

**CORN
EXCHANGE
NEWBURY**



**I HAVE LEARNT
YOU CAN MAKE
THE IMPOSSIBLE,
POSSIBLE**

cornexchangenew.com

**IMPACT REPORT
2016 - 2019**

WELCOME

The last three years have been a time of real, tangible growth for the Corn Exchange and the past 12 months have been our most successful ever.



The Corn Exchange continues to be the lifeblood of the cultural landscape in West Berkshire and we are proud and passionate to make a difference for our community. Our values of inclusion, excellence and collaboration continually drive us to succeed.

We know that our achievements are only possible with your support. I continue to be both overwhelmed and humbled by your huge generosity and the subsequent impact we are able to have. Our donors, funding partners, audiences, participants, collaborators, staff and volunteers are each extraordinary but together enable great success.

Our future is bright and positive. We are continuing to establish ourselves as a cultural powerhouse that West Berkshire can remain proud of. We have a local, regional and growing national and international impact and that's only possible with your ongoing support. You enable us to be ambitious and ensure current and future generations can benefit from the richness of arts and culture we provide.

Thanks as ever for your support.

Grant Brisland
Director



We appreciate ongoing support from





OVER THE LAST THREE YEARS YOU HAVE HELPED MAKE EVERYTHING WE DO POSSIBLE...



33,085

PEOPLE HAVE
ATTENDED
OUTDOOR SHOWS



14

CORPORATE
PARTNERSHIPS



55,673

ENGAGEMENTS
WITH OUR LEARNING
AND PARTICIPATION
PROGRAMME



2,750

LANTERNS
MADE



571

SCHOOL
WORKSHOPS



3,348

FILM AND LIVE
EVENT SCREENINGS



71,978

TICKETS SOLD FOR
FILM AND LIVE
EVENT SCREENINGS



698

LIVE SHOWS
INCLUDING
190 PANTOMIME
PERFORMANCES



192,185

TICKETS
SOLD FOR LIVE
EVENTS



9

RELAXED
PANTOMIME
PERFORMANCES



272

PARENT
AND BABY
SCREENINGS



30

YOUTH
THEATRE
BURSARIES



120

LITRES OF PAINT
HAVE BEEN USED IN TOTAL
TO PAINT THE STAGE
12 TIMES



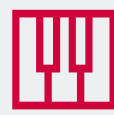
165

ARTIST
RESIDENCIES
AT 101



200

THEATRE LIGHTS,
1KM OF EXTENSION
CABLES



150

TIMES WE HAVE MOVED
OUR STEINWAY PIANO,
WEIGHING 500KG, ON
AND OFF THE STAGE



192

CREATIVE
WORKSHOPS
DELIVERED IN
CARE HOMES



6,486

DONORS, INCLUDING
726 REGULAR
DONORS



31,093

VOLUNTEER
HOURS



8,949

OLDER PEOPLE
HAVE TAKEN PART IN
AGEING CREATIVELY



2,053

MEMBERSHIPS
SOLD



33

MEMORY
CAFES



61,344

TICKETS SOLD
FOR THE PANTOMIME



£281,080

RAISED FROM TRUSTS
AND FOUNDATIONS



388,380

OVERALL ENGAGEMENTS ACROSS
ALL OUR ACTIVITY AND BUILDINGS

WE ARE PASSIONATE ABOUT THE ARTS



LE NAVET BETE

'The Corn Exchange has very much been part of our journey to playing large regional theatres. They are focused on audience development and are leading the way as a mid-scale venue nationally.'

Al Dunn, Co-founder

We understand how important it is to nurture talent and we have supported a number of companies to progress from performing in our retired studio at New Greenham Arts to our main auditorium. Over the past five years we have worked with Le Navet Bete who began their journey with us in 2014 with *Once Upon a Time in a Western*. By providing them with space and mentoring support they have been able to make increasingly ambitious and exciting shows whilst building loyal audiences. The award-winning comedy troupe now present on our main stage, with their shows always being a highlight.

The Three Musketeers: A Comedy Adventure

YOUTH THEATRE

Our Youth Theatre sits at the heart of our Learning Centre, with over 150 local young people participating every week.

Young performers have the opportunity to make new friends and learn new performance skills with the support of our professional theatre practitioners. Each term they create showcase sharings for parents, as well as producing an annual large-scale performance with a fully-professional creative team.

This Easter our Youth Theatre premiered their first ever full scale show in the auditorium, warming audience's hearts with *The Lion, the Witch and the Wardrobe*.

'There is something for all members of the community... it is this wide variety of entertainment which encourages me to support the Corn Exchange.'

Eddie Dove, Corn Exchange Patron



Great Expectations



IT'S MY FIRST TIME BEING IN A SHOW AND I LOVE IT Oskar, 10

The Lion, the Witch and the Wardrobe



NT Connections 2018

WE PUT OUR AUDIENCES AND PARTICIPANTS FIRST

We greatly value the impact the arts can have on individuals and communities.

LEARNING CENTRE

Involving local people and enabling them to be engaged with our creative activities lies at the heart of what we do. In September 2017 we launched our new Learning Centre on the corner of the Market Place where we welcome participants of all ages, seven days a week, to dance, sing, act, mould, paint and everything in between. Taking part in an artistic activity has a positive impact on your wellbeing – we want to celebrate people’s creativity and have a direct impact on the health of our local community.

‘The Corn Exchange always feels welcoming. I like how inclusive it is, with its dementia-friendly and baby-friendly screenings.’

Susan Vandyk, Corn Exchange Fellow

RELAXED PERFORMANCES

We want to make sure theatre and cinema is accessible to all. Our relaxed screenings and performances are designed for audience members with a wide range of learning difficulties, for those on the autistic spectrum, those living with dementia or with sensory or communication disorders and anyone who feels they would benefit from a more relaxed theatre/cinema environment.

At a relaxed screening, the soundtrack volume is reduced and low lights are left on. It’s fine to make noise, move around or leave the cinema. We aim to create a friendly atmosphere staffed by people who are aware of how to support audience members with additional needs.



WE RESPECT AND INCLUDE EVERYONE

We understand and act on our responsibility to provide high quality cultural experiences for as many people as possible.

REACH OUT

REACH OUT is our unique project to support students in receipt of Pupil Premium funding to achieve their potential – using the arts to inspire learning, teach new skills and then apply this new knowledge. The project aims to develop creative thinking, problem solving and confidence; to increase participants' wellbeing, self-worth and ambition; to challenge negative perceptions of school and increase interest in literacy and numeracy; and to highlight potential career paths and make them feel accessible.



'THE CORN EXCHANGE FEELS LIKE FAMILY'

Gayle May,
Youth Theatre parent

'At the beginning of the project I felt nervous and worried and now I feel confident in myself. I have learnt that I don't have to hide myself and be worried.'

REACH OUT participant

WELLBEING IN THE FAMILY

Wellbeing in the Family is a project for families who need support in order to maintain a healthy home environment. We first delivered this project in 2018 and it consists of sessions for parents to help develop skills and knowledge to maintain and support their family's physical health, mental and emotional health and education needs, along with sessions for the whole family to explore their social and spiritual needs.

Through a combination of discussions, practical exercises and expert advice, the project promotes the importance of quality family time and the role cultural activity can play in this.





Carnival of the Animals



Colour Dash

WE AIM FOR EXCELLENCE

101

'When you have a vision, it really can only come to fruition when you're given a space like this where you can actually explore it. A company like Justice in Motion would not be able to exist without the help of places like 101.'

'101 is freedom, giving room for creativity, for failure, for exploration. 101 is home.'

Anja Meinhardt, Artistic Director of Justice in Motion

Based on the former USAF Greenham Common cruise missile base, this 20,000sq ft warehouse space with on-site fabrication, accommodation and rehearsal facilities is a major centre for artistic residencies, creation of new work for public spaces and innovation in site-specific and outdoor performance.

With significant funding support from Arts Council England and Greenham Trust, 101 hosts over 50 artistic residencies throughout the year, supporting the development of outdoor work through: residential rehearsal space; fabrication facilities; production and producing advice; work-in-progress presentations and professional development training opportunities.

WISE

'The only place in West Berkshire with an all-male dance company... the Corn Exchange is a really friendly and safe space to be challenged and inspired.'

Reuben Spencer, WISE member

WISE is our resident all male youth dance company. Weekly rehearsals provide them with the opportunity to work on their contemporary dance technique and create and rehearse their own choreography. They have performed on stage at a number of dance platforms in Berkshire and even performed at the Corn Exchange's *Colour Dash* this summer. A previous member went on to study dance at Laban in London and other members now dance professionally with FuzzyLogic.



'WE THOROUGHLY ENJOY IT EVERY YEAR'

Audience member comment

Jack and the Beanstalk

PANTOMIME

One of the highlights of our year, the ever-popular pantomime has become a fun-filled tradition for the families of Newbury and beyond. Last year, *Jack and the Beanstalk* was performed over 60 times to an audience of more than 22,000. Over the last three years, *Cinderella*, *Beauty and the Beast* and *Jack and the Beanstalk* have all brought plenty of magic, sparkle and laughter to our theatre.



'They put on a dance class in a rural area and the residents absolutely loved it. It was a very gentle sort of class, but some of the people there are very proud and there was some challenge to it too. It was really ideal for them, and they thoroughly, thoroughly enjoyed it.'

Stakeholder

'I've seen the most outcomes in care homes: people who would otherwise not engage in anything can be observed to be both mentally and physically stimulated.'

Care home staff member

WE SEEK OUT BETTER WAYS TO DO THINGS

AGEING CREATIVELY CASE STUDY

Since the programme began in 2016, with funding from The National Lottery Community Fund, we have worked with over 8,000 older people living throughout the district, in community settings, in care homes, as well as bringing these participants into our own spaces and ensuring they feel like they belong.

The process has been a humbling experience, helping some of the most vulnerable and isolated people in our communities have the opportunity to connect with other people, with creative activities and with their sense of self. It has been a privilege to deliver this programme of work and witness real change in the older people we have worked with.

Over the last three years we have delivered a range of projects, each one created to have a great impact on participants. From an identity-based photography project that saw one participant get up at 4.30am to take a picture of the sun coming up, saying it gave him 'a reason to go out'; to a chair-based dance group attended by a centenarian who had recently had a toe amputated but didn't miss a single session; to a group singing project that saw one lady declare that she felt 'eighteen all over again'; to another gentleman living with late stage dementia who does not move or communicate, tapping his foot along to the beat and another care home resident leaving her room for the first time in two years to take part. Another older participant stated that dancing on the Corn Exchange stage made her feel visible again and, as a result, safer.

These stories, which highlight the difference this project has made to people's lives, are the reason we are driven to continue and grow this area of work in West Berkshire.



“I LOVE THE WAY YOU DO THIS WITH US. I USED TO DO THINGS OUTSIDE AND I CAN'T NOW. YOU MADE ME FEEL BETTER.”
Care home resident



100% OF PARTICIPANTS SURVEYED REPORTED AN IMPROVEMENT TO THEIR WELLBEING.



D-Day 75



Roald Dahl Literacy Project



WE WORK COLLABORATIVELY

We are at the heart of a cultural community, leading a vision for a vibrant district with more and more people involved in all of our activities.

D-DAY 75

To mark the 75th Anniversary of the D-Day Landings and the Battle of Normandy, we collaborated with Greenham Trust and The Watermill Theatre to create a celebratory community performance looking at the legacy of this extraordinary moment in our history.

D-Day 75 was specially written by The Watermill's resident playwright Danielle Pearson and involved around 100 performers as well as artists from the local community. The performances took place at our 101 Outdoor Arts Creation Space on Greenham Business Park.

'We have only been supporting the Corn Exchange for the last three years but during this time we have realised what a massive contribution it makes to not only Newbury but the surrounding areas and its people.'

Robert Kingston, Corn Exchange Fellow

WORK WITH SCHOOLS

We are committed to building strong partnerships with local schools to provide creative and effective learning opportunities both within and outside the curriculum.

'Our participation with the Corn Exchange has provided a great confidence boost for every child.'

Andy Higgs, Headteacher, Bucklebury Primary School

'Watching children on stage in your theatre, acting their favourite part of a Roald Dahl book was a highlight of the project. Some of the children who took main parts had been so shy and nervous it was truly wonderful to see a confidence shining out that was so unexpected. Two of those shy children went on to have significant parts in a class performance of A Midsummer Night's Dream which would have been unheard of a few months before.'

Jacqui Livermore, Headteacher, Curridge Primary School

'The events the Corn Exchange put on have really boosted the community feeling in Newbury. So many people have told me how proud they are of the town because of them.'

Participant, Spring 2018

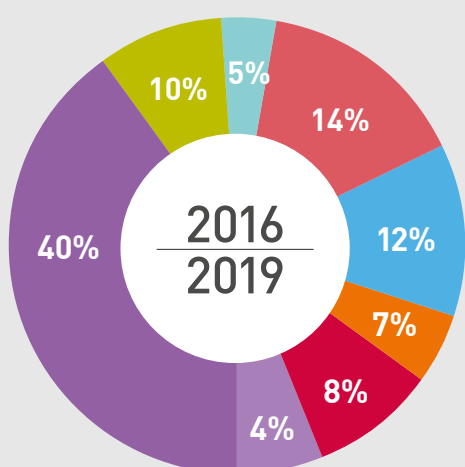
Crossing Lines

PAN.OPTIKUM

Aiming to reach and integrate new audiences from different backgrounds, in 2016 and 2017 we worked with PAN.OPTIKUM, one of Europe's most spectacular outdoor performance companies. They took residency at our 101 Outdoor Arts Creation Space and were joined by young performers from Newbury and nine different European countries, who were given an incredible opportunity to forge links with the professional world of outdoor arts internationally. This collaboration culminated in *Crossing Lines*, a performance which premiered in Newbury in August 2017.

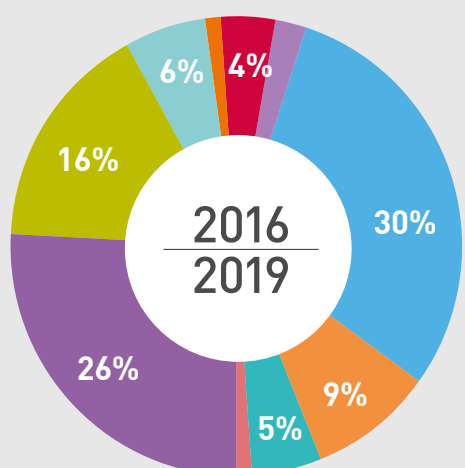
OVERALL INCOME AND EXPENDITURE

INCOME



Programme and Film	£3,290,509.10
101 and Outdoor	£879,182.49
Learning and Participation	£355,136.80
Public Funding	£1,283,000.00
Greenham Trust	£970,724.00
Fundraising (Individuals and Sponsorship)	£437,371.42
Trading Company	£723,290.10
Corporate	£439,177.61
Total	£8,378,391.52

EXPENDITURE

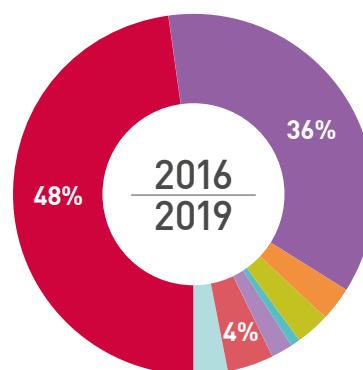


Programme and Film	£2,009,238.64
101 and Outdoor	£1,240,718.07
Learning and Participation	£447,795.58
Development	£99,745.74
Trading Company	£325,694.26
Corporate	£224,390.14
Staff Costs	£2,342,415.47
Admin, Marketing and Technical	£681,571.48
Overheads	£361,990.03
Depreciation	£124,517.28
Total	£7,858,076.69

FUNDRAISING INCOME AND EXPENDITURE

INCOME

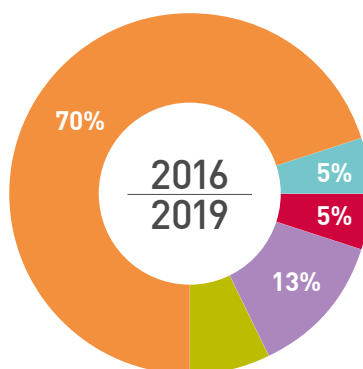
Income	2016/17	2017/18	2018/19
● Public Funding	£465,000.00	£409,000.00	£409,000.00
● Greenham Trust	£302,070.00	£312,554.00	£356,100.00
● Membership	£22,957.57	£29,075.72	£39,368.50
● Donations	£20,773.58	£28,918.72	£43,109.35
● Sponsorship	£18,000.00	£4,434.00	£1,450.00
● Gift Aid	£9,293.62	£9,763.58	£20,338.17
● Appeals and Campaigns	£16,459.06	£23,673.98	£74,166.06
● Project Funding	£12,864.79	£28,841.36	£33,883.36
Total	£867,418.62	£846,261.36	£977,415.44



● Public Funding	£1,283,000.00
● Greenham Trust	£970,724.00
● Membership	£91,401.79
● Donations	£92,801.65
● Sponsorship	£23,884.00
● Gift Aid	£39,395.37
● Appeals and Campaigns	£114,299.10
● Project Funding	£75,589.51
Total	£2,691,095.42

EXPENDITURE

Expenditure	2016/17	2017/18	2018/19
● Staff Costs	£46,748.58	£50,584.94	£62,304.97
● Membership Costs	£2,684.78	£3,677.52	£4,351.50
● Appeal and Campaign Costs	£655.48	£203.48	£11,482.00
● Marketing	£8,600.00	£7,800.00	£14,590.00
● Project Expenditure	£4,725.43	£9,868.92	£1,878.39
Total	£63,414.27	£72,134.86	£94,606.86



● Staff Costs	£159,638.49
● Memberships Costs	£10,713.80
● Appeal and Campaign Costs	£12,340.96
● Marketing	£30,990.00
● Project Expenditure	£16,472.74
Total	£230,155.99

ROI: For every £1 the Corn Exchange spends on fundraising we raise £12.

Donations from our local community have grown significantly over the last three years...

Income raised from membership has increased by **71%**

Income raised from one off donations has increased by **108%**

Income raised from appeals and campaigns has increased by **350%**

THE FUTURE

We use your investment to leverage additional support to maintain and grow all that we do. We want you to be proud ambassadors of the Corn Exchange and we promise to provide value for money for your investment. We commit to letting you know the difference you are making, not just now but for future generations too.

With your ongoing support we will be able to:

- Continue being ambitious; providing the best arts and culture in West Berkshire for the local community
- Learn, grow and improve our cultural offer
- Bring the best artists, companies and films to local residents
- Entice world-class artists to present free outstanding outdoor performances and installations in and around Newbury
- Enhance and enrich the lives of our participants by providing high quality workshops and classes
- Produce a crowd pleasing pantomime, full of wonderful songs, puns, magic and mayhem!
- Support The Base to bring inspiring and ambitious exhibitions to the local area
- Showcase the beautiful Corn Exchange building as a proud part of West Berkshire's heritage
- Engage new audiences and participants so they can enjoy the richness of the arts
- Provide access to those most in need
- Support more artists across a range of art forms
- Work in partnership with the local authority to support the development of social prescribing

Colour Dash

THANK YOU

We would like to thank all the individuals, trusts and foundations, businesses and organisations who have supported us over the last three years.

Your donations have helped us to carry out our extensive programme of work, fulfilling our mission to offer high quality arts and entertainment to enhance the life of the community, continually providing new and enriching experiences for everyone. We believe passionately that the arts make a difference to people's lives

and we're here to help make sure that's a reality.

Your donations have made a real difference to what we have been able to provide for the people of Newbury and West Berkshire. We hope you will continue to support us as we work towards an even brighter future.

Ambrose and Ann Appelbe Trust • Cardy Beaver Foundation • C L Loyd Charitable Trust
 Colefax Charitable Trust • Englefield Charitable Trust • Ernest Cook Trust • Gordon Palmer Memorial Trust
 Headley Trust • Lily and Marcus Sieff Charitable Trust • Sackler Trust • Trelix Charitable Trust



Events wouldn't happen without our team of dedicated volunteers. We would like to thank all of our volunteers for kindly giving up their time.



DONOR LIST

We are grateful for the support and generosity of our members and donors listed below, as well as those who wish to remain anonymous.

David Ainslie
Anthony Allen
Maureen Allen
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Elizabeth Anfield
P Armitage
Ms P Arrowsmith
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