



2019 PERFORMING ARTS EXCHANGE APPLICATIONS

PAC Australia's national networking and development event, the Performing Arts Exchange (PAX), will be held 26-27 August at The Events Centre, Sunshine Coast QLD and will coincide with the annual PAC Australia conference (28-29 August).

PAX is the largest national event of its kind and focuses on bringing producers and presenters together with specific networking and engagement strategies forming part of the PAX program.

Applications are now open to present at the 2019 Performing Arts Exchange for individuals, artists, producers and other organisations with an interest in reaching performing arts presenters from across Australia and overseas.

[APPLY](#)

Key Dates:

Applications to pitch open:	Monday, 11 th March
Preparing Your Application webinar:	Wednesday 27 th March 2.00pm AEDT
Applications to pitch close:	Thursday, 18 th April
Offers to present commence:	Friday, 17 th May
PAX program announced:	Wednesday, 5 th June
Presenting at PAX webinar:	TBC
Performing Arts Exchange:	Monday 26 th & Tuesday 27 th August
PAC Australia REAP Conference:	Wednesday 28 th & Thursday 29 th August

“PAX provides a unique and invaluable service in bringing producers and presenters together so that outstanding live performance can travel to audiences around the country, especially to regional Australia. The connections formed at PAX ultimately lead to national tours, supporting bringing outstanding live performance to regional & remote audiences around Australia. The results that can be achieved through face to face meetings are invaluable.”

[Chris Bendall: Critical Stages]

In 2019, PAX is focussed on relationship building as much as pitching productions. This year you should expect to spend more time engaging with presenters beyond your pitching opportunity through structured networking sessions, our “Hooked Up” program that matches you with presenters, dedicated space for meetings as well as social events designed to facilitate dialogue between producers and presenters.

PRESENTATION OPPORTUNITIES

In your application you can indicate which presentation format you’d like to undertake at PAX:

Pitches - 5, 10 & 15-minute production pitches. This may be for tour-ready work, to promote your organisation, or an “elevator pitch” to introduce yourself, your work and your ambitions.

Showcases - Production excerpts - 10 to 15 minutes (including any introduction or closing comments).

Encounters - individual breakout groups for producers and performance-makers to discuss works in development with interested presenters. This is not a pitch or promotion opportunity. Encounters will be held in various locations around town and run for approximately 45 minutes.

These conversations might be useful for:

- Projects that have a heightened need for collaboration between the maker and the presenter. E.g. co-productions, commissions, residencies, touring models, new work etc
- Projects that have a community engagement strategy or are keen to develop one and would like direct presenter advice/contribution.
- Discussions that give other stakeholders and better idea of your goals and aspirations as a centre, artist or producer.

You tell us! - This year we also want to hear from you about how you want to present your production or project. The application gives you the opportunity to let us know how you think you can best present your work, rather than fitting into a prescribed pitching format.

APPLYING FOR PAX

Applications can be made via the link at the end of this document. Applicants are encouraged to download the preview of the online form prior to starting your online application to ensure you have the necessary material available prior to commencing your application.

Applications are open from Monday, 11th March and will close on Thursday, 18th April (11:59pm AEST) – no extensions will be possible.

Please note: there is a \$45 application fee payable per submission (inc GST) and successful applicants and their representatives attending PAX must hold a registration.

SELECTION CRITERIA:

Each application is assessed by a curatorial panel based on the following criteria:

- artistic excellence – the perceived quality, distinctiveness and significance of the work based on the information you have submitted. Do not rely on the assessment panel to already be aware of your particular project.
- the potential for a deeper and longer engagement with Presenters and/or capacity for audience development.
- the readiness of your work and organisation to present at the national marketplace

Applicants **MUST** be a professional artist or arts organisation.

Also note that PAX is more than a touring market and arts activities that can be programmed into communities, such as site-specific works, residencies and installations are also welcome.

To ensure enough organisations and artists are given opportunities, generally only one presentation per organisation will be awarded, however producers working on behalf of multiple creators may be offered multiple opportunities or an extended pitch time if appropriate.

Pitch workshop / webinar

Preparing your PAX Application – Wednesday, 27th March 2.00pm (AEDT):

A brief webinar will be run by the organisers to provide a background on how to prepare your application – what the selection guidelines are, a further break-down of the presentation types and what will be required at PAX to ensure you are able to present in the case of your selection. Webinar login: <https://zoom.us/j/806857785>

Checklist prior to making your submission:

- Have you reviewed the presentation types to ascertain which may be most suitable for your organisation/production?
- Have you attended or downloaded the webinar on Wednesday, 27th March?
- Have you downloaded and read the PDF of the online form so that you can consider and prepare your response before starting the online application?

Ready to apply?

Notes:

- You can save your application and return to it later however you must click “Save and Resume Later” and copy the link provided to return to your application. Do not simply exit your browser. We cannot retrieve partially completed applications on your behalf.
- You can submit more than one application however you will need to complete separate applications for each project/production/idea/organisation etc.
- Payment of your application fee must be made as you submit your application. You will be redirected to PayPal to make your payment via debit or credit card – you do not need to have a PayPal account in order to make a one-off payment.

PayPal

Pay with PayPal

Email

Password

Stay logged in for faster checkout [?](#)
Not recommended on shared devices.

Log In

[Having trouble logging in?](#)

or

Pay with Debit or Credit Card

CLICK HERE TO START YOUR APPLICATION



2019 PAX APPLICATION FORM PREVIEW

Please review these instructions prior to commencing your application.

- You can save your application and return to it later. You can also skip through the pages without being prompted to complete *required answers - however you won't be able to submit your final application until all *required information is completed.
- You must click "Save & Resume Later" in order to save your application - DO NOT SIMPLY EXIT THE WEB PAGE OR LEAVE IT TO TIME OUT. You will need the link provided when you click "Save & Resume Later". We cannot retrieve a lost or partially completed application on your behalf.
- We welcome your applications for more than one production or project, however you must complete a separate application for each.
- The application fee of \$45 inc. GST applies for each application. When you submit your application, you will be redirected to PayPal to make a payment.
- A webinar will be held on Thursday 28th March (11:30am AEDT) on how to prepare your application. We recommend attending the webinar so that you can ask questions, however if you are unable to attend it shall be made available for viewing/download at a later date. Log in to the webinar here: <https://zoom.us/j/806857785>
- Applications close Thursday 18th April and no extensions are possible. We will commence offers to successful applicants from Friday, 18th May.

Due to the dynamic nature of the live form, you may not be asked to complete all questions below, depending on your responses.

**CLICK HERE TO START YOUR
APPLICATION**

ABOUT YOUR ORGANISATION

Contact Name	
Organisation	
Email	
Mobile Number	
Which category best describes you	Producer or Arts Organisation Individual Artist Tour Coordinator or other support organisation Presenter / Venue Other
State or Territory	

PLEASE PROVIDE INFORMATION ON WHAT YOU WOULD LIKE TO PRESENT AT PAX

Name of production or project	
Please select which artform best describes your production	Cabaret Circus / Physical Theatre Comedy / Stand Up Dance Interdisciplinary / Hybrid Musical Theatre Music - Contemporary / Classic / World etc Opera Puppetry Theatre Other

<p>Tell us about your production. Please list any partners/artists involved. If you prefer you can provide a link to a short video (not a showreel) instead that describes your project.</p>	
<p>Please select which presentation types you wish to be considered for (select all that apply)</p>	<p>Showcase (excerpt) Pitch (5 -15-minute pitch spots) Encounter (individual, intimate breakout group) None of the above - I have a better idea I'd like to tell you about!</p>
<p>Why do you think your project will benefit from an Encounter Session (if option selected)</p>	
<p>As you have selected a Showcase (if option selected) please select any technical assistance required:</p>	<p>Lighting operator Sound operator AV operator Set pieces and/or large props are central to the performance</p>
<p>Please briefly describe your proposed excerpt (if option selected) - include any production requirements, e.g. tarquet floor, large props etc)</p>	

TOURING PRODUCTIONS OR IDEAS/FUTURE PRODUCTIONS

*If selected

Is your production tour ready?	Yes No n/a
Have you presented a professional season to the public?	Yes No n/a
Season details (if yes)	
Has your organisation toured before (this work, or others)?	Yes No n/a
Who is the intended audience for your production/project? Select all that apply	Adults Young Adult Children & Families Other
Does your production specifically engage any of the following groups? Select all that apply.	Aboriginal and Torres Strait Islander People Culturally and Linguistically Diverse People People with Disability People in Regional/Remote areas Older People Adult – General Young Adults Children and Families LGBTIQ People Women Men No specific group

<p>Briefly outline your proposed and confirmed touring activity for the work, including how the opportunity to pitch at PAX fits within your organisations touring strategy or aspirations.</p>	
<p>What three characteristics make this production or idea attractive to presenters or suitable for touring?</p>	
<p>Tell us what type of presenters or partners you are looking for. You might think about venue size and type, partner resources required, access to a specific type of audience. Festivals or venues? Regional or capital city? Are you looking for a commissioning partner, presenting partner, creative development partner etc?</p>	
<p>Have you pitched your production at any other industry touring markets such as a state showcase, Showbroker or APAM in the last 18 months, or are you scheduled to in the next 12 months?</p>	<p>Yes No n/a</p>
<p>Please provide details (if yes)</p>	

SUPPORTING MATERIAL

<p>Please briefly outline in dot points what marketing support/collateral you offer that may help presenters attract an audience. Dot points recommended.</p>	
<p>Do you have any brief reviews/quotes that you would like to provide to assist the panel in assessing your application?</p>	
<p>Please provide a link to a single video you wish to include in support of your application</p>	
<p>Do you have a hero image of the production you wish to include?</p>	
<p>Do you have an audience/community engagement plan or strategy, or have ambitions for audience/community engagement directly related to this project? Note: we acknowledge that not all performing arts projects lend themselves to audience/community engagement – your application will not be rated any less if this is not a significant component of your work.</p>	<p>Yes No</p>
<p>If your production listed on the National Touring Selector? If yes, please provide the link here.</p>	
<p>Is there an industry colleague who has seen the work that will support your application? Please provide their name, organisation and contact details.</p>	
<p>Is there anything else you think is pertinent and wish to tell us?</p>	

[CLICK HERE TO START YOUR APPLICATION](#)