

<p>ORDINARY MEETING</p> <p>22 NOVEMBER 2023</p>	<p>19</p>
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CAIRNS CHORAL SOCIETY RESOURCE AND PERFORMANCE AGREEMENT 2024 - 25

79/5/7 | #7280549

RECOMMENDATION:

That Council:

1. Approves establishing a two-year Resource and Performance Agreement with Cairns Choral Society; and
2. Delegates authority to the Chief Executive Officer in accordance with the *Local Government Act 2009* to finalise any and all matters relating to the above agreement.

INTERESTED PARTIES:

Cairns Choral Society Office Bearers:

President - Ryan Crippin

Snr Vice President - Lorraine Matthews

Jnr Vice President - Davina Hart

Secretary - Heather Law OAM

Treasurer - Dell Lythall

Committee Members - Annalise Brose; Lyn Cromie; Donna Gandini; Kristyn Lennon; Justine Manser; John Raciti; Dale Schultz; Helen Villiers.

Note: The identification of interested parties is provided on a best endeavours basis by Council Officers and may not be exhaustive.

EXECUTIVE SUMMARY:

Cairns Choral Society has played a key part in the Cairns region's programming calendar and has actively presented shows at Cairns Performing Arts Centre (CPAC) and the former Civic Theatre for over 40 years.

The Cairns Choral Society is a key community group that contributes significantly to the cultural fabric of the city and is an organisation that Council officers would like to see continue their pivotal work in the region.

Cairns Regional Council entered an initial one-year Resource and Performance Agreement (R&P) with the Choral Society, expiring 31 December 2023, to provide up to \$35,000 in-kind (not cash) to support their annual musical, gala event and senior eisteddfod ticketed performances at CPAC for venue hire, personnel and associated resources.

It was noted in a previous report to Council on 16 November 2022 that an extension of the R&P may be requested to provide similar support for the next two financial years. The organisation has now finished their performances for the 2023 year and successfully submitted their outcome report and is requesting further support.

The recommendation of this report is to enter into a further two-year R&P with the Cairns Choral Society and provide up to \$50,000 in-kind (not cash) support for their annual musical and gala events. Council officers recommend that the new R&P be established before the initial agreement expiry date in order to secure support prior to their January 2024 musical *Les Misérables*.

The proposed support from Council totals \$50,000 in-kind over a two-year period from 1 January 2024 until 31 December 2025 and will encompass budgets from 2023/24 and 2024/25

BACKGROUND:

The Cairns Choral Society celebrated its 100-year anniversary in 2023 and has been presenting high profile events including popular musicals for over 40 years to the Cairns region. They are a not-for-profit community group that operates out of their facility in Edge Hill and run a range of events both at their hall and at CPAC. The Society's productions include an annual gala performance, an annual musical production and a senior eisteddfod.

The *Choral Society Gala* is a variety show held annually in October and features a range of local dance, music and theatre performers. The senior eisteddfod is a biennial event between Cairns and Townsville and is held over four days, focusing on a singing competition for all age groups from 17 to 85. The annual musical held in January, encompasses a three-week season presenting a high quality production of a popular musical. It is one of the few local opportunities for the community to participate in a large-scale musical production.

COMMENT:

Cairns is fortunate to have a Choral Society who operate under a not-for-profit status and manage high-profile community events. Due to the regional nature of our city, we do not yet have the financial capabilities to fund a commercial musical delivery in Cairns, making the Choral Society's musical production the only one of its kind in Cairns.

Their productions attract people of all ages who want to work in a team-oriented environment where they can gain experience in areas such as performance, marketing, production, administration, budgeting, front of house, and set design/building. The organisation has been supporting community members for over 40 years and has become an important part of the Cairns arts and cultural community by providing a key platform for people in Cairns to sing, dance and act.

The Choral Society has produced a program report evaluating their productions held this year, as well as financial statements (see Attachment 1).

OPTIONS:Option 1: (Recommended)

That Council:

1. Approves establishing a two-year Resource and Performance Agreement with Cairns Choral Society; and
2. Delegates authority to the Chief Executive Officer in accordance with the *Local Government Act 2009* to finalise any and all matters relating to the above agreement.

Option 2:

That Council requests further information.

Option 3:

That Council does not support the establishment of a Resource and Performance Agreement with Cairns Choral Society.

CONSIDERATIONS:Risk Management:

The ticket price for events provides reasonable income for the community organisation but may limit accessibility to the wider community. This is considered a minor risk as the ticket price for all events is considered to be modest, particularly the musical which, for a high-profile production is comparable to those presented in southern states. This is evidenced by ticket sales, with the Choral Society usually selling out a three-week season every January.

Should the Choral Society not receive support from Council there is the chance the Society will need to limit their annual productions at CPAC. All events, and specifically the musical, utilise the full facility (including fly lines) making good use of the significant financial investment from Council to build the venue. The cost of putting on these productions is growing and with support from Council the Choral Society will be able to continue their pivotal work in providing culturally enriching content to the Cairns community.

Council Finance and the Local Economy:

It is proposed that this R&P requesting up to \$50,000 is allocated via the following budget allocations:

Year	Event	Level of Funding Contribution	Application via funding

2024	Choral Society Musical	Venue Hire contribution discounted to 7.5% of box office revenue (up to a maximum value of \$20,000 in kind support).	Allocated as an above budget consideration in the 23/24 budget under the Arts and Cultural Partnerships (Community Organisations) grant stream.
	Choral Society Gala	Venue Hire contribution up to \$5,000 in kind support.	Allocated within the 23/24 current pool for Arts and Cultural Partnerships (Community Organisations) grant stream.
2025	Choral Society Musical	Venue Hire contribution discounted to 7.5% of box office revenue (up to a maximum value of \$20,000 in kind support).	Allocated as an above budget consideration in the 24/25 budget under the Arts and Cultural Partnerships (Community Organisations) grant stream.
	Choral Society Gala	Venue Hire contribution up to \$5,000 in kind support.	Allocated within the 24/25 current pool for Arts and Cultural Partnerships (Community Organisations) grant stream.
Total Funding Contribution over two-year period 01/01/2024 to 31/12/2025. Note that the funding periods are calendar year not financial year.			Up to \$50,000

The Choral Society has noted that they would like to extend the request for support in subsequent years and similar allocations above existing Arts and Cultural In-kind grant streams will be addressed in the new financial year budget considerations.

Community and Cultural Heritage:

The proposed new funding agreement to provide in-kind support to Cairns Choral Society is aligned to the cultural, heritage and community development aspirations of Council's Strategy for Culture and the Arts 2022 as outlined below:

Priority 3.1 Programming, Promotion and Audience Development:

Strategy 3.1.1: Align Council's flagship venues to produce an annual performing and visual arts program that provides entertainment and cultural experiences as good as any Australian capital city and promote Cairns as an international creative powerhouse.

Comment: Cairns Choral Society provide the only annual musical season performing a high-class production over several weeks to the Cairns community. This provides the Cairns Community with a signature musical season every January which contributes to a balanced cultural event portfolio, provides culturally enriching content of a high-profile nature, and gives the Cairns community access to something they would otherwise have to travel outside the region to see.

Strategy 3.3.1: Raise our global profile as a sophisticated and vibrant centre of creative and cultural excellence through partnerships, collaboration, and critical mass.

Comment: Choral Society produce high profile productions that stage some of the region's most artistic people and through these partnerships Council will be able to raise the profile and calibre of content at our cultural venues.

Corporate and Operational Plans:

The proposed new funding agreement is aligned to Council's corporate and strategic goals, in particular:

- Promote Cairns as the arts and cultural capital of Northern Australia.
- Support diverse sport, cultural and community groups that contribute to wellbeing.
- Provide spaces and programs for the wellbeing of the community.

The funding also aligns with Operational Plan strategy actions:

- Deliver vibrant cultural events and activities for locals and visitors.

CONSULTATION:

Council officers have consulted with Cairns Choral Society and will continue to liaise with the organisation's Artistic Lead and Creative Producer in the ongoing roll out of the agreement.

ATTACHMENTS:

- Attachment 1: Cairns Choral Society Program Report and Financial Statements



Stephen Foster
Executive Manager Creative Life



Destry Puia
Director Lifestyle & Community

Attachment 1: Cairns Choral Society Program Report and Financial Statements



CAIRNS CHORAL SOCIETY
CPAC GRANT

Acquittal October 2023

Contents

OPENING BRIEF	3
MUSICAL SPAMALOT CPAC JANUARY, 2023	4
95TH NORTH QUEENSLAND EISTEDDFOD APRIL, 2023.....	8
GALA SPECTACULAR OCTOBER, 2023	11
2024 – 2026 SHOWS REQUIRING FUTURE FUNDING ASSISTANCE	14
LES MISÉRABLES PREDICTED PRODUCTION BUDGET 2024	15
BALANCE SHEET 01.01.2023 TO 12.10.2023	16
PROFIT & LOSS 01.01.2023 TO 12.10.2023	17
CONCLUSION	19

Opening Brief

On behalf of the Cairns Choral Society, I would like to thank the Cairns Regional Council for their ongoing support of our organisation.

The Council's continued support of the Cairns Choral Society has played a crucial role in the success and continued growth of the organisation after we were hit with hard financial losses during the COVID restrictions.

The funding you have provided has allowed us to present outstanding performances that engage all ages of the Cairns community.

As we continue our musical journey, we look forward to further collaboration with the Cairns Regional Council. Together, we can continue to inspire and uplift the spirit of our community through the beauty of music.

The following documents show the breakdown of the three events that the Cairns Regional Council has supported at CPAC. *Spamalot* in January, 2023, *The 95th North Queensland Eisteddfod* in April, 2023 and the *Gala Spectacular* in October, 2023. The sections include a brief on each production, some of the marketing materials, production photos and the final or proposed budgets. Also included is the Choral Society's overall profit and loss reports and the budget for our next production in January 2024 of *Les Misérables*.

Once again, thank you for your support in our 100th year.

Yours Sincerely,

Ryan Crippin

President

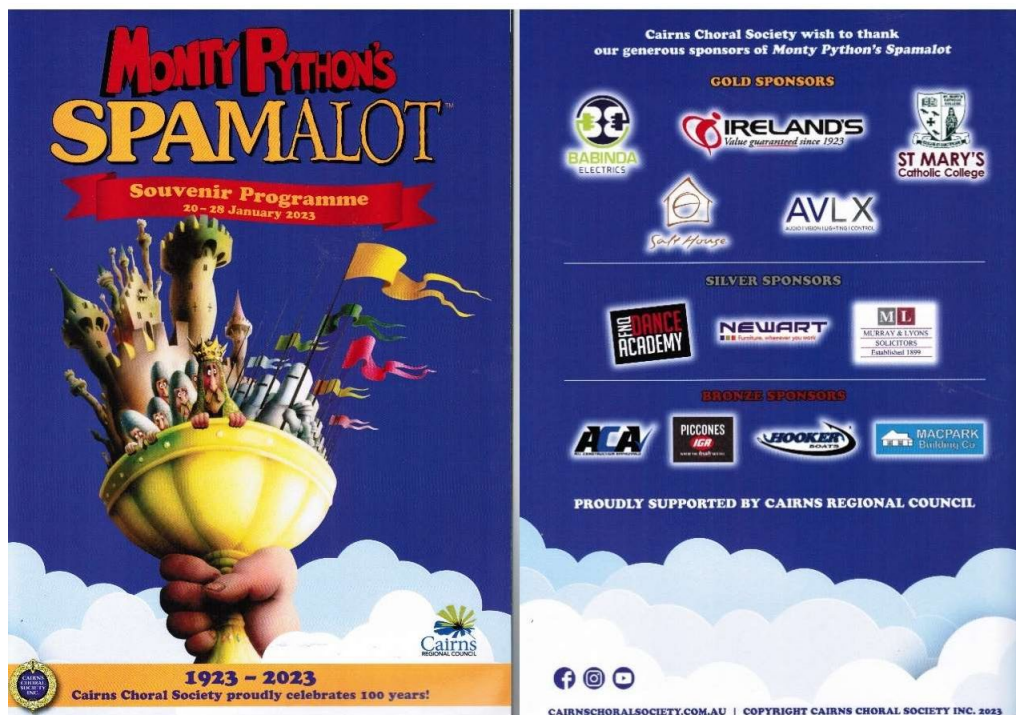
Cairns Choral Society

Musical Spamalot CPAC January, 2023

Putting on a musical production is always a significant undertaking, and we were pleased to bring the musical production of Spamalot to our community. However, we were still faced with the challenges of lower-than-expected ticket sales which were impacted by the understandable caution of our older patrons in light of the ongoing COVID-19 situation.

While *Spamalot* may not have reached the sell-out success we had hoped for, we take pride in the fact that we were able to offer a musical experience to our community, providing entertainment during what had been a challenging time for everyone.

Below are some images of the program cover (front and back) with the Cairns Regional Council logo on the front and the acknowledgement of the Cairns Regional Council on the back page. The council were also thanked in the president's report within the program as well.



Cast Photos





The large amount of set that had to be manufactured at the Cairns Choral Society Hall by our volunteer team.

We try and source our materials locally, for example from Peninsula Timbers and Cairns Hardware.



Profit and Loss

CAIRNS CHORAL SOCIETY INC For the 13 months ended 31 May 2023

Job is 2023 Spamalot.

MAY 2022-MAY 2023

Trading Income

Fundraising income - bar sales	788.86
Fundraising income - fundraising activities	127.27
Other revenue - t-shirt sales	2,440.91
Performance income - program sales	3,363.64
Performance income - ticket sales	216,344.00
Sponsorships	2,727.27
Total Trading Income	225,791.95

Cost of Sales

Advertising and promotion - CRC	2,583.18
Front of house manager	2,257.53
Production costs - administration fee	4,125.31
Production costs - advertising	16,283.27
Production costs - booking fees	16,736.82
Production costs - catering	906.90
Production costs - costumes	1,700.43
Production costs - in kind community service	(9,999.91)
Production costs - makeup and wigs	256.92
Production costs - music and scripts	1,459.55
Production costs - night ticket sellers	1,224.00
Production costs - postage, printing and stationery	2,586.79
Production costs - presentations	370.91
Production costs - programs	2,463.09
Production costs - properties	164.76
Production costs - royalties	38,146.54
Production costs - sets	3,369.32
Production costs - technical and sound	50,660.01
Production costs - technical charges	29,304.77
Production costs - theatre hire	25,170.00
Production costs - t-shirt purchase	2,283.18
Production costs - ushers	8,185.50
Total Cost of Sales	200,238.87

Gross Profit 25,553.08

Operating Expenses

Advertising and promotion - general	9.09
Bank fees and charges - merchant	72.67

MAY 2022-MAY 2023

Computer expenses	62.73
Total Operating Expenses	144.49

Net Profit 25,408.59

95th North Queensland Eisteddfod April, 2023

The North Queensland Eisteddfod was a tremendous success. The eisteddfod was held over the Easter long weekend and showcased the incredible talent within our community. It also drew participants from various regions, making it a truly enriching experience for all involved.

Individuals and choir groups from Mackay, Townsville, Port Douglas, and the Atherton Tablelands added a vibrant and diverse dimension to the Eisteddfod. Their participation not only elevated the overall quality of performances but also fostered a sense of unity and camaraderie among artists from different parts of North Queensland.

Worth mentioning is the influx of over 200 competitors from outside of Cairns which also contributed to the local Cairns economy through the booking of hotel accommodation, eating at local restaurants and shopping at local businesses.

The success of the 95th North Queensland Eisteddfod would not have been possible without the support of the Cairns Regional Council.

Some points to note: The Townsville Choral Society were quite impressed that the Cairns Regional Council not only supported the event, but also that our mayor Mr Bob Manning spoke at the event. The Townsville Regional Council did not show much support when they hosted the event in 2022 as the eisteddfod is held at a local school hall. They also had no council representation for the event.

Photos From the Eisteddfod





**CAIRNS FESTIVAL OF PERFORMING ARTS (SUB COMMITTEE)FINAL
REPORT INCLUDING CRC FINANCIAL ASSISTANCE 2023 NORTH
QUEENSLAND EISTEDDFOD
AS AT 31ST JULY 2023**

Bank Opening Balance	\$	502.90	
Matured Term Deposit	\$	8,161.87	
Income			
Advertising	\$	100.00	
Cairns Choral Society - loan	\$	9,556.44	
CRC - Session Ticket Sales	\$	3,635.15	
CRC - In Kind Sponsorship	\$	8,648.65	
Donations	\$	4,810.00	
Entry Fees	\$	1,918.00	
Prize Money	\$	1,205.00	
Fundraising	\$	8,864.12	
Raffle	\$	1,162.00	
Programme Sales	\$	2,220.00	
Season Tickets	\$	<u>9,322.00</u>	
			\$60,106.13
Expenses			
Adjudicator Fees	\$	2,100.00	
Adjudicator Travel/Accomm	\$	1,343.98	
Catering	\$	606.08	
Cairns Choral Society - stationery	\$	120.00	
Cairns Choral Society -fundraising	\$	300.00	
Cairns Choral Society - loan repayment	\$	9,556.00	
Cairns Choral Society - hire choir stands	\$	500.00	
EFTPOS fees	\$	299.54	
Fundraising	\$	5,154.39	
NQE levy			
Prize Money	\$	3,690.00	
Programmes	\$	1,450.90	
Stationery	\$	381.19	
Trophies	\$	176.33	
Venue Hire (CRC)	\$	21,135.41	
Volunteer gifts	\$	211.90	
			\$47,025.72
Bank balance for 2026 Eisteddfod			\$ 8,500.41

Gala Spectacular October, 2023

We are still closing off our accounts from the event at the time this report was written, but I am delighted to share the wonderful news that this year's Gala Spectacular exceeded all expectations emerging as a resounding success. The overwhelming support from the community and the remarkable talent that graced the stage made this event truly unforgettable.

The highlight of our success was the sell-out status 2 days prior to the event, a testament to the anticipation and enthusiasm for these types of productions within our community. We are genuinely grateful for the incredible response, showcasing the unwavering support for the arts in our region.

The Gala Spectacular brought together a diverse array of talents, ranging from local community groups to professional performers, creating a dynamic and vibrant showcase of our region's artistic prowess. The inclusion of Cairns Brass, Turning Point Dance Studio, FNQ Dance Academy, Cairns Young Voices, and our esteemed guest soloists added layers of excellence and diversity to the event.



PHOTOS FROM THE GALA





**2023 GALA SPECTACULAR BUDGET BASED ON 74%
ATTENDANCE
AS AT 1ST OCTOBER 2023
(ORIGINAL PREDICTED BUDGET)**

Income

Ticket sales (Gross)	\$ 22,215
Program sales (250 sold @ \$4)	-
Show fee	-
Council Grant	<u>\$ 5,000</u>
TOTAL	\$ 27,215

Expenditure

Marketing	\$ 1,215
CPAC - everything except marketing	\$ 15,239
Costumes	\$ 150
Postage/printing/stationery	\$ 570
Programs	\$ -
Music	\$ 253
Sundry expenses	<u>\$ 1,200</u>
TOTAL	\$ 18,626

PROFIT/LOSS**\$ 8,588**

2024 – 2026 Shows Requiring Future Funding Assistance

As the Cairns Choral Society celebrates its 100th anniversary we are thrilled to announce our upcoming production of *Les Misérables* in 2024. This landmark event is not only a testament to our history of producing popular, modern musicals but also a significant milestone in our commitment to bringing exceptional musical experiences to the Cairns community. The Cairns Choral Society were the first amateur production group in the world to produce the show back in 1993 and we will be the last amateur group in Australia to perform it before it returns to the professional arena later in 2025.

However, staging a production of this scale requires substantial financial resources for set manufacture, costume design, upfront marketing, and royalty expenses. As we embark on this ambitious journey, the Choral Society will be dipping into our overdraft account to help fund our show.

To help us put on future productions the Cairns Choral Society needs the assistance of the Cairns Regional Council for our 2024 -2026 period to help us keep afloat. Our general running costs are an average of \$75,000 per annum to pay for our insurances, electricity and the general maintenance on our building in Greenslopes St. The in-kind assistance for the CPAC costs for our events in the theatre, allows the society to create high quality productions.

The North Queensland Eisteddfod will not be held in Cairns again until 2026 but our Gala Spectacular will be held as always at CPAC in October 2024, 2025, 2026 and beyond. We will also be having a musical in our usual time slot of January 2025 and January 2026.

To assist in your decision, below is the predicted budget to produce *Les Misérables* in 2024. Also included is our current balance sheet and our profit and loss reports for January 2023 to October 2023.



Les Misérables Predicted Production Budget 2024

**2024 LES MISERABLES
PRODUCTION BUDGET-FINAL
65% Attendance, 10
performances**

Income

Cast Show Contribution	\$	4,000	
Sponsorship	\$	26,950	
CPAC Arts Grant (in kind)	\$	20,000	
Ticket Sales	\$	355,502	
Programme Sales	\$	<u>5,779</u>	
TOTAL			\$ 412,231

Expenditure

CPAC Hire Costs	\$	158,000	
Administration	\$	61,152	
Marketing/Advertising	\$	20,000	
Costumes	\$	15,000	
Scenery - Sets	\$	34,785	
Scenery - Props	\$	2,750	
Technical	\$	37,730	
Makeup/Wig	\$	1,650	
Miscellaneous		<u>-</u>	
TOTAL			\$ 331,067
PROFIT/LOSS			\$ 81,164

Balance Sheet 01.01.2023 to 12.10.2023

Balance Sheet

CAIRNS CHORAL SOCIETY INC

As at 12 October 2023

12 OCT 2023

Assets

Bank

Business Card - BB	441.85
Cheque Account - CBA	35,934.68
Everyday Account - BB	83,961.73
Online Saver - CBA	5,127.76
Weel Expenses Account	3,171.50
Total Bank	128,637.52

Current Assets

Cash on hand	760.00
Trade debtors	6,600.00
Total Current Assets	7,360.00

Fixed Assets

Greenslope Street	379,063.19
Less: accumulated depreciation	(245,405.09)
Less: accumulated depreciation	(218,531.84)
Plant and equipment	439,126.88
Total Fixed Assets	354,253.14

Total Assets 490,250.66

Liabilities

Current Liabilities

GST	470.56
Premium Funding	6,527.29
Rounding	0.18
Suspense	(50.15)
Trade creditors	1,058.32
Total Current Liabilities	8,006.20

Non-current Liabilities

Greenslope Street revaluation	(436,354.37)
Total Non-current Liabilities	(436,354.37)

Total Liabilities (428,348.17)

Net Assets 918,598.83

Equity

Current Year Earnings	56,934.34
Retained profits / (accumulated losses)	425,310.12
Revaluation reserve - building Greenslope Street	436,354.37
Total Equity	918,598.83

Profit & Loss 01.01.2023 to 12.10.2023

Profit and Loss

CAIRNS CHORAL SOCIETY INC

For the period 1 January 2023 to 12 October 2023

1 JAN-12 OCT 2023

Trading Income

Fundraising income - bar sales	6,518.64
Fundraising income - fundraising activities	129.09
Fundraising income - pie drive	1,385.05
Fundraising income - raffle ticket sales	876.36
Fundraising income - trivia night	913.64
Membership fees	9,600.12
Other revenue - donations	3,661.90
Other revenue - t-shirt sales	1,014.51
Other revenue - uniforms, badges and books	2,138.21
Performance income - program sales	3,363.64
Performance income - ticket sales	260,110.48
Show contributions	6,200.05
Sponsorships	21,727.27
Total Trading Income	317,638.96

Cost of Sales

Advertising and promotion - C.R.C.	2,583.18
Front of house manager	2,257.53
Production costs - administration fee	4,294.31
Production costs - advertising	5,369.08
Production costs - booking fees	16,736.82
Production costs - catering	3,634.17
Production costs - costumes	5,261.11
Production costs - freight and cartage	454.55
Production costs - in kind community service	(9,999.91)
Production costs - makeup and wigs	256.92
Production costs - music and scripts	6,554.37
Production costs - night ticket sellers	1,224.00
Production costs - photos and posters	200.00
Production costs - postage, printing and stationery	3,353.18
Production costs - presentations	733.63
Production costs - programs	431.82
Production costs - properties	479.32
Production costs - royalties	42,690.54
Production costs - sets	11,345.58
Production costs - technical and sound	39,691.81
Production costs - technical charges	29,304.77
Production costs - theatre hire	25,170.00
Production costs - t-shirt purchase	913.60
Production costs - ushers	8,185.50
Total Cost of Sales	201,125.88

Gross Profit	116,513.08
Other Income	
Interest Income	8.81
Sundry income	14,690.37
Total Other Income	14,699.18
Operating Expenses	
Accountancy and audit - accounting	804.54
Accountancy and audit - audit	3,000.00
Advertising and promotion - general	386.91
Advertising and promotion - website	189.91
Bank fees and charges	137.51
Bank fees and charges - merchant	411.10
Catering costs - bar supplies	1,842.56
Catering costs - food supplies	537.52
Catering costs - licences and permits	1,215.47
Cleaning and rubbish removal - cleaning	1,179.58
Computer expenses	544.55
Eisteddfod costs - music	291.70
Electricity and gas	5,423.51
Fees and charges - annual fee	82.70
Fees and charges - fire compliancy	1,518.00
Honorarium	9,597.00
Insurance	13,185.26
Insurance - property and equipment	1,807.39
Interest Expense	730.68
Music - general	252.56
Printing and stationery	410.79
Printing and stationery - photocopier	563.52
Rates and rent	1,616.12
Repairs and maintenance	4,803.84
Repairs and maintenance - grounds	2,392.59
Security	4,459.50
Social function expenses	14,368.23
Sundry expenses	462.41
Telephone	2,037.93
Uniforms	24.54
Total Operating Expenses	74,277.92
Net Profit	56,934.34

Conclusion

On behalf of the Cairns Choral Society, I cannot express my gratitude for the Council's in-kind assistance for the CPAC expenses during 2023.

The Cairns Choral Society welcomes all age groups, but we predominantly cater to those 16-years and older and have members well into their 80s in our choir. The society is one of the only not-for-profit musical groups in Cairns who involve the older population in the region. From singing, dancing, acting, setbuilding, props making, sewing, ushering and baking we have members who are serving the Cairns community in a variety of ways. Your support has allowed us to continue this tradition.

I hope that the Cairns Regional Council will consider renewing the in-kind assistance of the CPAC expenses for the 2024 to 2025 period. If you have any questions or require any further information, please do not hesitate to contact me at president@cairnchoralsociety.com.au or Ph 0412738283.

Thank you once again,

Ryan Crippin President

Cairns Choral Society.