# FLINDERS QUARTET

### **Development Report**

Kirsty Hillhouse March 12, 2021

#### Overview

Applications submitted in 2020 for state and federal funding focused on multi-year project support spanning 2021-2022, aiming to provide stability over the coming years. Our most recent applications to the Australia Council and Creative Victoria were unsuccessful.

To remedy this, we will submit multiple smaller applications over the coming 2 years, seeking support for elements of the overall program. This is obviously more time consuming and provides less long term certainty and stability, but aims to recoup the previously anticipated income over time.

We have secured a new regular multi-year commitment from Canny Quine Foundation. Alongside Cybec and Lyngala, this will increase stability and FQ's capacity to plan. The Playking Foundation have renewed their commitment for 2021, and we hope to establish an ongoing relationship with them, as well. We will deliver a new campaign soon to attract Fifth String Members to further enhance stability.

#### **Grants**

Grants total 2021 YTD: \$114,500 Grants total 2020: \$287,736

| AREA                            | GRANT   | AMOUNT    |
|---------------------------------|---|-----------|
| Covid grant                     | Victorian Government's Business Costs Assistance<br>Program | \$2,000   |
| Digital Engagement              | City of Melbourne   | \$15,000  |
| John Noble Quartet Program      | Cybec Foundation  | \$20,000  |
| Hear Her Voice2                 | er Voice2 Victorian Women's Trust                           |           |
| Regional Engagement Program     | Robert Salzer Foundation                                    | \$6,500   |
| Footscray High School Residency | Betty Amsden Foundation                                     | \$20,000  |
| Covid grant                     | Playking Foundation   | \$30,000  |
| General Support                 | Canny Quinne Foundation                                     | \$6,000   |
| General Support                 | Lyngala Foundation  | \$5,000   |
| TOTAL                           |   | \$114,500 |

COVID has pushed the delivery of some of our activities later than planned which had made us ineligible for the recent grant round with Besen Family Foundation.

Being unsuccessful with our last grants to Creative Victoria and Australia Council has reduced our anticipated government grant income for this period. We have submitted alternative applications which are still pending, to replace this income. See below:

Submissions Awaiting Assessment \$200,500

| AREA                       | GRANT                             | AMOUNT    |
|----------------------------|-----------------------------------|-----------|
| Digital expansion          | RISE                              | \$110,000 |
| John Noble Quartet Program | Harcourts                         | \$10,000  |
| COVID Support              | Business Costs Assistance Program | \$2,000   |
| Hear Her Voice2            | Australian Community Foundation   | \$24,000  |
| Underrepresented voices    | Creative Victoria                 | \$19,500  |
| Underrepresented voices    | Australia Council                 | \$35,000  |
| TOTAL                      |                                   | \$200,500 |

#### 2022 Confirmed Support \$20,000

| AREA                       | GRANT                   | AMOUNT   |
|----------------------------|-------------------------|----------|
| John Noble Quartet Program | Cybec Foundation        | \$20,000 |
| General Support            | Canny Quinne Foundation | \$6,000  |
| General Support            | Lyngala Foundation      | \$5,000  |
| TOTAL                      |                         | \$31,000 |

#### **Donations**

Private donations 2021 YTD: \$14,382 Private donations 2020: \$104,942

Donations are currently light, with an anticipated increase during the Fifth String Recruitment campaign, and the following general campaign in lead up to the end of the financial year.

## Patron Engagement

| Event  | Date        | Invitees  | Aim                          |
|--|-------------|---|------------------------------|
| Zoe one-on-one coffees                                 | Jan - April | Fifth String  | Engage                       |
| Villa Alba   | 14 March    | Sutherland's grandson, HMST   | Thank                        |
| Open Rehearsal   | 7 May       | General Public, Fifth String, subscribers, all supporters (Government, Trusts, Foundations) | Engage                       |
| Donor engagement<br>event at Julian and<br>Kate's home | 9 May       | Selected Fifth String   | Thank/increase giving        |
| Post Concert Supper                                    | 17 May      | Hear Her Voice (HHV) supporters, artists  | Thank                        |
| Montsalvat   | 23 May      | HHV and touring supporters (trusts, foundations, gov)                                       | Thank                        |
| Open Rehearsal   | 7 July      | General Public, Fifth String, subscribers, all supporters (Government, Trusts, Foundations) | Engage                       |
| Open Rehearsal   | 6 Oct       | General Public, Fifth String, subscribers, all supporters (Government, Trusts, Foundations) | Engage                       |
| Post Concert Supper                                    | 25 Oct      | Prospective donors, artists   | Attract giving               |
| Private Concert  | ТВС         | Key Donors  | Thank and attract new donors |
| VIP rehearsal<br>Sutherland commission                 | Dec TBC     | Key donors with special interest  | Thank                        |