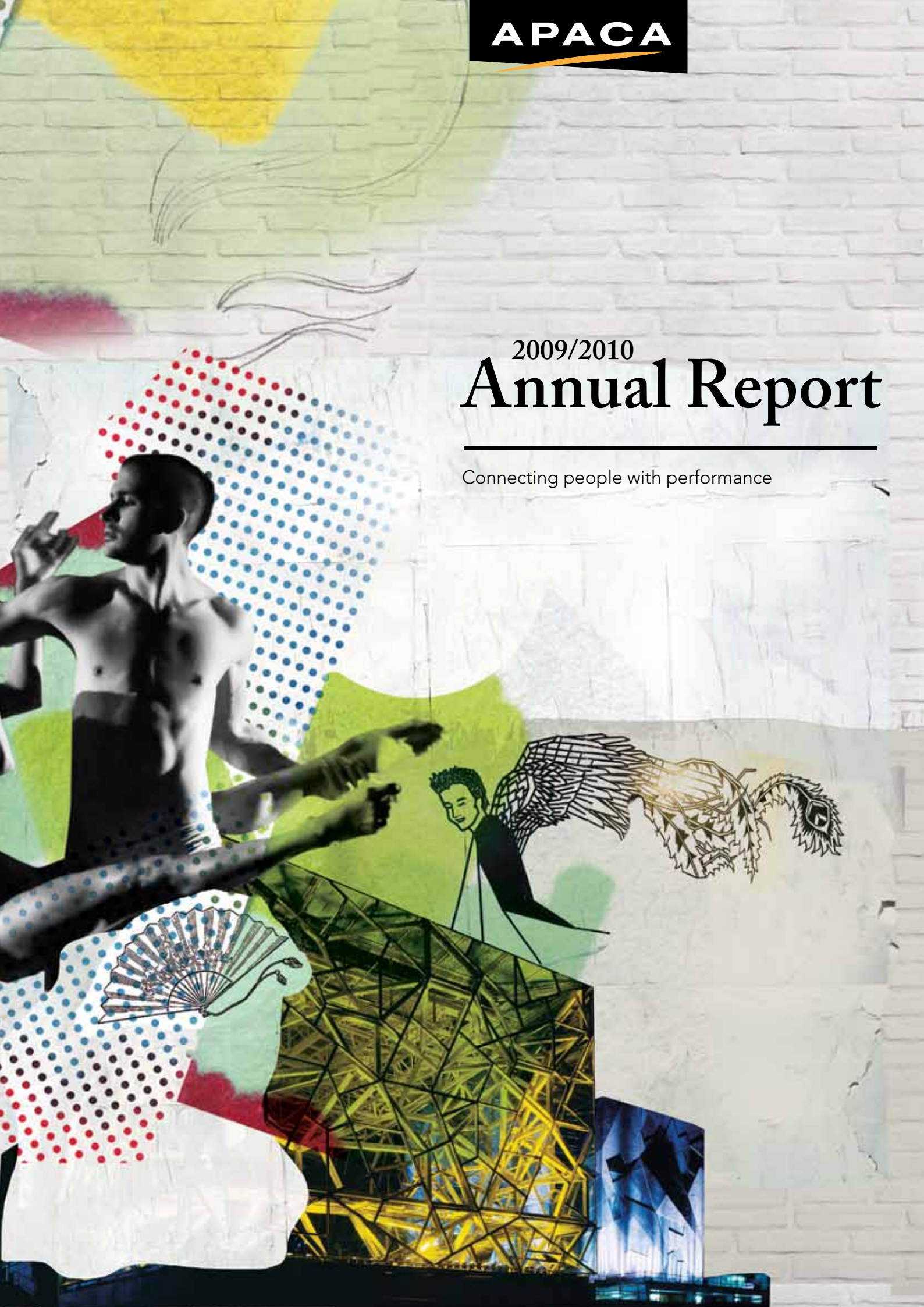


APACA

2009/2010

# Annual Report

Connecting people with performance





## Vision

All Australian communities shall actively engage in enriching performing arts experiences facilitated by their performing arts centre.

### MISSION

The Australian Performing Arts Centres Association (APACA) as a national advocacy network will:

- a) Provide leadership for the development of performing arts organisations to be outstanding professional presenters and facilitators.
- b) Advocate for the proper resourcing of performing arts and in particular for presenters, facilitators and venues for all Australian communities.

### STRATEGIC DIRECTIONS 2009 - 2014

1. To encourage and promote excellence in the presentation of performing arts across Australia.
2. To effectively maintain and develop the APACA network in collaboration with state-based presenter organisations.
3. To position APACA as a peak national body for performing arts presenters and align the organisation with key national partners.
4. To provide valued services to a growing membership.

### OBJECTIVES

- ★ To assist in the presentation of the performing arts by its members.
- ★ To facilitate the bringing together of artists and audiences.
- ★ To foster ethical standards and effective business practices in the performing arts centre operation, presentation and management.
- ★ To assist in the professional development of personnel involved in the operation of performing arts centres and in the presentation and management of performing arts centres.
- ★ To influence public policy and public opinion to advance the interest of its members.
- ★ To assist in the promotion of activities which will enable members to develop audiences and performing arts activity in their own communities.
- ★ To develop and/or disseminate and exchange information on the management of performing arts centres and the presentation of the performing arts including music, dance, theatre, film, lectures and related programs.
- ★ To promote the freedom of artistic expression and the pursuit of excellence within the performing arts.
- ★ To encourage cultural and aesthetic diversity within the performing arts.
- ★ To extend the performing arts marketplace and stimulate the integration of the performing arts into the fabric of society.



## President's Report



On behalf of the management committee of the Australian Performing Arts Centres Association, I'm pleased to present the 2009/10 Annual Report.



As always, it has been a busy year and we have received terrific feedback on the value members have found in APACA's Economic Activity Report and the Salaries and Charges Report.

We were delighted to welcome 15 new members, continuing the growth of the organisation and APACA's profile. APACA has been well positioned as a national peak body, receiving invitations to participate in numerous national industry gatherings. These have kept Executive Director Rick Heath and I busy attending meetings and speaking at events such as, the Next Wave Festival, the Australia Council for the Arts' Marketing Summit and Australian Performing Arts Market, Regional Arts Australia round table meeting and conference, and the National Compact workshop at the invitation of Senator the Hon Ursula Stephens, as well as meetings with peak organisations and funding bodies.

Continuing APACA's active role in the industry, we provided a submission to the government's cultural policy consultation as well as working with key industry partners such as LPA and AMPAG to develop papers on key election issues and a response to Digital Dividend Green Paper regarding the proposed digital dividend and restacking of digital broadcasting services.

APACA has been working to strengthen relationships in the touring sector. The formation of the Performing Arts Touring Alliance has been nurtured by APACA and I am pleased to note the progress demonstrated by funding from the Australia Council and the appointment of a part-time Executive Officer in Jan Marshall. Now that PATA has attracted resources we can look forward to more tangible outcomes.

Time and energy has been invested by the committee and particularly David Lloyd, Tim Munro & Rick Heath, on the management of our investment in Arts Services Pty Ltd. In response to the challenges of maintaining an ageing property and after lengthy consideration, Arts Services decided to sell their interest in Arts House. Over the few months following the end of the financial year, the two shareholders, APACA and Regional Arts Australia will dissolve Arts Services Pty Ltd and divide the proceeds for each to invest separately.

Following an introduction at the 2009 Conference, APACA was delighted to enter into a three-year agreement with Parrimark Technology as APACA's principal sponsor. Similarly we are very grateful for the support from our major sponsor Tickets.com. Together their contributions have helped to develop a program that will make the 2010 conference our best ever. The program developed for the 2010 conference is a tribute to the vision and enthusiasm of Executive Director Rick Heath who has worked with the Blue Heelers in piloting the integration of Long Paddock and the annual APACA conference.

I would like to warmly thank the APACA management committee for their contributions in the last 12 months and on behalf of all APACA members, thank Rick Heath for his hard work and dedication in raising the profile and scope of APACA.

Bronwyn Edinger  
President



## Executive Director's Report



Over the 2009/2010 financial year APACA has hit its stride. A key objective set for APACA a while back was to be recognised as the 'go to' place for issues affecting our sector, not necessarily with all the answers but certainly as a source of information.

More and more APACA is achieving great success in this regard as we connect with and recognise the importance of our suppliers and primary stakeholders, namely producing companies, peak bodies, government and sponsors.

Evidence of this exists in joint submissions to government and the appointment to the Playing Australia committee of another APACA president.

It may be difficult to see sometimes but offering support and encouragement to these other parties directly benefits our primary constituents, our members. As our reputation and membership grows it is evident that APACA can achieve a great deal through cooperation.

Whilst achievement in big picture terms is apparent, I am ever mindful of the balance of the time and energy I commit between broad industry-based issues and the effective day-to-day operation of our national association and more specifically, delivering service to our members.

Over the past 12 months I have travelled to meetings around Australia 15 times to maintain and establish strong relationships. Whilst this provides great value to the association, when people stop trying to contact me on my landline and are surprised to hear that I'm at my desk when they do, it's a clear sign that it's time to tend the home fires.

As the scale of APACA's operations expand [in the last four years alone the organisation's membership has increased by 40% and turnover has increased by in excess of 50%] it's important to focus on ensuring APACA continues to operate as a well-oiled machine.

In terms of more tangible achievements, we have:

- ★ Undertaken continuous improvement of the APACA website now incorporating password access, venue technical specifications and a user driven system to update and download current member information at anytime.
- ★ Continued to drive the establishment of the Performing Arts Touring Alliance.
- ★ Delivered the APACA Economic Activity and Salaries and Charges reports with a 100% increase in the participation rate.
- ★ Formalised the process of seeking expressions of interest for the APACA conferences.
- ★ Undertaken joint advocacy with the Australian Major Performing Arts Group [AMPAG] and Live Performance Australia [LPA].
- ★ Worked closely with the Australia Council for the Arts to explore ways of connecting the APACA conference and annual Marketing Summit to maximise benefits to the industry.
- ★ Secured a three-year sponsorship agreement with Parrimark Technology and re-established sponsorship support with Tickets.com.
- ★ Worked closely with the Blue Heeler Network and Regional Arts Australia to design a working model for the APACA conference and Long Paddock that delivers better outcomes.
- ★ Delivered the annual conference with 40% of delegates being first time attenders.
- ★ Established a tradeshow component to the APACA conference.

★ Established an Honorary Life Member category of membership.

★ Returned a surplus of \$30,175.

None of the above would have been possible without the support and direction of the APACA Management Committee. Special acknowledgement for her tireless efforts goes to Bronwyn Edinger in her often thankless role as APACA President. Similarly, the patience, dedication and good humour offered by Deanna Faust in ensuring the numbers add up and our systems keep working is most sincerely appreciated.

Being a national association, APACA is well positioned to observe the performing arts landscape as it continues to develop and evolve. Similarly, we recognise global trends towards more discerning audiences, the need for seemingly unique and individual attention in regard to meeting customer expectations and a definite shift towards creating culture collaboratively. The challenge for us all is to be a part of this evolution and engage with the changing environment.

It is through this engagement that APACA will continue to strengthen our unique responsibility, connecting people with performance.

Rick Heath  
Executive Director



# Management Committee

(as of 16 September 2009)

## PRESIDENT

Bronwyn Edinger, Sydney NSW

## VICE PRESIDENT

David Lloyd, Bendigo VIC

## TREASURER

Steve Saffell, Adelaide SA

## SECRETARY

Destry Puia, Gold Coast QLD

## PUBLIC OFFICER

Bruce Carmichael, Canberra ACT

## COMMITTEE MEMBERS

Hamish McDonald, Darwin NT  
Tim Munro, Hobart TAS  
Robert Housley, Perth WA  
Peter Owens, Rockhampton QLD

## COMMITTEE MEMBERS

(1 July to 15 September 09)

Brian Robertson, Geraldton WA

## EXECUTIVE DIRECTOR

Rick Heath

## ADMINISTRATOR

Deanna Faust

## COMMITTEE MEETING DATES 09-10

14 July 2009	15 December 2009
11 August 2009	16 February 2010
14 September 2009	7 April 2010
15 September 2009	10 May 2010
13 October 2009	21 June 2010
17 November 2009	

## MANAGEMENT COMMITTEE MEETING ATTENDANCE

	ATTENDED	APOLOGY	N/A
Bronwyn Edinger President	10	1	0
David Lloyd Vice President	11	0	0
Steve Saffell Treasurer	10	1	0
Destry Puia Secretary	7	1	3
Bruce Carmichael Public Officer	8	3	0
Hamish McDonald Committee Member	9	2	0
Tim Munro Committee Member	11	0	0
Peter Owens Co-opted Member	11	0	0
Brian Robertson Committee Member	1	2	8
Robert Housley Committee Member	8	0	3

# APACA Members

(as of 30 June 2010)

## ACT

Canberra Theatre Centre  
Erindale Theatre  
Street Theatre  
Tuggeranong Arts Centre

## NEW ZEALAND

The Edge

## NSW

Albury Entertainment Centre  
Arts on Tour  
Australia Council For The Arts  
Australian Chamber Orchestra\*  
Australian Major Performing Arts Group  
Bathurst Memorial Entertainment Centre  
Bell Shakespeare\*  
Broken Hill Entertainment Centre  
Capitol Theatre Tamworth  
CarriageWorks  
Casula Powerhouse\*  
Cessnock Community Performing Arts Centre\*  
Christine Dunstan Productions Pty Ltd  
City Recital Hall Angel Place  
Civic Precinct Theatre - Newcastle  
Coffs Harbour Jetty Memorial Theatre  
Cre8ion  
Darlinghurst Theatre Company  
Dubbo City Council  
Glasshouse Arts Conference and Entertainment Centre  
Glen Street Theatre  
Griffin Theatre Company  
Griffith Regional Theatre  
Illawarra Performing Arts Centre  
Lasttix  
Laycock Street Theatre  
Lismore City Hall  
Manning Entertainment Centre  
Marguerite Pepper Productions  
Melrose Productions Entertainment Pty Ltd\*  
Musica Viva  
NIDA Theatre  
Orange Civic Theatre  
Parrimark Technology\*  
Pegasus Venue Management

## Penrith Performing & Visual Arts Performing Lines

Queanbeyan Performing Arts Centre  
Richard J Stuart  
Riverside Theatres Parramatta  
Seymour Theatre Centre  
Shoalhaven Entertainment Centre  
Sutherland Entertainment Centre  
Sydney Opera House  
Sydney Theatre  
Wagga Wagga Civic Theatre  
Wyong Shire Council  
Zenith Theatre and Convention Centre

## NT

Araluen Arts Centre  
Darwin Entertainment Centre  
Darwin Festival

## QLD

Boonah Cultural Centre  
Brisbane City Hall  
Brisbane Powerhouse  
Brolga Theatre  
Burdekin Cultural Complex  
Cairns Civic Theatre  
Dancenorth  
Empire Theatre  
Gardens Theatre – QUT  
Gladstone Entertainment Centre  
Gold Coast Arts Centre  
Ipswich Civic Hall  
Judith Wright Centre of Contemporary Arts  
Logan Entertainment Centre  
Mackay Entertainment Centre  
Mount Isa Civic Centre  
Pilbeam Theatre  
Queensland Arts Council  
Queensland Majestic Theatre  
Queensland Performing Arts Centre  
Redland Performing Arts Centre  
Riverway Arts Centre  
Roundhouse Theatre  
Sunshine Coast Arts and Exhibition Centre  
The Events Centre  
The J  
Townsville Civic Theatre  
Young People and the Arts Australia\*

## SA

Adelaide Festival Centre  
Arts Asia Pacific Pty Ltd\*  
Arts Centre, Port Noarlunga  
Barossa Arts and Convention Centre  
Chaffey Theatre  
Country Arts South Australia  
Golden Grove Arts Centre  
Hewitson Theatre - STARplex  
Leigh Warren & Dancers  
Marion Cultural Centre  
Middleback Theatre  
Northern Festival Theatre  
Parks Arts and Functions  
Playford Civic Centre  
Sir Robert Helpmann Theatre  
The Hopgood Theatre

## TAS

Burnie Arts & Functions Centre  
Devonport Entertainment and Convention Centre  
Princess Theatre  
Theatre Royal

## VIC

Benalla Performing Arts and Conference Centre  
City of Casey\*  
Clocktower Centre  
Colac Otway Performing Arts and Cultural Centre  
Darebin Arts and Entertainment Centre  
Drum Theatre  
Eastbank Centre, Shepparton  
ESSO BHP Billiton Wellington Entertainment Centre  
Frankston Arts Centre  
Geelong Performing Arts Centre  
Hamilton Performing Arts Centre  
Her Majesty's Theatre  
HotHouse Theatre  
Karralyka Centre  
Kingston Arts Centre  
Kyneton Arts Centre  
Latrobe Regional Performing Arts Centre  
Live Performance Australia  
Malthouse Centre - Playbox Theatre  
Marshall Day Entertech  
Melbourne Recital Centre

Melbourne Theatre Company  
Mildura Arts Centre  
Monash University Academy of Performing Arts  
Portland Arts Centre  
Regional Arts Victoria  
Robert Blackwood Hall  
SeatAdvisor Australasia  
Swan Hill Performing Arts and Convention Centre  
the Arts Centre Melbourne  
The Capital - Bendigo's Performing Arts Centre  
VAPAC\*  
Wangaratta Performing Arts Centre  
Warrnambool Entertainment Centre  
West Gippsland Arts Centre  
Whitehorse Performing Arts Centre

## WA

Albany Town Hall Theatre  
Arts Margaret River - Margaret River Cultural Centre  
Barking Gecko Theatre Company  
Black Swan State Theatre Company\*  
Bunbury Regional Entertainment Centre  
Carnarvon Civic Centre  
Country Arts WA  
Deckchair Theatre\*  
Don Russell Performing Arts Centre  
Esperance Civic Centre\*  
Goldfields Arts Centre  
His Majesty's Theatre  
Mandurah Performing Arts Centre  
Matt Dann Cultural Centre  
Moora Performing Arts Centre  
Perth Theatre Company\*  
Queens Park Theatre  
STRUT Dance Inc  
The Octagon Theatre  
Walkington Theatre



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## Treasurer's Report

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The organisation has achieved a very good result for 2009/2010. An operating surplus of \$30,175 was returned against a budgeted surplus of \$38,995, clawing back much of the deficit incurred in the previous year. Total equity at year's end was a strong \$150,624.

The budget variance was primarily a result of reduced income distributions from Arts Services Australia than had originally been budgeted, a shortfall of \$10,000.

Membership income has again increased and has exceeded budget by nearly \$6,000.

Additional investment in the APACA website during the year of approximately \$11,000 against a budget of \$5,000 has seen numerous benefits for members and cost efficiencies for the organisation.

Another very successful national conference was held in Port MacQuarie in September facilitated by Push Management. The conference was again generously supported by Tickets.com with further investment provided by the Australia Council to fund the attendance of international guest speaker Alan Bown. APACA would like to thank these supporters for their new and ongoing support and generosity. In addition APACA would like to thank the various booth holders for their contribution to the conference both financially and to the overall program. The attendance numbers at the conference and feedback on the program was very pleasing and as a result a breakeven position was able to be achieved.

The continued high level of financial management and performance of APACA throughout 2009/2010 is again attributable to the skills and hard work of the Executive Director, Rick Heath and his assistant Deanna Faust who together oversee the organisation's finances. Thanks must go to Rick and Deanna for their excellent work.

APACA remains in a solid financial position with an ever-increasing membership base. It is indeed well placed to continue to deliver valuable benefits for its members.

Steve Saffell  
Treasurer





## Arts Services Australia

Arts Services Australia Pty Ltd (ASA) is a joint venture between APACA and Regional Arts Australia (RAA). ASA's only purpose is to manage a property investment in Canberra called Arts House, located at 40 Macquarie Street, Barton. ASA's interest represents roughly 10% of the entire building.

The Board of Directors of ASA is made up of two representatives each from APACA and Regional Arts Australia (RAA). The APACA Directors for 2009/10 were Tim Munro and David Lloyd. Arthur Frame and Ken Lloyd continued as the RAA representatives. David Lloyd assumed the position of chair of the Board at the AGM in October 2009, maintaining the accepted process of circulating the chair between the two organisations. Ken Lloyd resigned his position of RAA representative in March 2010. He was replaced by Denis Goldner.

Once again the executive directors of these two organisations shared the administrative role and Country Arts South Australia continued to provide accounting functions for a nominal fee. CB Richard Ellis continued to manage the property on behalf of ASA.

2009/10 has been another eventful year for ASA. As a result of our changes to the lease conditions we had two tenants paying full commercial lease rates. This meant a positive cash flow into the organisation. We had an offer from the majority owner of the building to buy out ASA's interest in the property for \$1.6 mil. In a meeting held on 23 June 2010 the Directors of ASA voted in favour of a motion to accept this offer.

This has not been a decision that the Arts Services Directors have made easily. It has come after long deliberations to ensure the best outcome for our constituent organisations namely APACA and Regional Arts Australia. Arts House has been a significant resource to these organisations providing substantial income to fund our activities.

However a number of factors in recent years led Arts Services Australia to the point where the investment could no longer be justified.

The net proceeds from the sale will be distributed evenly to the two organisations and Arts Services Australia will be wound up. At the time of printing the specific amount that APACA will receive from the sale could not be determined. The APACA Executive will ensure it directs its energy to prudently and effectively manage these funds to provide the best outcome for the Association.

### FINANCIAL OUTCOME

After taking into account the net sale proceeds of the Arts House lease which settled on 30 June 2010, a preliminary surplus for the year of \$1,680,000 was recorded. Excluding the sale proceeds a surplus of \$119,000 was achieved of which \$100,000 was distributed equally to APACA and RAA.

The sale proceeds have been placed in a high interest term deposit whilst all the financial affairs of Arts Services Australia are finalised and the Trust and Trustee company wound up. The balance of funds held will then be equally distributed amongst the two organisations.

David Lloyd  
Arts Services Australia, Director

## Inside the Architecture

2009 APACA Conference

Glasshouse Arts,  
Conference & Entertainment Centre  
14 – 18 September 2009

Blue skies, sunshine and surf were a welcome relief for many as they landed in Port Macquarie to attend the 23rd Annual APACA conference.

Not only were delegates greeted with a superb environment they were also among the first to encounter the sublime experience of the stunning and newly completed, Glasshouse Arts, Conference and Entertainment Centre. A treat for all.

A key focus of the 2009 conference was on the people that come and go through arts centres all over the country – the staff, the artists and most importantly, the audiences.

Comedian, writer, columnist, director, producer and all round rebel rouser Rod Quantock led the proceedings and wrangled delegates for the duration of the conference. In his keynote address, loosely connecting why it is we do what we do in this industry with an hilarious [and informative] take on the Wonderful World of Climate Change, he encouraged us all to move to the soon to be idyllic and tropical South of New Zealand to reap the full benefit of global warming.





Almost as challenging as tackling climate change, Keynote speaker Alan Brown, a management consultant and international leader on research in the non-profit arts industry, spoke to us about a value-based approach to programming. Alan informed us about the work being undertaken in identifying the impact of live performing arts and how this can be used in developing programs and communication strategies that consider the unique cultural landscape of a community.

Andrew Middleton a Director of the Australian Bureau of Statistics [A.B.S.] National Centre for Culture and Recreation spoke about the information and services available through the A.B.S.

A choice of four breakout sessions were then conducted, the first of which allowed Alan to expand on the issues raised in his initial presentation.

Another breakout session was titled Getting the Mix Right; reminding us of the significance of providing opportunities for indigenous work and indigenous audiences. This session was led by Lydia Miller, Director of Aboriginal and Torres Strait Islander arts at the Australia Council for the Arts.

Steve Grieve, Chair of Regional Arts Australia and Director of architectural practice Grieve Gillett, took delegates on a

trip through Sustainable Arts and Cultural Facilities in regional European centres.

The fourth session and a highlight of the conference was 10 Tips on Programming Work for and by Young People. Delegates raved about the information gained from this session co-hosted by Beverly Growden and Noel Jordan, both strong advocates of theatre for young people.

On day two delegates gathered for the plenary session Thinking Differently and Leading Change. This session took participants from the academic through to the ethereal as we were told about the physiological conditions for optimal creative thinking and then taken through what was essentially a mass meditation. This session was courtesy of two Directors from the Melbourne Business School's Mt Eliza Executive Education program, Michael Curtin and Silvia Damiano.

Kay Ferres and David Adair from Griffith University's Faculty of Humanities and Social Sciences presented key findings from their study on Sustaining Culture: the role of performing arts centres. This was a collaborative project between Griffith University and the OZPAC forum of performing arts centres.

An update from the Australia Council's Director of Market Development, Fenn Gordon, provided delegates with information about Council's priority areas and new programs and opportunities available through the Australia Council.

The final session of the conference was titled Not Another Touring Forum. This session provided an important opportunity to communicate to delegates the progress made in the development of the Performing Arts Touring Alliance [PATA]. PATA Chair, Suzie Haslehurst and the majority of PATA Councilors were on hand to share their enthusiasm and confirm the collaborative cross-sectoral manner in which PATA was working to ensure a coordinated, stable, accountable and sustainable national performing arts touring system.

The conference wrapped up with a slight difference in 2009 as the traditional conference dinner was replaced with a more formal approach to the Drover Awards with pre and post cocktail receptions. This was a fabulous celebration of the success of the industry and was a fitting end to another full and stimulating conference.



## Drovers Awards

The APACA Drover Awards were instigated in 2003 to recognise excellence in performing arts touring.

### PURPOSE

The purpose of the awards is to:

- ★ Acknowledge the skill and expertise required for touring.
- ★ Promote the importance of touring for APACA members.
- ★ Encourage excellence.
- ★ Reward and show APACA's appreciation for the excellence, hard work and dedication demonstrated by touring companies.

The 2009 Drover Awards were delivered with a whole new level of refinement. Held in-theatre at the brand new Glasshouse Arts, Conference & Entertainment Centre the awards were hosted by the inimitable Rod Quantock with entertainment provided throughout the evening from the sensational and outrageous Meow Meow. It was a night full of flare and fun.

The 2009 ceremony saw the introduction of the Drover Award for Outstanding Production Services by a Presenter.

### 2009 WINNERS

#### TOURING DESIGN

The Arrival – Spare Parts Puppet Theatre

#### OUTSTANDING TOURING PRODUCTION CREW

Emily Loves to Bounce – Patch Theatre Company

#### SPECIAL PANEL AWARD 2009

Deeply Offensive and Utterly Untrue – Version 1.0

#### EXCELLENT AUDIENCE RESPONSE

Deep Blue – Creative Media Warehouse

#### OUTSTANDING PRODUCTION SERVICES BY A PRESENTER

Orange Civic Theatre

#### BEST PRESENTER 2009

The Princess Theatre – Launceston TAS

#### TOUR OF THE YEAR

Patch Theatre Company & Country Arts South Australia for Emily Loves to Bounce

#### TOURING LEGEND

Bangarra Dance Theatre



The President and the MC



The entertainment



The winners





## Balance Sheet

(as of 30 June 2010)


	2010	2009
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$215,430	\$143,875
Receivables	\$28,899	\$85,798
Inventories	\$1,764	\$3,252
Other current assets	\$38,546	\$32,158
<b>Total current assets</b>	<b>\$284,639</b>	<b>\$265,083</b>
<b>NON-CURRENT ASSETS</b>		
Financial Assets	\$20	\$20
<b>Total non-current assets</b>	<b>\$20</b>	<b>\$20</b>
<b>TOTAL ASSETS</b>	<b>\$284,659</b>	<b>\$265,103</b>
<b>CURRENT LIABILITIES</b>		
Payables	\$15,035	\$29,945
Other liabilities	\$119,000	\$114,709
<b>Total current liabilities</b>	<b>\$134,035</b>	<b>\$144,654</b>
<b>TOTAL LIABILITIES</b>	<b>\$134,035</b>	<b>\$144,654</b>
<b>NET ASSETS</b>	<b>\$150,624</b>	<b>\$120,449</b>
<b>MEMBERS FUNDS</b>		
Arts House Reserves	\$15,000	\$15,000
Retained earnings	\$135,624	\$105,449
<b>TOTAL MEMBERS FUNDS</b>	<b>\$150,624</b>	<b>\$120,449</b>

## Statement of Comprehensive Income

(for the year ended 30 June 2010)

	2010	2009
Revenue from ordinary activities	\$250,361	\$192,965
Less: Expenses		
Consultants and contractors' fees	\$111,809	\$89,095
Conference expenses	\$63,498	\$91,952
Other	\$44,879	\$63,092
	<b>\$220,186</b>	<b>\$244,139</b>
Profit/(loss) from ordinary activities before income tax expense	\$30,175	(\$51,174)
Income tax expense relating to ordinary activities	-	-
Net profit/(loss) from ordinary activities after income tax expense	<b>\$30,175</b>	<b>(\$51,174)</b>





## Membership

Members of the Australian Performing Arts Centres Association provide cultural leadership to their communities and have developed a sophisticated and significant national touring circuit for performing arts presentations of small, medium and major companies. Our members are instrumental in providing high quality, innovative and challenging performing arts to all Australians.

### CATEGORIES

There are two categories of APACA Membership.

1. Ordinary Members consist of performing arts centres located in Australia, having the facilitation of the presentation of the performing arts as one of their primary functions.
2. Associate Members consist of any other individual or organisation with substantially similar objectives to those listed in the Constitution of the Association, that is, to assist in the presentation of the performing arts and to facilitate the bringing together of artists and audiences.



**APACA**

Australian Performing Arts Centres Association  
PO Box 265, Glen Forrest WA 6071  
P: 08 9298 8822 F: 08 9298 8833  
[www.apaca.com.au](http://www.apaca.com.au)  
ABN: 328 4567 4248

### BENEFITS

Ordinary and Associate Members share all the same benefits with the exception that only Ordinary Members are able to vote and be elected to the Committee of Management. Otherwise benefits include:

- ★ Advocacy and advice to Federal, State and Local Government on a range of important industry issues.
- ★ Development and distribution of industry benchmark codes and best practice guidance for members in regard to industry issues.
- ★ Development of effective relationships with national performing arts networks, Performing Arts Touring Alliance, Playing Australia and Regional Arts Australia through the Blue Heeler Network.
- ★ Participating in strategic planning for national tours of professional performing arts productions.
- ★ Profiling members and the Association through the APACA website.
- ★ Development of strategic alliances with other industry and relevant bodies including AMPAG (Australian Major Performing Arts Group), LPA (Live Performance Australia), the Australia Council for the Arts, MEAA (Media Entertainment Arts Alliance), RAA (Regional Arts Australia), ALGA (Australian Local Government Association), CHASS (Council for the Humanities, Arts and Social Sciences) and the A.B.S (Australian Bureau of Statistics).
- ★ Access to APACA's national Venue and Membership Directory.
- ★ Discounted attendance at the annual APACA conference, providing relevant and topical professional development, critical debate as well as unequalled networking opportunities.
- ★ Participation in the APACA on-line discussion group with members, providing the collective knowledge of hundreds of years experience in the performing arts.
- ★ Participation in an on-line discussion group for Member Marketing Managers/staff.
- ★ APACA's biennial Economic Activity, Venue Charges and Salaries Report free of charge for participating members and discounted copies for Associate Members.