

APAX

AUSTRALIAN PERFORMING ARTS EXCHANGE

APPLICATIONS



Applications are now open to present at the 2021 Australian Performing Arts Exchange for individuals, artists, producers and other organisations with an interest in reaching performing arts presenters from across Australia and overseas.

In 2021, PAC Australia's annual national networking and development event, the Australian Performing Arts Exchange (APAX), will be a hybrid event on 6-10th September, with options to attend in-person at NIDA, Sydney or online via our new digital platform.

APAX is the most significant annual gathering of performing arts professionals in Australia, providing the connections and opportunities to develop and deliver the performing arts across the country. As the sector continues to innovate and navigate through our COVID-normal future, APAX will bring producers, presenters and creators together to have these important conversations in a single place and time, discussing new and upcoming work, coupled with a range of networking opportunities and professional development programs.

APAX is more than a touring market. We encourage applications ranging from pitching specific touring works; community based site-specific works, residencies or installations; articulating future visions or works in the pipeline; and sharing new concepts for the constantly evolving notion of "touring". We also recognise that in 2021 many presenters won't be there to 'buy' for upcoming seasons but will be looking further ahead as programming opportunities become available again.

While we prioritise applications from Australian producers and creators, we do accept applications from international companies with a specific strategy for touring into Australia, and warmly encourage attendance from those with aspirations for Australian touring to meet and network with presenters and potential Australian collaborators at APAX. Our digital platform will enable easy access to start forming these connections.

In 2021, you can choose whether you wish to present either in-person at NIDA or online. While face-to-face connections at APAX will always be preferred, we understand there are numerous factors which can be barriers to attending or presenting in person.

APPLY NOW

<https://www.apax.org.au/applytoapax2021>

APAX (is) a really welcome addition to the performing arts landscape, helping facilitate relationships between artists and presenters, and creating new opportunities for artists in contemporary practice. It has been a really significant part of the positive transformation of national touring over the last five or so years.

In reinventing what a touring market can be, it has opened new possibilities, and its genuine focus on making space for deeper creative relationships is leading to exciting collaborations and exchanges as well as traditional touring.

[Harley Stumm: Intimate Spectacle]

KEY APPLICATION DATES

Applications open	Monday, 22 nd March
Online chat: Preparing Your Application	Wednesday, 7 th April, 1pm AEST
Applications close	Wednesday, 21 st April, 11.59pm AEST
Offers to present commence	Monday, 31 st May
APAX Market program announced	Thursday 17 th June
Presenting at APAX webinar	TBC
Australian Performing Arts Exchange	Monday 6 th - Friday 10 th September

PRESENTATION OPPORTUNITIES

In your application you can indicate which presentation type you would like to undertake at APAX, with all options available to do either in-person at NIDA or online.

In-person – you'll present in person at NIDA, with your presentation also live streamed to online delegates.

Online – Online delivery will support you to present to the in-person and online delegates. To maximise the opportunity to connect with delegates, we would prefer online presentations be delivered live, not pre-recorded.

Presentation types:

- Pitches - 10 minutes. 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 – up to 20 minutes (including any introduction or closing comments).
- Conversations – smaller groups for producers and performance-makers to discuss works in development with interested presenters. *This is not a pitch or promotion opportunity.* Conversations will run for approximately 45 minutes.

These conversations might be useful for:

- Projects that want to engage collaboratively with presenters at any stage during the development process. E.g. co-productions, commissions, residencies, new touring models, localised creation, 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.
- None of the above – I have a better idea! – 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 format.

YOUR APPLICATION

Applications can be made via the *Apply* button on this form or directly from the APAX website. Applicants are encouraged to download the application form preview prior to starting your online application to assist with the development of your application.

Multiple applications are welcomed from companies and artists with multiple productions or projects, but you will need to complete a separate application for each.

Following the impact of COVID-19 on the sector, the application fee will continue to be waived for unsalaried independent artists and producers. For all other applicants, an application fee of AUD\$40.00 (inc GST) applies for each application.

Applications are open from Monday, 22nd March and will close on Wednesday, 21st April (11.59pm AEST) – unfortunately, no extensions will be possible.

Online chat - Preparing Your Application

Preparing your APAX Application – Wednesday, 7th April, 1pm (AEST):

Please join us for an online conversation about applying to APAX in 2021. We'll explore the new format, discuss what a strong application looks like and what will be required at APAX to ensure you are able to present if your application is successful. There'll also be plenty of opportunities for questions and discussion.

Register for the session here:

https://us02web.zoom.us/webinar/register/WN_s0S_2GhIRiOdXCBdetg3Xw

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 curatorial 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.

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.

READY TO APPLY?

Notes:

- If you wish to apply for more than one project/production you will need to submit a separate application for each.
- Payment of the application fee must be made in order to submit your application.
- You can save an incomplete application form and return to it later by clicking “Save and Resume Later” after the first page of the form. Copy the link provided to return to your application. Do not simply exit your browser. We cannot retrieve partially completed applications on your behalf.

EXAMPLE

Save and Resume Later

Please copy the link below, and save it in a safe place. You can use this link any time within the next 30 days to resume answering questions on the form.

Without the link, the data you have entered cannot be retrieved, and you will have to start filling out the form at the beginning.

<https://apaca.formstack.com/forms/?i-6891211-Manckf2bzl>

Want us to email you this link? Enter your email below and click 'Send save and resume link'.

[Send save and resume link](#)

START YOUR APPLICATION NOW

<https://www.apax.org.au/applytoapax2021>

APAX APPLICATION 2021 FORM PREVIEW

APPLICANT INFORMATION

Contact Name	
Organisation	
Email	
Mobile Number	
Which category best describes you?	Producer – Organisation Producer or Artist – Independent Tour Coordinator or Other Support Organisation Presenter/Venue Other
If 'other', please describe:	

YOUR ORGANISATION

State or territory in which your organisation is based	
Provide a brief company bio	

YOUR PRESENTATION

	How would you prefer to present at APAX?	In person Online Online, if COVID required
	What would you like to present?	A tour-ready work A work in development An idea or concept An update about your organisation (i.e. not specific works)
<i>These questions will not appear if you are presenting 'An update about your organisation'</i>	Name of production/project	
	Which presentation types would you like to be considered for?	Showcase – 20 minute excerpt Pitch Conversation – intimate breakout group to discuss work in development with interested presenters (not a pitch) None of the above – I have a better idea!
	Briefly describe your excerpt including stage requirements, eg.	

For applicants presenting a showcase	number of performers, stage dimensions, set pieces etc.	
	Which of the following will you require for your excerpt? Select all that apply.	Sound operator Lighting operator AV/Projector Microphone/s and sound system Laptop Storage space for set pieces Tarquet flooring Other (please describe)
For applicants presenting in the 'Conversation' format	What kind of conversation would you like to have with presenters? What information would you like to gather or queries you would like answered?	
If you select 'None of the above' as your presentation type	Tell us about your own idea for your presentation.	
	If your application is unsuccessful in securing one of the above opportunities, would you like to be considered for inclusion in the program with a 1-minute pre-recorded video presentation?	Yes No
These questions will not appear if you are presenting 'An update about your organisation'	Artform	Cabaret Circus / Physical Theatre Dance Interdisciplinary / Hybrid Multi-artform Musical Theatre Music – Contemporary / Classical / World Opera Puppetry Theatre
	Who is your intended audience?	Adult – General Young Adults Children and Families Other (please describe)
	Does your work specifically engage with any of the following groups? (arts workers or audiences)	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 LGBTQI People Women Men No specific group
	Tell us about your work. Please list any partners/artists involved. If you prefer, you can provide a link to a short video describing your project (eg. not a showreel, approx 90 seconds)	
For applicants wanting to present 'An update about your organisation'	Tell us what you would like to present about in relation to your organisation.	
This question will not appear if you are presenting 'An update about your organisation'	Do you have an audience/community engagement plan, or have ambitions for audience/community engagement directly related to your project or organisation? Note: your application will not be penalised if this is not a significant component of your work	Yes No

TOURING PRODUCTION OR FUTURE PRODUCTION INFORMATION

Note: this section will not appear if you have previously selected 'An update about your organisation' as your presentation type. Skip to the next section.

For tour-ready works only	Have you presented a professional season of this work to the public? If yes, please provide details	Yes No
	Has your organisation toured before?	Yes No
	Have you pitched your work or concept at any other industry touring markets such as a state showcase or APAM in the past 2 years? If yes, please provide details	Yes No
	Briefly outline any proposed or confirmed touring activity for the work, including how an opportunity to pitch at APAX fits within your organisation's touring strategy.	

	What three characteristics make your work or organisation attractive to presenters?	
	Tell us what type of presenters you are looking for. You might think about venue size and type, partner resources required, or connection to a specific type of audience or community. Festivals or venues? Regional or capital city?	
	Tell us what type of financial arrangements and flexibility you can bring to partnerships with presenters, eg. are you looking for a commissioning partner? Straight sell-off fee? What is your appetite for shared risk?	

SUPPORT MATERIAL

<i>These questions will not appear if you are presenting 'An update about your organisation'</i>	Briefly outline any marketing support / collateral you can provide which might assist presenters to attract an audience.	
	Provide any brief reviews / quotes that may assist the panel in reviewing your application.	
	If you are applying with a tour-ready work or a work-in-development, it is recommended you supply a link to a short video (approx 3 mins) in support of your application:	
	Please upload your company logo, for use on APAX website if your application is successful.	
	Please provide a hero image for your work or project. If you don't have one, you can reuse your company logo.	
	Is there an industry colleague who has seen the work you wish to present that will support your application? Please provide their name, organisation and contact details:	
	How is your organisation approaching sustainable or green practices in your touring and work?	
	Is there any other additional information you'd like to tell us in support of your application?	

REVIEW YOUR SUBMISSION

Payment of application fee (if you did not select "Producer or Artist – Independent").

Acceptance of terms and conditions.

Finalise submission.