

FLINDERS QUARTET

Minutes

Flinders Quartet Inc.

Date/time of meeting	Wednesday 2 September 2020, 5.30pm
Location of meeting	Zoom (online)
Attendees	Julian Burnside, Zoe Knighton, Mary Vallentine, Sarah Hunt and Wendy Ailov
Apologies	Helen Ireland and Sandra Stoklossa
Guests	Wilma Smith, Thibaud Pavlovic-Hobba and Kirsty Hillhouse

Agenda Item/Topic	Discussion/outcomes	Person accountable for action	Due date
2.1	<p>Programming update</p> <ul style="list-style-type: none">• July 23 <i>Return to Sender</i> on MDCH<ul style="list-style-type: none">○ very well received, great reviews from The Age and Classic Melbourne (view here http://www.flindersquartet.com/media-2)○ 415 paid tickets for live stream; 59 paid ticket for on demand viewing; MDCH reported that a large number of these ticket sales were to first-time MDCH customers○ \$1220 donation made to ASRC (50% of the proceeds after guest artist and production costs were covered)○ performance has resulted in invitation to perform the work at Canberra Festival and at Ukaria in 2022 (we will turn this into a tour, with additional performances to be secured)• Cheetham and Macens new work premieres were postponed from Aug; now schedule for November 25th through Monash's MLIVE streaming program<ul style="list-style-type: none">○ free to view, no live audience; these performances are shared throughout Monash's worldwide network, and typically reach 10,000s○ aiming to deliver this performance with Thibaud (subject to border restrictions)○ this performance will complete the Monash residency engagement (tutoring/workshops have already been delivered online)• Remaining 2020 activity to be undertaken<ul style="list-style-type: none">○ Composer Development Program pencilled in for mid-October with replacement violinist		

	<ul style="list-style-type: none"> ○ aiming to film/stream Beethoven Op. 132 (with Thibaud) in lieu of October program live concerts ○ JNQP mentoring to continue being delivered online (no live performances for remainder of 2020) ● 2021 creative development period and launch event to likely be postponed to early 2021 ● 2021 season announcement (online/brochure) - aiming for late October 2020 ● 2021 subscription series changes <ul style="list-style-type: none"> ○ lunchtime concert is moving from Collins Street Baptist Church to MRC Primrose Potter Salon in a co-present arrangement which, in comparison, offers improved financial and marketing benefits ○ FQ will perform an 11am and 6pm one-hour program at MRC in May and October ○ new 2-concert series (full concert programs) at St John's Church in Flinders in May and October ○ 3-concert series at Montsalvat – May, July and October (full concert programs) ○ Julian noted that Montsalvat is experiencing some challenges currently and will soon run a series of webinars and suggested FQ be involved. Zoe to act on behalf of FQ if needed. ● 2021-2022 programming project to achieve gender balanced programming: referring to this internally and in funding applications, but will seek to let the programming 'speak for itself' in our marketing messaging ● Discussion to be had with MDCH about accessing July 23 (and future concert) customer information; at a minimum, negotiating to have MDCH send them marketing collateral on our behalf 	Zoe/Wendy	
2.2	<p>Financial update</p> <ul style="list-style-type: none"> ● 2020 forecast; current surplus forecast in excess of \$100,000, but will continue to monitor closely and pursue all available avenues of funding and COVID-19 support to ensure healthy surplus going into 2021 ● Wendy asked for thoughts and opinions about budgeting for philanthropic income in 2021, with anticipated declines in private donations and Trusts and Foundations grant opportunities <ul style="list-style-type: none"> ○ Mary recommended going through the donor list and identify those likely to reduce support or remain steady ● Kirsty has observed that some foundations are pulling back on holding new grant rounds, and/or have committed to extending funding only to those they already support ● Aiming to pursue every possible grant opportunity and focus on funding long term projects (to counteract any decline in philanthropic funding) ● A financial catch up Zoom meeting to be scheduled in later September or October to discuss/review draft 2021 budget (Wendy will circulate possible dates) 	Wendy	

2.3	<p>Development update</p> <ul style="list-style-type: none"> • \$165k in grants applications currently, waiting to hear; and further applications planned • Kirsty speculated that digital engagement will generate smaller levels of donations (vs in person dinner/concert events which typically lead to higher levels of support) • Julian suggested a concert at Malthouse with invited guests such as Carrillo Gantner and Harold Mitchell. FQ's own streamed performances will also be an opportunity to invite selected stakeholders for an intimate concert experience with FQ 		
2.4	<p>2019 annual report is available here for review: http://www.flindersquartet.com/s/FQ-2019-Annual-Report.pdf Please send any feedback, queries or suggested changes to Wendy.</p>	All	
2.5	<p>Relationship with Melbourne Recital Centre</p> <ul style="list-style-type: none"> • Zoe described the challenge of balancing MRC's possible intention to filming/stream performances in 2021 (and beyond) with our own plans to stream high quality, revenue-generating online performances that we have artistic and distribution control over • Mary suggesting making pros/cons list of what MRC is proposing/offering and what we want; and then tease it out in discussion with Marshall to determine what they're prepared to be flexible about • Any digital distribution has got to be mutually beneficial, and we are not looking to replace one with the other, just maximise our revenue potential • Are other Local Heroes colleagues in the same situation? (Wilma's other ensemble is) • Zoe and Wendy to prepare a board paper detailing the current situation, benefits, costs, etc, to enable a board discussion about the short and long term plans for managing this relationship 	Zoe/Wendy	

Time closed	6.41pm
Member absence during meeting	

Date, time and location of next meeting	Financial update - 5pm, TBD September or October (Zoom) Board meeting - 5.30pm, TBD December (Zoom)
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