

AUSPICIOUS ARTS

A group of dancers in white tracksuits are performing a contemporary dance piece on a stage. They are holding hands and moving in a synchronized, fluid manner. The stage is lit with warm, orange-red lights, creating a dramatic atmosphere. The background is dark, with some faint lights visible. The overall mood is artistic and expressive.

PROJECTS

2019

Adi Sappir, Alberto Di Troia, Alex Desebrock, Alisdair Macindoe, Alision Halit, All The Queens Men, Amanda Fairbanks, Amy Middleton, Andree Greenwell, Andrew Garton, Anna Bourozikas, Anna Lumb, Anna Seymour, Annie Louey, Antony Hamilton, APAM, Arapiles Community Theatre, Aseel Tayah, Babysteps, Barangaroo Delivery Authority, Belina Raffy, Ben Landau, Black Apple Theatre, Black Birds, Blank Space Productions, Bree Taber, Brett Tippet, Bridget A'beckett, Bridget Chappell, Brodie Turner, Bronwyn Batten, Bunk Puppets Theatre, Callum Watson, Candy Bowers, Caroline Meaden, Cat Pwiti, Charlotte Roberts, Christa Winkels, Christine Davey, Cindy Rodriguez, Citizen Theatre, City Of Melbourne, City Of Port Phillip, Damien Warren-Smith, Dan Mitchell, Dani-Ela Kayler, David Brown, David Finnigan, David Rosetzky, Department Of Education, Dianne Williamson, Eastmint Records, Efren Pamilacan, Emma Hall, Emma Peel, Emma Roberts, Erin Pattison, Eryn Jean Norvill, Evelyn Krape, Felix Reibl, Fern Smith, Finucane and Smith, Gabriel Clark, Gadflys, Geoff Dunstan, Georgina Humphries, Georgina Luck, Gerard O'Connor, Girls Rock Adelaide, Girls Rock Sydney, Girls Rock! Canberra, Gravity Dolls, Green Room Awards, Gulsen Ozer, Hannah Bronte, Hannah Fallowfield, Heidi Everett, Hellen Sky, Horsham Rural City Council, Ian Sinclair, Irene Holub, Jack Sheppard, Jade Walsh, James Nguyen, James Price, Janet Watson Kruse, Jean Tong, Jeff Jones, Jen Rae, Jessica Schweintek, Jessica Wilson, Jo Lloyd, Jodee Mundy, Jodie Goldring, Joel Bray, Joel Carnegie, Jonathan Homsey, Jonathan Morgan, Joseph O'Farrell, Josh Wright, Kate Hood, Kate Hunter, Kate McDonald, Kate Ten Buuren, Kath Papas, Katrina Cornwell, Katrina Mathers, Katrina Rank, Keith Deverell, Kim Bowers, Krishna Isha





MESSAGE FROM OUR EXECUTIVE DIRECTOR

2019 was our 26th year of operations and provided another great and successful year for Auspicious.

As I write, we are working on our Strategic Plan and it has given me pause to think about Auspicious as a Not-for-Profit Arts Organisation. In many ways it is an “impossible organisation”. It has grown to become an essential part of the fabric of the arts ecosystem relied on by many hundreds of artists and different funding bodies each year. I think it is an “impossible organisation” because there is no way you could write a strategic plan that would lead to its creation. It exists without the need to seek funding or philanthropic support so we can concentrate exclusively on our task and to not be compromised by the need to seek funds to keep our doors open.

There are many things that I find energising about Auspicious but two stand out. The first is how the staff are constantly working on problems, finding solutions and discovering new ways to make things happen. Our survival is due almost entirely to this constantly improving productivity. Secondly is that they continue to embrace our “Open Door Policy”. Anyone can ask to be auspiced and at certain times, this leads to a massive workload. However, there is unanimous agreement about the importance of giving everyone the same opportunity and they always find a way to make it work.

As Executive Director, I would like to take this opportunity to thank our Board of Directors and especially our Chairperson, Sue Hunt. As we have grown, so have the imperatives of Governance. We are very fortunate to have a board that are engaged, challenge us and provide a broad industry insight.

Auspicious grew very slowly in the early years and built us a solid reputation amongst independent artists. Eight years ago, we started working with City Councils, Festivals and organisations developing some very large projects. This pushed us to grow and in response, our staff numbers have increased from two to nine. In reality, Auspicious is the staff. It exists in the interactions between the hundreds of artists we auspice and them. Our only purpose is that interaction.

This might be nice to end on our purpose and why we’re here – for the obsessed!!

Offering assistance to the obsessed.

John Paxinos
Executive Director



OVERVIEW OF 2019

5.6m

Total Box Office & Fees

3.7m

In Funding received

241

Successful funding applications

217

clients

611

projects

26

International projects

FINANCIALS

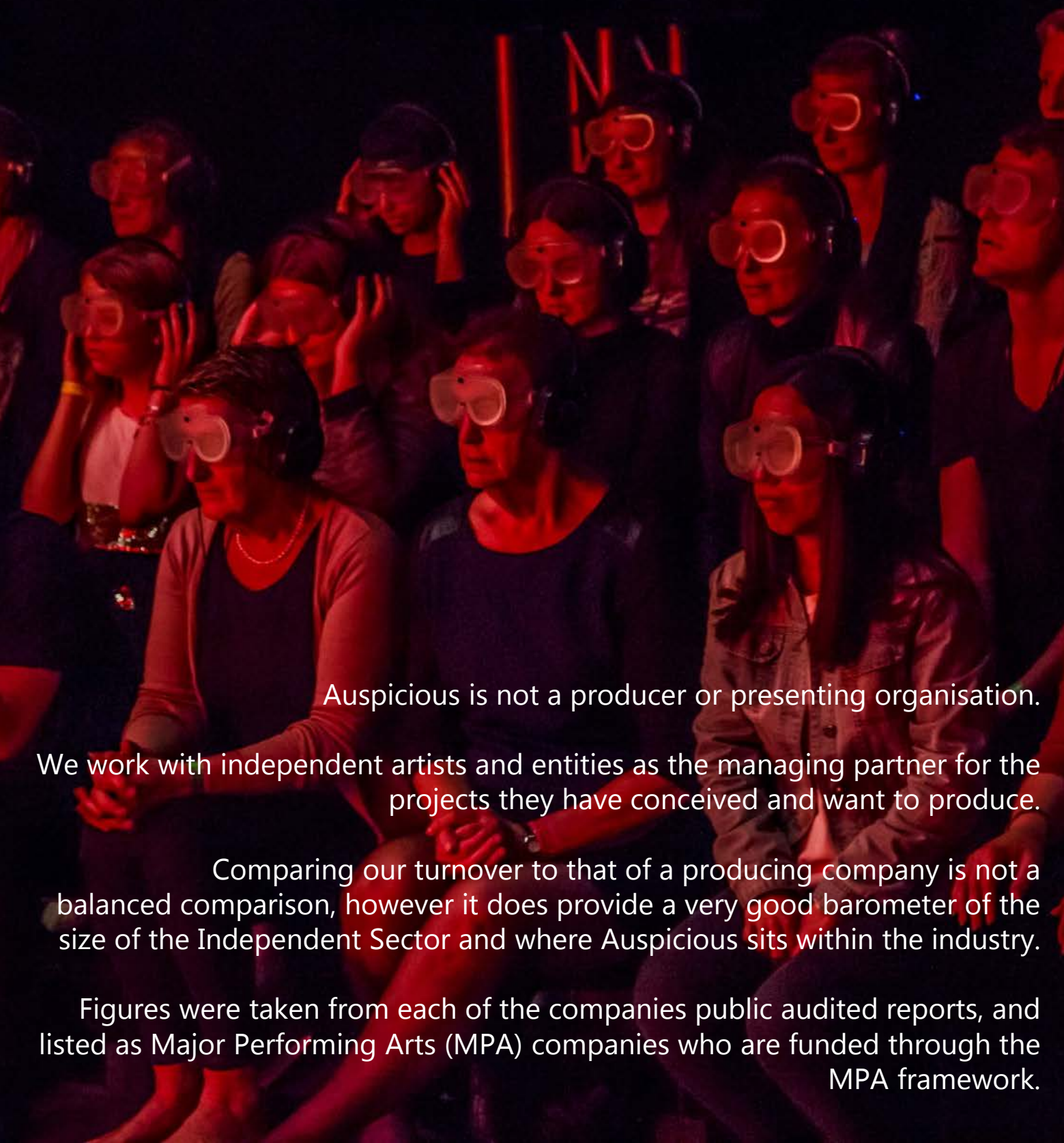
Statement of Financial Position as at 31 December 2019

| | 2019 | 2018 |
|---|------------------|------------------|
| Assets | | |
| <i>Current Assets</i> | | |
| Cash and Cash Equivalents | 4,566,481 | 4,105,054 |
| Trade and Other Receivables | 768,793 | 1,199,924 |
| Other Current Assets | 71,830 | 73,933 |
| Total Current Assets | 5,407,104 | 5,378,911 |
| <i>Non-Current Assets</i> | | |
| Property, plant and equipment | 9,149 | 8,009 |
| Total Non-Current Assets | 9,149 | 8,009 |
| Total Assets | 5,416,253 | 5,386,920 |
| Liabilities | | |
| <i>Current Liabilities</i> | | |
| Trade and Other Payables | 353,348 | 171,161 |
| Short-Term Financial & Contract Liabilities | 4,430,052 | 4,741,550 |
| Current Tax Liabilities | - | - |
| Provisions | 27,588 | 10,010 |
| Total Current liabilities | 4,810,988 | 4,922,721 |
| <i>Non-Current liabilities</i> | | |
| Long Term Provision Payable | 35,783 | 34,084 |
| Total Non-Current liabilities | 35,783 | 34,084 |
| Total Liabilities | 4,846,771 | 4,956,805 |
| Net Assets | 569,482 | 430,115 |
| Equity | | |
| Retained Profits | 569,482 | 430,115 |
| Total Equity | 569,482 | 430,115 |

Statement of Profit and Loss for the Year January - December 2019

| | 2019 | 2018 |
|--|-------------------|-------------------|
| Revenue | | |
| Grants & Funding | 3,765,654 | 4,858,104 |
| Local Government | 5,052,770 | 5,389,967 |
| Event Income | 5,625,277 | 5,601,154 |
| Reimbursements & Transfers | 691,252 | (1,278,715) |
| Total Revenue from Ordinary Activities | 15,134,954 | 14,570,510 |
| Expenses | | |
| Salaries, Wages and Artist Fees | 9,533,876 | 9,539,020 |
| Wage Overheads & Allowances | 1,347,262 | 1,279,688 |
| Production Costs | 2,250,217 | 1,835,211 |
| Marketing | 714,054 | 828,175 |
| Overheads & Project Admin | 1,150,177 | 914,790 |
| Total Expenses from Ordinary Activities | 14,995,586 | 14,396,884 |
| Net Surplus/ (Deficit) | 139,367 | 173,626 |

AUSPICIOUS vs MAJOR PERFORMING ARTS COMPANIES



Auspicious is not a producer or presenting organisation.

We work with independent artists and entities as the managing partner for the projects they have conceived and want to produce.

Comparing our turnover to that of a producing company is not a balanced comparison, however it does provide a very good barometer of the size of the Independent Sector and where Auspicious sits within the industry.

Figures were taken from each of the companies public audited reports, and listed as Major Performing Arts (MPA) companies who are funded through the MPA framework.

| Major Performing Arts Companies | 2019 Revenue |
|--|-----------------------------|
| Opera Australia | \$ 130,728,241 |
| The Australian Ballet | \$ 64,505,156 |
| Sydney Symphony Orchestra | \$ 41,640,222 |
| State Opera of SA | \$ 37,310,000 |
| Melbourne Symphony Orchestra | \$ 37,177,233 |
| Sydney Theatre Company | \$ 34,540,865 |
| Melbourne Theatre Company | \$ 28,349,743 |
| Queensland Ballet | \$ 20,991,437 |
| Australian Chamber Orchestra | \$ 19,874,893 |
| West Australian Symphony Orchestra | \$ 19,832,293 |
| Queensland Symphony Orchestra | \$ 18,224,931 |
| <i>Auspicious Arts Projects</i> | <i>\$ 15,134,954</i> |
| Musica Viva Australia | \$ 15,044,343 |
| West Australian Ballet Company | \$ 13,133,936 |
| Adelaide Symphony Orchestra | \$ 12,609,964 |
| Company B | \$ 12,211,953 |
| Tasmanian Symphony Orchestra | \$ 12,078,297 |
| Sydney Dance Company | \$ 11,965,879 |
| Queensland Theatre Company | \$ 11,446,000 |
| Bell Shakespeare Company | \$ 11,423,000 |
| Orchestra Victoria | \$ 9,908,762 |
| Bangarra Dance Theatre | \$ 9,499,873 |
| Malthouse Theatre | \$ 8,771,614 |
| Opera Queensland | \$ 8,282,886 |
| Australian Brandenburg Orchestra | \$ 8,226,981 |
| Victorian Opera | \$ 7,190,613 |
| Circus Oz | \$ 6,188,272 |
| West Australian Opera | \$ 5,878,461 |
| Black Swan State Theatre Company | \$ 5,532,625 |
| Circa Contemporary Circus | \$ 4,930,784 |
| State Theatre Company of SA | \$ 3,606,000 |

TESTIMONIALS

We keep a file in the office titled "Love Letters".

It is full of missives from our clients, writing heartfelt thanks to Auspicious for our help, advice, support, guidance or for 'just being there'.

It's important to focus on this when reviewing 2019 as it shines a very clear light on what Auspicious is as a company.

In essence we are an aggregation of the relationships we have with the artists who work with us. And the fact that our love letters file contains correspondence from clients with projects of all sizes is very significant as we genuinely believe and act on the belief that as an organisation we are judged not by how we treat our largest clients but how we treat our smallest ones.

"I would like to take this moment to thank you and Auspicious for your services. Such care, professional conduct and attention to detail."

"Thank you for all your superb guidance and support! You have both been wonderful to work with. Always clear, efficient, patient, knowledgeable and lovely!!! Thank you."

"I love Auspicious Arts :)"

"I wanted to send my thanks for the classes you delivered to the third year Stage Management students over the last two weeks. On Friday afternoon one of the students found me to tell me "that class was awesome", so whatever you did you made an impression!"

"Many thanks for your support and advice along the way - it has been great working with you for this project. Can't tell you how much we all value and appreciate the work you and your team do."

"(Our project) was a huge huge journey for everyone and couldn't have done it without you and Auspicious. In fact lately I have been reflecting on how my whole practice is enabled by the way you guys operate and the service you offer. I thank you so much. Life is great with so many independent projects which can happen on my own terms but still work in the systems we have to take part in (i.e. insurance, on costs, reporting etc.). Big thanks you to you and you guys."

"Nice work you financial wordsmith. Very diplomatic without loosening the grip on the proverbial curlies!"

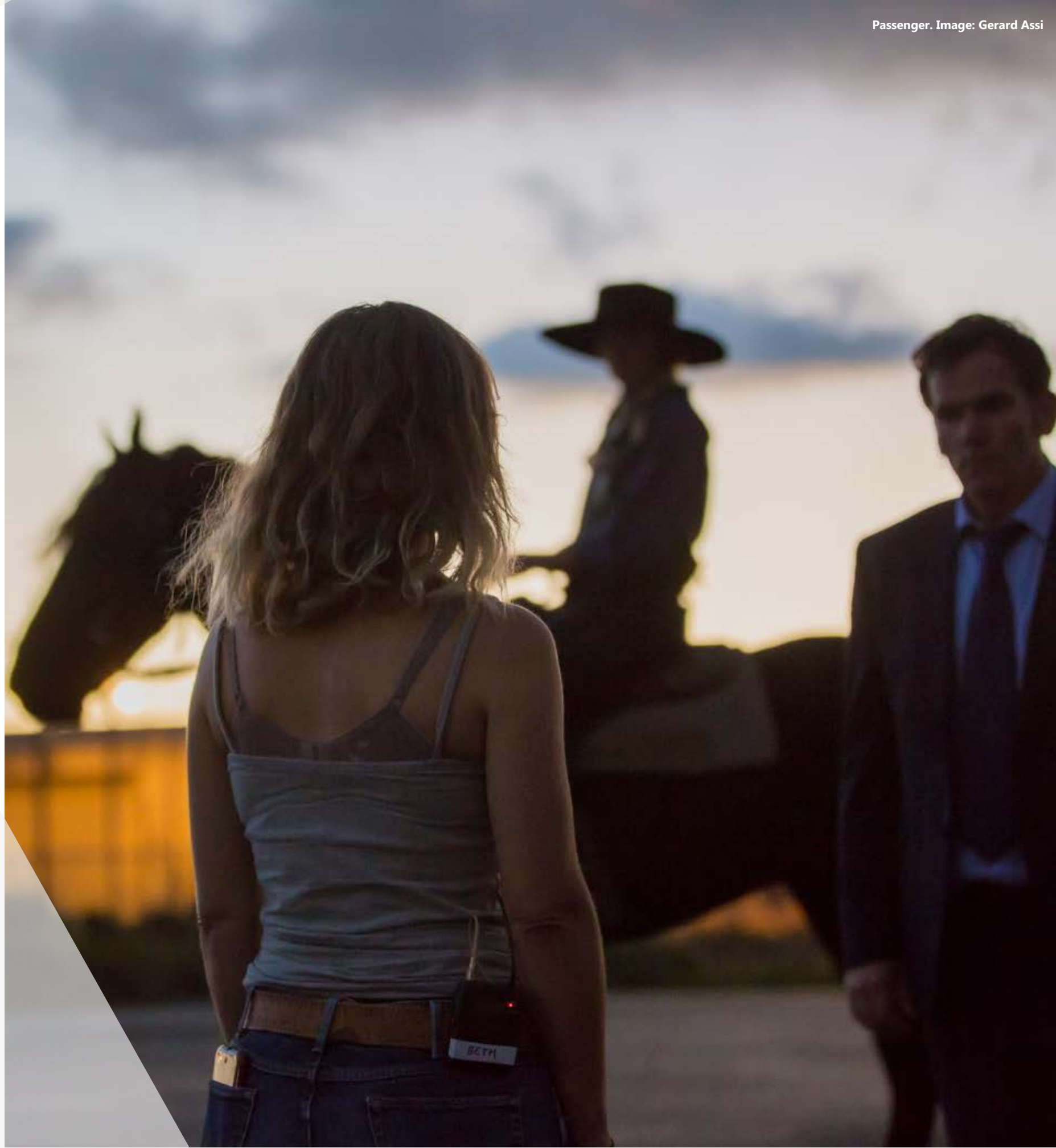
"I just wanted to say thank you for taking your time to give us young artists some tips and advice on how to make a business out of doing what you love. You have given me a new perspective in life so thank you."

"Thank you so much for supporting us - it really wouldn't have been possible without you and the awesome team... and my thanks to John as well - we really appreciate the trust that was placed in us for this project."

ACKNOWLEDGEMENTS

The following organisations have provided funding and support to auspiced projects in 2019

Arts Queensland, Arts Tasmania, artsACT, Australasian Performing Rights Assoc Ltd, Australia Council, Banyule City Council, Brimbank City Council, Campbelltown City Council, City of Ballarat, City of Bayside, City of Boroondara, City of Gold Coast, City of Greater Bendigo, City of Greater Geelong, City of Maribyrnong, City of Port Phillip, City of Stonnington, City of Subiaco, City of Sydney, City of Whittlesea, City of Wyndham, City of Yarra, Coffs Harbour City Council, Community Broadcasting Foundation Ltd, Country Arts SA, Creative Partnerships Australia Creative Victoria, Darebin City Council, Department of Local Government, Sport and Cultural Industries , Department Premier & Cabinet, Dept. of Communications and the Arts, Events Tasmania, Flinders University, Geelong Connected Communities, Greater Shepparton City Council, Hobsons Bay City Council, Horsham Rural City Council, La Mama Theatre, Midsumma Festival, Melbourne City Council, Melbourne University, Moreland City Council, Mount Alexander Shire Council, Music SA, Next Wave, Regional Arts Victoria, Screen Tasmania, The Adelaide Fringe Inc, Town of Victoria Park, Upper Yarra Community Enterprise Ltd, Victorian Arts Centre Trust, Yarra Ranges Council





STAFF & BOARD

Thank you to our dedicated and hardworking team who supported our clients and projects during 2019

2019 Board Members

Sue Hunt – President

John Paxinos - Treasurer

Deirdre O'Brien – Secretary

Selene Bateman

Melanie Burge

Salli Longmuir

Suzanne Daley

2019 Staff

John Paxinos, Executive Director

Deirdre O'Brien, Client Manager

Selene Bateman, Client Manager

Megan Williams, Client Manager

Pip O'Brien, Client Manager/Marketing Coordinator

Gillian Butcher, Assistant Client Manager

Hannah Strout, Assistant Client Manager

Irina Agaronyan, Assistant Client Manager

Lena McMurray, Assistant Client Manager

Romi Kupfer, Assistant Client Manager

Bobbie Casiano, Administrator



Lana Schwarcz, Lara Week, Lee Darroch, Leo Dale, Lilian Steiner, Little Ones Theatre, LJ Owen, Luhsun Tan, Luke George, Malia Walsh, Mama Alto, Mandy Archibald, Mariaa Randall, Mars Gallery, Matt Scholten, Maureen Hartley, Maya Ward, Meg McNena, Melanie Jame Wolf, Melanie Rowland, Melinda Hetzel, Melissa Murphy-Vella, Mia Sund, Mike Bianco, Mike Harbus-James, Mike Maka, Mikelangelo, Mikki Michelle, Mitch Tambo, Mitchell Jones, Morgan Little, Musicamaze, Nana Bilus Abaffy, Natalie Randall, Natasha Jynel, Nathan Stoneham, Natimuk, Ngioka Bunda-Heath, Nina Ross, North Of Eight, Oliver Savariego, Open House Melbourne, Pamela Reid, Paula Curotte, Performing Older Women's Circus, Perri Cummings, Peta Hanrahan, Peta Spurling-Brown, Peter Humble, Phillip Chalker, Piaera Lauritz, Prue Lang, Rani Pramesti, Rebecca Mayo, Rebecca Umlauf & Sam Burke, Rod Ceballos, Romi Kupfer, Royal Botanic Gardens, Royal Children's Hospital, Rubiks Collective, Ruth Langford, Sally McLean, Sally McPhee, Salvador Dinosaur, Sam Watson, Samara Hersch, Sandra Long, Sanjeev Singh, Sarah Aiken, Sarah Austin, Sarah Kriegler, Sarah Lockwood, Sarah Ward, Sean Weatherly, Serah Nathan, Serene Lau, Sharon Plummer, Shelley Lasica, Shiree Pilkinton, Simon Bedford, Sofya Gollan, Sonja Hornung, Soothplayers, Stephanie Payne, Stuck Pigs Squealing, Suzie Hardgrave, The Decent People, The Rabble, The Shift Theatre, Torika Bolatagici, Triage Live Art Collective, Troy Innocent, Victoria Pickett, Victorian Arts Centre, Vikki Conley, Vivienne Rogis, Wani Le Fevre, Waterlution, Weave Movement Theatre, Willoh Weiland, Wolf Heidecker, Xavier Brouwer, Xavier O'Shannessy, Yumi Umiumare, Yvonne Martin, Zoe Barry, Zoe Scoglio

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