CITY ARTS TRUST

REPORT TO CITY OF LONDON CORPORATION ON 2013 WINTER FREE EVENTS PROGRAMME JANUARY – MARCH 2013

'What a treat to have a gift of fine performances in a beautiful venue!'

"We enjoy the diverse range of entertainment provided which we have not encountered before. An excellent opportunity to enhance cultural appreciation of the arts and architecture of London.'

(selected from the many comments on the 2013 series from the public)

1 EXECUTIVE SUMMARY

- 1.1 In 2012/13, the City of London allocated the sum of £26,399 to the City Arts Trust to support a programme of 11 free lunchtime concerts in the City between January and March 2013. As with the previous series (2004 2012), the proposal involved continuing collaboration between the City Music Society (CMS), City of London Sinfonia (CLS) and City Arts Trust (CAT).
- 1.2 In the original proposal the series aimed to:
 - Provide a winter programme of free events raising the profile of the City of London Corporation's support for the arts in the City
 - Benefit those who work in the City, those who live in the City and also visitors to the City
 - Explore and open up different venues across the City
- 1.3 The three organisations set out to achieve these objectives by:
 - Programming a wide range of repertoire including classical, jazz and folk music
 - Targeting the City community with a tailored marketing campaign
 - Ensuring convenient timings and locations allowing City workers to enjoy the concerts during their lunch hours
 - Establishing a regular pattern of performance so that potential attendees get into the habit of attending
 - Attracting performers of high quality to perform in the City
- 1.4 Good attendance levels at events, positive audience feedback or comments and self-appraisal by the three collaborative partners confirmed that these objectives were met to a high degree in 2013.

- 1.5 The 2013 series consisted of 11 lunchtime concerts, 7 on Wednesdays and 4 on Tuesdays, covering classical, jazz, world, folk and contemporary music during the period 19 January 27 March 2013.
- 1.6 Effective publicity through distribution of the Free Winter Concert flyers, hits on websites of the three partners and by email, in combination with the preceding reputation of past seasons, produced audiences totalling **2,655** for this series 20% higher than last year's audience figure.
- 1.7 Audience feedback through the 196 questionnaires returned was extremely positive, with many patrons commending the high standard and wide variety of performance and stressing the beneficial impact that the concerts have on life in the City.
- 1.8 The City Arts Trust is delighted to have the support of the City of London Corporation for the 2014 series and is keen to build on the success of this year.
- 1.9 The Free Winter Concert series delivers against several key criteria of the City of London Corporation's City Together strategy, as well as strongly delivering the main aims of the Cultural Strategy.

2. THE PROGRAMME OF EVENTS

- 2.1 The artistic programme consisted of four strands: classical music, jazz, folk and world music. The high calibre of artists was remarked upon by many audience members as a factor that sets this series of programmes apart from other chamber music concerts in the City venues.
- 2.2 The series again proves the benefit of good partnership with close co-operative planning between CAT, CMS and CLS. As in previous years, a jazz ensemble from the Guildhall School of Music & Drama performed a particularly well-received concert, this year held in St Sepulchre-without-Newgate, maintaining the established and highly productive links between the Guildhall School of Music & Drama and the City of London Festival. The CLS was able to field a chamber orchestra for each of their three concerts thanks to the continued level of funding.
- 2.3 Six venues were selected to host the series. St Andrew Holborn once again provided a perfect venue for the CLS, offering both a large seating capacity and a wonderful acoustic for chamber orchestral music. Bishopsgate Institute continues to host the CMS recitals, and the lunchtime performances benefit from the additional marketing and logistical support given by the newly-revitalised organisation.
- 2.4 The series was programmed by the three parties involved, with close liaison and positive collaboration. The CAT team performed the role of promoter and event manager, liaising with the venues and managing the concerts on the day.

2.5 The performance schedule was as follows:

16 January	St Lawrence Jewry	Damien O'Kane
22 January	Bishopsgate Institute	Cantabile
30 January	St Andrew Holborn	City of London Sinfonia
6 February	St Vedast Alias Foster	Manus Noble
12 February	Bishopsgate Institute	Leslie Howard
20 February	St Sepulchre-without-Newgate	Guildhall Jazz Singers
27 February	St Andrew Holborn	City of London Sinfonia
5 March	Bishopsgate Institute	Judith Hall & Craig Ogden
13 March	St Anne & St Agnes	Christine Tobin
19 March	Bishopsgate Institute	Tong/Hasegawa Duo
27 March	St Andrew Holborn	City of London Sinfonia

3. MARKETING AND AUDIENCE DEVELOPMENT

- 3.1 A total audience of **2,655** attended the 11 events, an average of 241 per event. Many events were presented to capacity audiences, and the total audience figure represents a 20% increase on 2012's reach.
- 3.2 This audience was achieved through implementation of the strategy developed by the three partners, namely:
 - Mounting a 'City run' leaflet drop to city firms, restaurants, churches and other venues;
 - Circulating specially designed print publicity to the offices of the City of London Corporation. We also collaborated with the City of London to ensure maximum coverage, for example, on the website, in the staff bulletin and in the Cityview publication;
 - A combined mailing to the audiences of the City of London Festival, City Music Society and City of London Sinfonia;
 - Listings in many publications and on YPLAN's event app
 - Further marketing support was given by CAT, CLS and CMS through their own websites





3.3 An audience questionnaire was circulated at six concerts through the series, covering a variety of venues and types of music. This circulation resulted in 194 written responses and this data provides some interesting feedback:

- 12% of respondents live or work in the City
- The concerts are also proving to be quite a draw, with 71% of the respondents coming from London but outside the City, 22% coming from the UK outside London. There were also a growing number of international tourists.
- 3.4 Sample responses from the audience questionnaires include:
 - 'My first Winter Concert very enjoyable jazz in a historic church venue. A welcome hour of cheerfulness on a cold grey winter's day.'
 - 'Really great as a beginner to classical music useful way to find out what I like to see in the future'
 - 'What a treat to have a gift of fine performances in a beautiful venue'
 - 'An excellent idea which increases exposure of artists to those less familiar with them'
 - 'I found each one of them to be wonderful experiences of music with genres of great variety and would not have missed them for anything else'

Regarding City of London and the arts:

- 'We enjoy the diverse range of entertainment provided which we have not encountered before. An excellent opportunity to enhance cultural appreciation of the arts and architecture of London.'
- 'Would appreciate more opportunities to visit historic/modern buildings or corporate art collections of interest not normally open to the public.'
- 'I am just pleased to have such a choice of events, including free ones, within reach of my home in a part of London not blessed with the same sort of programme.'
- 'Events like today make excellent use of perhaps underused venues such as this. More please.'
- 'Love London, great diversity, free events useful when you are on a budget.'

4. FINANCE

4.1 The grant made to the City Arts Trust has been spent as follows:

	Activity	Expenditure
City of London Sinfonia	3 concerts	£ 10,000
City Music Society	4 concerts	£ 4,000
City Arts Trust	4 concerts	£ 4,000
Marketing, venues, print, publicity & PRS royalty payments		£ 8,399
Total		£ 26,399

Marketing costs increased significantly this year because of a rise in postage charges.

5. 2014 SERIES

The continued success and public appreciation of the Free Winter Concert series has underlined the demand for this type of activity. However, we remain aware that the current financial climate has placed strain on all areas of funding. The Trust is therefore pleased that an allocation of funding has been made for the current financial year 2013/14.

The 2014 Free Winter Concert series will see 11 concerts, one each week from late January – mid-March. The broad range and high quality of performances will be maintained, and the events actively marketed to those who work in the City, those who live in the City and also visitors to the City.

Lindsey Dear, General Manager City Arts Trust May 2013