENT

There were two items of urgent business.

The meeting closed at 12.56pm

Chairman

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Agenda Item 4

Committee(s): Barbican Board	Date(s): 26 September 2012	Item no.
Subject: Management Report by the Barbican's Directors		Public
Report of: The Managing Director		For Information
<u>SUMMARY</u>		
<ul style="list-style-type: none">• The Management Report comprises current updates in six sections, authored by Barbican directors in Campus, Programming, Creative Learning, Audiences & Development, Buildings and Business & Commercial.• Each of the six sections highlights 'progress & issues' for recent/ current activity, then draws attention to upcoming events and developments in 'preview & planning'.• Reported activity is marked, where relevant, against our revised Barbican Centre strategic objectives. For reference, the full list of objectives is attached at Appendix A.• The full Business Review which underpins this update report is under 'Management Report Annex' - item 12 in 'non-public business'		
<u>Recommendation</u> It is recommended that Members receive this report for information.		

Main Report

1. Report: Cultural Quarter	
<p>“The Barbican’s cross-cutting programme shows that it is responding to 21st- century taste...It may be that the Barbican’s utopian vision will be realised after all”.</p> <p>Robert Hewison, The Art Newspaper</p>	Strategic Objective
<p>1.1 Progress & Issues</p> <ul style="list-style-type: none"> • The summer of 2012 has seen an unprecedented period of successful activity in London in which the Barbican has played a full part (see Programming and Audiences): we made an early decision not to programme in the evenings during the main Games so the exhibitions flourished during the day, drawing audiences to our catering facilities (especially the Martini bar). • The next workshop on the cultural quarter with Arup Associates is scheduled for September 28th, and will explore ways in which the quarter can be positioned so as to prepare for a discussion with the City Corporation about the way forward. • The Managing Director travelled to Derry/Londonderry to be a keynote speaker at the Culture Tech conference which brought interested bodies and initiatives together in advance of the UK City of Culture celebrations in Derry in 2013. This includes a commission from the Honourable Irish Society and City Corporation for a cantata to be performed jointly in Derry and London as part of the City of London Festival. • The Barbican’s contribution to the London 2012 Festival has been recognised in many ways. The Festival wrap/thank you party will be held here at the Centre, and the Chief Executive of LOCOG, Paul Deighton, who is now entering Government in the House of Lords wrote to the Managing Director thanking us for our support – ‘especially in the early days when such support was not fashionable’. 	<p>Objective 6</p> <p>Objective 6</p> <p>Objective 6</p> <p>Objectives 1,2, 6</p>

1.2 Preview and Planning

- We await the cinemas! (see Buildings) The delivery of the buildings by the contractors has missed some deadlines and is touch and go, but hopefully will have been achieved by the time of this meeting. The cinemas are already making a marked improvement to the streetscape on the corner of Beech Street and Whitecross Street, where the façade is in sympathy with the listed building. A lively arts and commercial cinema programme is designed to begin at the start of November (see Programming).
- The second main cultural quarter initiative of the autumn is the launch of the Associates Ensembles scheme. The Academy of Ancient Music and the Britten Sinfonia are both launching their new relationship with the Barbican at their first concerts of the season in the Barbican: AAM on Wednesday 26 September, i.e. tonight and Britten Sinfonia (also their 20th birthday concert) on Saturday 27 October. We look forward to seeing Board and Trust members at these events, inaugurating an exciting new artistic chapter.
- The Lord Mayor's Appeal for 2013 is now in the planning stages, and Catherine McGuinness has been invited to sit on the Advisory Board, which is chaired by Sir Michael Snyder. The Managing Director and Alderman Andrew Parmley are Trustees, and the Appeal aims to establish a City Music Foundation to support outstanding young musical talent.

Objectives
1, 2, 6

Objectives
2, 6

Objectives
1, 2, 6

2. Report: Programming	
	Strategic Objective
<p>2.1. Progress & Issues</p> <p>Our Olympics programme is now complete. We are immensely proud of the quality and variety of the events we produced, the diversity of the audiences we attracted and the public attention and acclaim these projects have secured in a crowded market. There were inevitable ups and downs across the portfolio but overall audience numbers and income have exceeded target. Partners, including LOCOG and ACE have been very complimentary about our contribution. The decision to fully engage with the cultural Olympiad and London 2012 Festival, taken at a time when there was a lot of cynicism about these initiatives, has proved to be a good one for us. We are now focussing on how we can learn from these experiences to maximise future funding opportunities and develop partnerships into the future.</p> <ul style="list-style-type: none"> • Bauhaus: Art as Life attracted over 100,000 people and finished way ahead of target. It maintained momentum during the Olympic period. • Likewise, Designing 007: Fifty Years of James Bond Style continued to attract average audiences of over 1,000 per day across the summer and brought in over 70,000 people altogether. • The combined audience of Bauhaus and Bond would have filled the Olympic Stadium twice over! Together they kept the Barbican alive during a period when the performing arts across London were struggling for audiences. • The Jazz at Lincoln Centre Residency was a huge success. The relationship moved from partnership to true collaboration and the final concerts with the LSO, conducted by Sir Simon Rattle both sold out. JALCO also performed at the BT River of Music event at the Tower of London. • Opera North’s acclaimed production of Carousel continues to play in the theatre. Audiences are increasing, but are not as big as they had hoped for. This is a rental and the box office risk consequently lies with Opera North. • Africa Express, which we produced for LOCOG, attracted 	<p>Objective 1,2,3,4,5,6</p> <p>Objective 1,2</p> <p>Objective 1,2 S/E</p> <p>Objective 1,2,3,5</p> <p>Objective 1,2,5</p>

<p>extensive media attention and ended with a sold out event at Granary Square. This low risk model of presentation is something we will explore further in the future.</p> <ul style="list-style-type: none"> • The cinema programme has been largely dormant through the summer as Cinema 1 was closed for refurbishment and we wait excitedly for the completion of the new cinemas. 	<p>Objective 1,2,5</p>
<p>2.2. Preview and Planning</p> <p>The autumn season is about to begin.</p> <ul style="list-style-type: none"> ➤ Music – LSO opening concert on 22 September, the first Academy of Ancient Music concert is on 26 September and Transcender our season of spiritual music starts on 27 September. ➤ Theatre – the season opens on 20 September with Mademoiselle Julie with Juliet Binoche which has already sold out. Michael Clark and National Theatre of Scotland’s acclaimed Enquirer follow. ➤ Cinema – the opening season for the new cinemas Step into the Dark is due to start on 31 October, subject to the completion of the new cinemas. ➤ By the time of the Board meeting our photography exhibition, Everything Was Moving: Photography from the 60s and 70s, will have opened. Rain Room by rAndom International opens in the Curve on 4 October. <ul style="list-style-type: none"> • We are busy evaluating the Olympics programme for LOCOG and ACE. We are exploring opportunities for funding which might occur as part of the Park legacy programme. • We are working on our summer programme for 2013 and are giving particular attention to reducing the risk in music. • On 5 Oct we will have an Arts Programme away day with key colleagues from Creative Learning and Audiences attending. • Paul Keene has started as Classical Music Programmer – finally replacing Angela Dixon in her previous role and giving her much needed support. Jill Shelley has finished her sabbatical as Producer in Creative Learning and has returned to the theatre team as Administrative Producer. Tamara Anderson has started as Cinema Curator/Co-Ordinator. Amanda Cusimano has started as Arts Administration Manager. These appointments almost complete the organisational changes begun over a year ago. 	<p>Objective 1,2,3,5</p> <p>Objective 1,2</p> <p>Objective 1,2,3,5</p> <p>Objective 1,2,3</p> <p>Objective S/E</p>

3. Report: Creative Learning	
	Strategic Objective
<p>3.1. Progress & Issues</p> <p>Summer Programme</p> <p>The Summer 2012 programme continued with further appearances from Barbican Young Ensembles, including Drumheads at the River of Music Festival. This festival also featured young people who had appeared in the Essentially Ellington Programme guesting with Wynton Marsalis and the Jazz at Lincoln Center Orchestra. On the eve of the Olympics the East London Creative Jazz Orchestra performed to an audience of thousands on the steps of St Paul’s Cathedral during the Olympic Torch relay.</p> <p>CoL Libraries partnership</p> <p>In the last few months Creative Learning has cemented strong relationships with the Barbican library and City of London Libraries. In August we collaborated on an event as part of the library’s summer reading challenge – attracting over 100 participants. We are also in discussion regarding collaborations on the Young Poets programme, and a ‘people’s pianos’ project in which Guildhall students will support library users in learning on the practice pianos in the library. We are also in discussion regarding opportunities for Creative Learning to work in the new library/ community centre in Middlesex Street.</p> <p>ArtWorks London</p> <p>The Pilot Year of Shift/ ArtWorks London finished in July, with the Arts School Lab Summer School. The data from the year’s work was analysed over the summer, and a report submitted to the ArtWorks steering group. Over the pilot year we have worked with 346 artists (including 224 new to Barbican/ Guildhall School), to explore and test ways of developing the professional skills needed by Artists working in Participatory Settings. Our plans for year one and beyond have now been agreed with the funders, and will lead towards the establishment of new training pathways and the development of a London wide network.</p>	<p>Objective 2, 3, 6</p> <p>SO6, SO2</p> <p>Objectives 2, 3, 1 and 6</p>

3.2. Preview & Planning

Barbican Box

We are delighted that Complicite will be our artistic partners on the theatre Barbican Box project for this academic year. We are aiming to expand the project into schools in Tower Hamlets and Islington alongside the Hackney schools who were involved in the pilot year.

Objective 2, 1

Funding streams and future programming

As a result of the British Neuroscience Association conference hire at the Barbican in April 2013, the Arts, Audiences and Creative Learning divisions are working closely with the Wellcome Trust in order to develop a 'mini season' of arts and learning that explores links between arts and neuroscience. For Creative Learning, this will include the Barbican Box project, as well as the Barbican Weekender in March 2013. We have also been successful in securing Youth Music funding for the continuation of the iD project – a music based mentoring project working with Looked after children in Tower Hamlets.

Objective 3, 2

November Weekender

The Barbican Weekender on 3rd and 4th November is entitled Natural Circuits, and will explore the interaction of arts and digital technology. Drop in workshops will engage people of all ages in practical activities and interactive performances. The Weekender will also see the launch of a permanent family trail which will enable families to explore the centre and its surroundings.

Objectives 2, 4, 5, 6

4. Report: Audiences	
	Strategic Objective
<p>4.1. Progress & Issues</p> <ul style="list-style-type: none"> • Following the intensity of the Festival 2012 celebrations at the end of July, August was a bit quieter for most teams. However Bond and Bauhaus kept Communications/Customer Experience teams in particular very busy and planning was ongoing amongst all teams for September onwards. The amount of press interest in Bond has not let up and for front of house, several records were broken including the record single day attendance for an exhibition of 2502 (Bond 1st Sep). The refined timed admission online purchase journey has worked well, ensuring a smooth visitor flow, maximising capacity and delivering increased audience data capture. • Digital: Customer Experience (CEX) continues to work in collaboration with IT on the procurement of the new ticketing/CRM system. From 40 expressions of interest 10 companies returned the PQQ stage, these have now been analysed and shortlisted to 4 who will now progress to the ITT stage. One major supplier however is likely to be removed due to financial stability concerns. Whole infrastructure project still on schedule for launch Spring 2014. Marketing are now working with IT on the procurement of a new website, a project that will accompany the new ticketing system. • New Cinemas Licence: following some intense engagement and consultation with Resident representatives, this was granted in early August without the going to a Hearing, the first time this has happened with a licence application for the Centre, thereby saving both budget and officer time. • Crossrail: Marketing have a completed a project with Crossrail and the City of London to present an exhibition of Barbican architecture at Farringdon and Moorgate. • Development has been working on their revised strategy for corporates, and is planning their next raft of cultivation events. Gift with ticket purchase for telephone bookers is now well 	<p>Objectives 1, 2</p> <p>Objective 1, 4 and S/E</p> <p>Objectives 1,4</p> <p>Objectives 1, 5</p> <p>Objective 1</p> <p>Objective 1, 5, S/E</p>

<p>bedded in.</p> <ul style="list-style-type: none"> • People: The new Destination Marketing Executive has started, working specifically for the commercial parts of the organisation. The new Communications Manager has started, providing cross-organisational support for the Head of Communications. The maternity leave cover for the Patrons and Individual Giving Manager has proved tricky to fill so there will unfortunately be no handover. 	
<p>4.2. Preview & Planning</p> <ul style="list-style-type: none"> • All teams have been preparing for the Autumn season with Marketing and Comms working on Everything was Moving (Private View 12 Sept) and Rain Room (PV 3 October), Transcender, Mademoiselle Julie, the new Associate Ensembles' first concerts of the season, and Battle of Ideas, amongst other major events. Marketing are launching new campaign for autumn season focusing on flagship projects, messaged and positioned for new audience segments. Dynamic content for web pages is being introduced linked to cookie and booking history. Comms has delivered a successful 'autumn highlights' campaign. Comms and Marketing are also working on plans for the announcement of the Spring 2013 programme, scheduled for October. • Membership: Marketing and Development are now working up propositions on levels of membership and individual giving to test with focus groups, following an intensive piece of research amongst members and non-members. Progress will be reported to the Board as part of the Marketing presentation in November. • Residents: The Management Plan for Visitors is at the very final stages of consultation and will be published shortly. The next meeting with Barbican Chairman and Deputy Chairman will take place on 8 October. The first bi-annual meeting open to all residents will be planned for the Autumn. • E:tickets: Customer Experience have now gone live with the soft launch of print@home e- tickets. The trial initially for cinema only has gone well and the option will now shortly be introduced to the theatre with all seated venues planned to be live by October. 	<p>Objectives 1, 5</p> <p>Objective 1, 5</p> <p>Objective 1</p> <p>Objective 1, S/E</p> <p>Objective 1, 4, 6</p>

<ul style="list-style-type: none"> • New Cinemas: intense work on the launch for the new cinemas is underway, with the roll out of a comprehensive press campaign, a proactive approach to the management of risk/reputational issues led by the Communications and project team, a marketing campaign to focus on local and city audiences, a gala opening and previews for key stakeholder groups (including residents) all planned in the lead up to the formal opening. 	Objective 1
<ul style="list-style-type: none"> • A new internal system for stakeholder management and communications is being worked on by Director Audiences, Head of Comms and Comms Manager. 	Objective 1, S/E
<ul style="list-style-type: none"> • The whole Audiences Division will get together for half a day in October. We are hoping that Claire Enders (of Enders Analysis, one of our Patrons) will be the external speaker, and the departments will share their progress and plans. 	Objective 1, S/E

5. Report: Buildings	
	Strategic Objective
<p>5.1. Progress & Issues</p> <ul style="list-style-type: none"> • Ex Hall 1 tenant: The due diligence has progressed regarding a prospective tenant. The drafts Heads of Terms of the lease have been provisionally agreed. The proposal will be shortly considered by the Court. • Cinemas project: the main contractor failed to achieve the completion date of 22nd August or the subsequent target of 30th August. The current target is to achieve completion no later than 21st September. The Board will be kept fully informed on progress. • Following the problems in July with the hot water service which we receive from Citigen (which will be the subject of a paper to the next Risk Committee, the November Finance and Boarding meetings) we are reviewing our local resilience to deal with such problems. • Tenders have been received for the project to replace the Powered Flying System in the Theatre. We hope to appoint a contractor shortly. 	<p>Objectives 4, 5</p> <p>Objective 4</p> <p>All objectives</p> <p>Objective 2, 4</p>
<p>5.2. Preview & Planning</p> <ul style="list-style-type: none"> • Capital Cap 2 projects are progressing well: <ul style="list-style-type: none"> ○ The Building Energy Management System (BEMS) project is due for completion in November this year and remains on programme. ○ the car park signage and redecoration project is almost complete. The project is on programme. ○ A project to refurbish the public toilets has commenced. The main area of work will be the supra- loos at level -1. The project is due to complete in October. 	<p>Objective 5, & S/E</p> <p>Objectives 4, 5</p> <p>Objective 4</p>

<ul style="list-style-type: none"> ○ A proposal to refurbish the Garden Room, along with the public toilets at level 3 is progressing and is being scheduled to take place in the summer 2103 (to coincide with the programme for the replacement of the Flying System). 	Objective 4
<ul style="list-style-type: none"> ○ A project to install CCTV security cameras in the Art Gallery is almost complete. 	Objective 4
<ul style="list-style-type: none"> ● We have agreed draft terms with a tenant to operate the Cinema Restaurant and a draft lease is in preparation. 	S/E
<ul style="list-style-type: none"> ● Following the completion of the main contract with ISG to build the new cinemas work on fitting out the new restaurant and café/ bar will commence. <ul style="list-style-type: none"> ○ The restaurant tenant will fit out the restaurant. ○ The operator of the Café/Bar has been selected. ○ The furnishing and fitting out requirements of the café-bar are finalized and will be installed prior to the successful operator taking possession. 	Objective 1, 4, 5, 6

6. Report: Commercial

Strategic Objective

6.1 Progress & Issues

BIE

- *Designing 007: Fifty Years of Bond Style* has now ended its run at the Barbican. The exhibition represents a new model for BIE, working across departmental spaces to curate a ‘popular culture’ experiential exhibition. *Designing 007* has broken box office records for visual arts exhibitions at the Centre, averaging circa 1,200 visitors a day. The extent of the media coverage has been staggering and media critiques have been overwhelmingly positive. The show has significantly surpassed targets for visitor numbers, retail and bar/catering sales. It has extended the reach of Barbican’s visitors, as well as Barbican’s international profile, attracting a huge family audience.
- *Designing 007* will tour over the next 3 years to destinations internationally (tour organised by BIE).

Objectives 1,2,4,5

Business Events

A number of interesting commercial events have taken place in August/September to date:

- **Creative Cities Launch Event:** This event was cultivated by business events and linked to the Creative Cities Exhibition in the Exhibition Halls running from the 02nd – 07th August. The exhibition of Chinese fine art was given the Inspire Mark by LOCOG & London 2012 with a theme linked to the Olympic Games. The launch included a performance by pianist Lang Lang. The culmination of these activities resulted in a contribution of over £673k in room hire plus additional revenue from catering and technical services.
- **Designing Bond Private Viewings:** A number of business events private viewings have taken place including London & Partners inviting key clients and supporters of the city and showcasing the best of London. Business Events also hosted 30 key venue finding agents who work for some of the major City corporate companies.
- **Year to date comparisons:** Year to date we have hosted

Objectives 1, 5

Objectives 1, 5

<p>slightly fewer events, however there has been a marked increase in the number of event days. The Beijing exhibition has had a positive affect on this (+ 20%).</p>	<p>Objectives 1, 5</p>
<p>Exhibition Halls: Rentals</p> <ul style="list-style-type: none"> • September started with a successful return of the Landlord and Letting Show, which was attended by over 1,500 visitors. • Since last month, Exhibitions have improved their forecast with a rather unexpected new piece of business in Hall 1 worth over £40k from the University of London. • Current Hall rental forecast for the year end stands at £330k, against the budget of £260k – 27% better than budget. 	<p>Objective 5</p>
<p>Commercial Development</p>	
<p>Designing 007 Pop Retail and Catering</p> <ul style="list-style-type: none"> • The Bond shop has performed well, generating turnover of £193k against our budget of £139k for the run of the exhibition to the end of August. An average of 20% of exhibition ticket holders purchased from the shop, generating 200+ transactions daily. Average net transaction value was £14, higher than that we achieve in the Foyer shop which reflects the specialist nature of this exhibition shop with a number of high price point items stocked to appeal to the ardent Bond fan. The exhibition catalogue sold 2,500 across all sales points. • The Martini Bar on Level 1 has proved a great success, enlivening our foyers and generating a destination bar for both exhibition and arts ticket holders and also attracting local workers, particularly on Fridays. Turnover to the end of August was £116.5k against a projection of £85k for the entire run of Bond. We have sold 3,990 martinis online when purchased with Exhibition tickets and these were the 8th most popular item purchased on the Barbican website in July. 	<p>Objectives 1,5</p> <p>Objectives 1,5</p>
<p>Retail</p> <ul style="list-style-type: none"> • Sales in the Foyer Shop in July and August, traditionally a quieter period in the Barbican, exceeded our budgets attracting customers from those visiting the Bond and Bauhaus exhibition 	<p>Objectives 1,5</p>
<p>Catering</p> <ul style="list-style-type: none"> • Visitors to the Bond and Bauhaus exhibitions took up catering extensively, especially at the weekends and particularly the 	<p>Objectives 1,5</p>

<p>more informal outlets, Costa Coffee and the Foodhall.</p>	
<p>6.2 Preview & Planning</p> <p>BIE</p> <ul style="list-style-type: none"> • <i>Designing 007</i> will embark on its three-year world tour commencing in Autumn 2012 at Tiff Bell Lightbox, Toronto (26 Oct – 20 Jan 2013). • <i>Animation Watch Me Move</i> ends its run at Da Dong Arts Centre in Taiwan (23 May – 23 Sep 2013). After two venues in Taiwan the exhibition will move on to Brazil for a two-venue tour with the Centro Cultural Bank of Brazil. <p>Business Events</p> <ul style="list-style-type: none"> • Budget 2012/13: Of our income budget target of £1.7m (room hires) we are currently at £1.4m contracted. In comparison to 2011/12, we are over 35% up on room hire revenue. This excludes the room hire revenue linked to the Olympic activities (China). • A very busy Autumn ahead: We host in the Autumn some of our major associations in line with our business plan objectives including SIOP and the Royal College of Radiologists. • LOCOG 2012 Festival: LOCOG have chosen the Barbican over many other venues to host their thank you event for the sponsors supporters and venues involved in the London 2012 Festival. <p>Exhibition Halls: Rentals</p> <ul style="list-style-type: none"> • September and October are the busiest months in the Exhibition Halls’ calendar with a total of six events taking place during the two months. The Landlord and Letting Show is followed by the Kings College Welcome Fair, University of London exams, Royal College of Dentistry examinations, KIOSK Expo and finally the British Invention Show, which launched at the Barbican 10 years ago but used other venues for the last few years. <p>Commercial Development</p> <p>Retail</p> <ul style="list-style-type: none"> • We are having a mini re-launch of the shop in early September, supporting our aim to develop the shop as a destination utilising some of the fixtures we had made for the Bond retail pop up. 	<p>Objectives 1,2,5</p> <p>Objective 5</p> <p>Objective 5</p> <p>Objective 5</p> <p>Objective 5</p>

Appendix A:

Our Vision:

World-class Arts and Learning

Our Objectives

Collaborate with colleagues to:

- 1. Serve all our audiences**
- 2. Produce an outstanding arts programme**
- 3. Place creative learning at the heart of our work**
- 4. Develop our iconic buildings**
- 5. Diversify funding**
- 6. Create a cultural quarter**

Staff & Efficiency (S/E)

Underpinning these we also have an objective to operate efficiently, and to employ and develop skilled staff within the appropriate management structure

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