

FLINDERS QUARTET

Development Report

Kirsty Hillhouse
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Overview

2020 saw a flurry of grant opportunities from multiple business, government and philanthropic trusts. Organisations were commenting that application rates had increased 80%, demonstrating a huge demand for support. FQ was incredibly lucky to have successfully secured support from a number of these opportunities due to a rapid pivot towards digital expansion and delivery across all its program areas. Despite there being limited box office and presenting fees, this has allowed the quartet to maintain engagement with its community, and in some situations, increase engagement.

Grant income has been driven by two main areas of support.

1. Hear Her Voice initiative, addressing the lack of women composing in the music industry, and advancing gender balanced programming.
2. Digital Evolution and Expansion

Both areas are multi-year initiatives aimed at creating smooth, assured income and activity support over the next two years as we anticipate reduced patron capacity at events, and a corresponding reduction in box office income as a result.

As the rest of Australia showed strong signs of COVID recovery, grant opportunities have started drying up. Our ability to maintain activity and engagement will set us in good stead as we approach 'covid normal' live performance again, and need to draw on private giving to ensure strong income streams over the coming years.

Donations

Private donations 2020 YTD: \$104852

\$40,200 was raised through the Hear Her Voice campaign in early 2020.

\$34,534 was raised through the EFY campaign, with a focus on digital innovation.

We are soon to launch a Return to Live Performance campaign supporting commissioning and concerts. We anticipate reaching close 2019 giving levels (\$131,230) by the end of 2020.

Grants

Grants total 2020: \$287,736

This is a sharp increase from \$64,000 in 2019.

Government Grants: \$184,236

This is a substantial increase from \$21,000 raised in 2019

AREA	GRANT	AMOUNT
Hear Her Voice	Creative Partnerships Australia Plus1 funding (matched)	\$25,000
Hear Her Voice	COM	\$12,000
Digital Engagement	COM	\$15,000
Hear Her Voice	Creative Victoria	\$21,000
Covid stimulus	Vic Business Support Fund	\$20,000
Covid Quick Response	COM	\$4,000
Future Focused (Hear Her Voice)	OZCO Future Focused	\$20,000
Covid Digital innovation	OZCO Adapt	\$17,236
Covid Loss of income	OZCO Survive	\$5,000
Regional touring and activities	Creative Vic Touring	\$10,000
Covid Sustaining Creative Workers	Creative Victoria	\$10,000
Covid stimulus	Business Support round 3	\$10,000
Digital Engagement	COM	\$15,000
TOTAL		\$184,236

Trusts and Foundations: \$101,500

This is a substantial increase from \$36,500 raised in 2019.

AREA	GRANT	AMOUNT
JNQP - Regional Mentoring	CYBEC	\$20,000
COVID-19 Relief Grant	Playking	\$40,000
Organisation Evaluation	HMST	\$25,000
Hear Her Voice	Besen	\$10,000
Regional Engagement	Robert Salzer	\$6,500
TOTAL		\$101,500

Plus an additional \$1,000 from the Australian Music Centre for a Peggy Flanville-Hicks commission; and \$1,000 from Monash for digital content.

2021 Confirmed Support \$35,000

AREA	GRANT	AMOUNT
JNQP	CYBEC	\$20,000
HHV2	Victorian Women's Trust	\$10,000
Regional Engagement Program	Robert Salzer Foundation	\$5,000
TOTAL		\$35,000

2022 Confirmed Support \$20,000

AREA	GRANT	AMOUNT
JNQP	CYBEC	\$20,000
TOTAL		\$20,000

Submissions Awaiting Assessment \$323,000

AREA	GRANT	AMOUNT
FHS	William Angliss Charitable Fund	\$12,000
FHS	Australia Post	\$10,000
HHV2	Australian Women Donors	\$20,000
HHV2	CV	\$11,000
FHS	Betty Amsden	\$50,000
FHS	Creative Learning Partnerships	\$25,000
Digital expansion	AMEX	\$25,000
Digital expansion	RISE	\$110,000
HHV	Perpetual Impact Fund	\$60,000
TOTAL		\$323,000