

FLINDERS QUARTET INC. FINANCIAL REPORT

6 April 2020

2020 BUDGET: COVID-19 REVISIONS

FLINDERS QUARTET Financial Summary							
	2020 COVID-19 BUDGET	2020 BUDGET	2019 ESTIMATE	Var \$	2018A	2017A	
Income							
Concerts Revenue	49,800	76,500	57,133	19,367	66,625	71,564	
Government Funding	78,000	78,000	21,000	57,000	61,000	48,500	
Government COVID-19 Stimulus	20,000						
Philanthropy	140,000	190,000	167,530	22,470	163,077	159,435	
Recording	5,500	5,500	3,450	2,050	1,125	2,169	
Other	0	0	1,433	-1,433	0	2,073	
Total Revenue	293,300	350,000	250,546	99,454	291,827	283,741	
Expenditure							
Salaries	204,461	240,875	163,478	77,397	162,656	158,425	
Event costs	36,209	40,565	30,802	9,763	45,890	54,461	
Development	10,600	11,400	36,071	-24,671	19,594	13,854	
Recording	4,000	4,000	733	3,267	11,701	7,557	
Marketing	22,620	29,000	21,688	7,312	21,873	15,372	
Travel	6,820	12,920	10,289	2,631	14,148	8,907	
Administration and other	8,324	9,364	5,881	3,483	6,696	13,031	
Total Expenditure	293,034	348,124	268,942	79,182	282,558	271,607	
NET PROFIT / (LOSS)	266	1,876	-18,396	20,272	9,269	12,134	
Grants:							
Creative Victoria - confirmed	21,000	21,000	21,000	0	38,000	18,500	
Australia Council - submitted Feb 2020	20,000	20,000	0	20,000	23,000	15,000	
City of Melbourne - confirmed	12,000	12,000	0	12,000	0	0	
Creative Partnerships - confirmed	25,000	25,000	0	25,000	0	15,000	
	78,000	78,000	21,000	57,000	61,000	48,500	
Philanthropy:							
Private Donations - Received	26,340	18,450	131,030		106,827	151,935	
Private Donations - Target	58,660	116,550	0		0	0	
Trusts & Foundations - Confirmed	25,000	25,000	36,500		56,250	7,500	
Trusts & Foundations - Target	30,000	30,000	0		0	0	
	140,000	190,000	167,530	0	163,077	159,435	
Cash Reserves:							
Financial assets		26,621	66,531				
Less: Liabilities and commitments		-12,889	-43,979				
Less: Contingency TBC		-15,000	-15,000				
Available cash reserves		-1,268	7,552				

COVID-19 REVISION NOTES

- Budget revisions based on cancelled and amended activity from April to June 2020; July 2020 onwards remains as previously budgeted (e.g. income and expenses relating to Composer Development Program and Monash projects in August, and October subscription series concerts, remain as is). We acknowledge this is an ever-changing situation, and further amendments are likely.
- INCOME**
 - Presented concert fees reduced from \$50,000 to \$32,000 due to cancelled concerts
 - Ticket revenue reduced from \$26,500 to \$17,800 due to cancellation of MRC, Montsalvat and Collins Street June 2020 concerts, and Sydney August concert (this includes \$800 from MRC's Performer Support Fund in lieu of the June 17 co-presentation concert revenue)
 - Government funding remains as originally budgeted, however \$20,000 remains 'at risk' from Australia Council application (outcome to be known May/June)
 - Private donations reduced by \$50,000 to \$85,000; \$26,340 received YTD meaning \$58,660 is still to be sought
 - Trust and Foundation revenue remains as originally budgeted, with \$25,000 of the

\$55,000 total received YTD, and waiting to hear about funding application outcomes from Gandel Foundation (\$20,000) and Besen Family Foundation (\$30,000)

- A new Government stimulus revenue line has been added, with \$20,000 included. Three potential avenues for government COVID-19 support have been identified and will be pursued:
 - PAYG withholding credit; we anticipate \$20,000 to be received between April and September/October (included in budget)
 - Business Victoria Business Support Fund \$10,000 (not yet included in budget)
 - JobKeeper payments at \$1500/fortnight per eligible employee (not yet included in budget). Based on the information currently available, FQ organisation is likely to be eligible but TBC; most but probably not all FQ employees likely to be eligible but TBC.
- The following grant applications have been submitted (or will soon be) however this income and most expenses relative to each project have not been included in this budget:
 - Creative Victoria / Touring Victoria - \$17,000 for regional touring (contact has been made outlining FQ's changes to this project given COVID-19)
 - HMST - \$25,000 for organisational evaluation (contact has been made outlining FQ's changes to this project given COVID-19)
 - Australia Council Resilience Fund – up to \$20,000 (focus of FQ's application will be around investigation and trialling of technology to enable remote rehearsal and development process)
 - Monash #AloneTogether commission - \$1,000 for digital presentation or performance project
- SALARIES
 - Musician and administration salaries and on costs remain to be paid at 0.31FTE rates, as previously budgeted
 - Reduction in extra 'casual' work budgeted, either absorbed into salary or cancelled. Some casual work remains budgeted but will be regularly reviewed and reduced as appropriate/needed.
 - Per diems reduced in line with interstate touring cancellations
- EXPENSES
 - Increase in equipment costs: investment in microphones and iPad adapters to improve sound quality for digital delivery of JNQP mentoring, and in anticipation of online development and rehearsal sessions
 - Reduction in concert expenses resulting from cancellation of June concerts
 - \$800 reduction in development costs, with June event cancelled
 - Reduction in marketing expenditure in the areas of paid advertising and filming/documentation; further \$5,000-\$7,000 reduction in these areas are possible if essential
 - Reduction in travel expenses due to tour cancellations, border closures, etc