

# Resolution of Council

**25 June 2018**

**Item 6.13**

**Grants and Sponsorship – Round One 2018/19 – Economic Grants – Business Support Grants – Live Music and Performance, Night Time Diversification and Place and Industry**

It is resolved that:

- (A) Council approve the cash grant recommendations for 2018/19 under the Business Support Grants - Live Music and Performance Program listed as follows:

Applicant	Project Name	Project Description	\$ Amount Recommended	Conditions
Eau-de-vie Speakeasy Pty Ltd	Speakeasy Sessions: Eau De Vie, Darlinghurst	Capital works and equipment purchase to establish a regular program of live music and entertainment performed by local artists.	\$15,820	Applicant to provide quotes  Applicant to submit a revised budget
Griffin Theatre Company Ltd	The Stables Theatre Infrastructure Upgrade: Griffin Theatre Company, Darlinghurst	Capital works to improve electrics throughout the performance space and install new lighting and audio equipment.	\$16,000	Applicant to provide quotes  Applicant to submit a revised budget

L.b Coy P. Whelan C.g Staff & Mcloughlin Family Trust	Stage Upgrade: Mercantile Hotel, The Rocks	Sound and lighting equipment upgrade to improve artist and audience experience.	\$3,250	Applicant to provide quotes  Applicant to work with Live Music Strategist
Metro Theatre Sydney Pty Ltd	Metro 2: The Metro Theatre, Sydney	Capital works to install a second, medium sized (350 capacity) performance venue that may operate in tandem with the larger Metro theatre.	\$30,000	Applicant to submit a revised budget  Subject to DA approval
The trustee for Oxford Underground Unit Trust	Sound and Lighting Upgrade: Oxford Art Factory, Darlinghurst	Audio equipment upgrade to improve whole-of-venue sound quality, audience experience and staff health and safety. Lighting equipment upgrade to improve production quality.	\$19,240	Applicant to provide quotes
Staved Pty Ltd	Stage Upgrades: Staves Brewery, Glebe	Capital works to increase stage area and audience capacity, installation of new stage lighting and purchase of in-house musical instruments.	\$5,000	Applicant to provide a revised budget  Applicant to submit quotes
Thane Investments Pty Limited	Start the week with Jazz: Moya's Juniper Lounge, Redfern	Equipment upgrade to improve sound quality for weekly free jazz and jam sessions.	\$5,000	Applicant to submit a revised budget
Waxman Jones Pty Ltd	New Space & New Gear: The MoshPit, Erskineville	Capital works to improve existing performance space and increase venue capacity by expanding the stage into a vacant, neighbouring property and purchasing additional audio and	\$20,225	Applicant to provide lease  Subject to DA approval  Applicant to submit a revised

		lighting equipment.		budget
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(B) Council approve the cash grant recommendations for 2018/19 under the Business Support Grants - Night Time Diversification Program listed as follows:

<b>Applicant</b>	<b>Project Name</b>	<b>Project Description</b>	<b>\$ Amount Recommended</b>	<b>Conditions</b>
505 Investments Pty Ltd	Sunday Sessions at Venue 505, Surry Hills	A regular music program featuring new artists and new works subsidised by the venue to provide support to the local jazz, roots, funk and world music scene.	\$21,200	Funding to go towards artists fees and sound engineer
Kulin Holdings Pty Ltd	Live at Cheers Bar, Sydney	A regular program of family-friendly comedy and performance nights.	\$10,000	Funding to go towards the comedy activities
Lpr Promotions Pty Ltd	Late Night Dining and Live Music at Foundry 616, Ultimo	A late-night program of jazz and jazz-fusion music on Fridays, featuring a diverse range of artists, complemented by late dining options.	\$15,000	Nil
Margaret Hargreaves trading as Shakespeare Hotel	Busker Sessions at the Shakespeare Hotel, Surry Hills	A weekly, community-based project to provide local buskers with paid performances every Sunday at the Shakespeare Hotel.	\$10,000	Applicant to work with Live Music Strategy Advisor
R Castillo & O Ronen	Bringing Coffee and Community Together at Di Bartoli Specialty Coffee, Rosebery	A program of evening courses on coffee appreciation, encouraging community members to network and learn about coffee.	\$9,000	Applicant to submit a revised budget  Applicant to work with Night Time City

Staved Pty Ltd	After Midnight at Staves Brewery, Glebe	A late-night music program extending performance hours after midnight to provide more opportunities for artists to play in an intimate craft brewery.	\$15,000	Nil
The trustee for Oxford Underground Unit Trust	OAF AFTER MIDNIGHT at Oxford Art Factory, Darlinghurst	Extension and expansion of a monthly series of music events held after midnight, following mainstage performances, to increase programming capacity and opportunities for local artists.	\$15,000	Nil
The Trustee for Potts Point Hotel Unit Trust	Boogie Mountain at Potts Point, Potts Point	Engagement of a creative agency to source and manage a live music program for a new venue 'Boogie Mountain' to attract new artists and audiences to the Kings Cross Precinct.	\$17,500	Funding to go towards programming activities

(C) Council approve the cash grant recommendations for 2018/19 under the Business Support Grants - Place and Industry Program listed as follows:

<b>Applicant</b>	<b>Project Name</b>	<b>Project Description</b>	<b>\$ Amount Recommended</b>	<b>VIK Recommended</b>	<b>Conditions</b>
Australian Fashion Chamber Ltd	Project 1 – AFC Business Development Workshop Series	A series of business development and networking workshops aimed at up-skilling local emerging fashion businesses, to ensure they can sustainably compete in the City of Sydney business precincts.	Year 1 only - \$26,990	Nil	Applicant to provide revised budget

CBD Sydney Chamber Of Commerce Limited	Project 1 - Maintain and grow business education by supporting three (3) events	The delivery of three business education events throughout the year to upskill up to 60 participants and offer networking opportunities for CBD businesses.	\$11,850	Nil	Nil
	Project 2 - Purchase 2,500 business database contacts in order to promote the Chamber to more CBD SME's	A database expansion project to engage with and connect more CBD businesses, by purchasing a list of 2,500 CBD-based enterprise contacts.	\$7,000	Nil	Nil
	Project 3 - Develop social media content to increase awareness of local businesses offerings within the CBD precincts	A communications project to increase social media engagement to enhance awareness of Sydney CBD businesses and business opportunities.	\$14,910	Nil	Nil
Darlinghurst Business Partnership Incorporated	Project 1 - NOTS - Footfall Impact Tracking Technology	A technological investment project to identify footfall patterns through Darlinghurst, to quantify responses to campaigns, expose seasonal risk and identify opportunities for businesses, stakeholders and members.	\$19,750	Nil	Nil
	Project 2 - #DoDarlo - collaborative cluster initiatives	A series of professional development and networking workshops to provide a platform for business collaboration and activations across	Year 1 only - \$15,000		Applicant to provide a revised project plan

		Darlinghurst.			
	Project 3 - VESPA - East Sydney Destination Marketing	The execution of a collaborative marketing strategy promoting local businesses and talent to increase tourism and visitors to the Darlinghurst, Surry Hills and Potts Point areas.	\$20,000	Nil	Nil
Glebe Chamber Of Commerce Incorporated	Project 1 – The Glebe Skills Marketplace	A series of events, running over two years, focusing on sharing existing talent and skills from businesses in Glebe with the wider community and new business owners.	Year 1 only - \$10,000	Nil	Nil
	Project 2 - Professional Business Needs Analysis & Strategy Development	A data collection and analysis project to enable the chamber to further engage with and understand the needs of local businesses in the Glebe area.	\$20,000	Nil	Nil
	Project 3 – Glebe Tasting Treks	Increasing awareness, business and partnerships by working with local restaurants to produce three dining events, where participants are guided to nearby venues for different courses of the meal in Glebe.	\$10,000	Nil	Nil
Newtown Precinct Business Association Incorporated	Project 1 - Newtown Precinct Stories	A project to identify stories about local businesses to share on social media and through digital channels, to promote Newtown's businesses to the	Year 1 - \$20,000 Year 2 - \$20,000	Nil	Applicant to work with City Business on before and after surveys  Year 2

		wider community.			conditional on survey outcomes
	Project 2 - Newtown Precinct Advocacy	The expansion of an advocacy project to provide a voice and support for the local business community in Newtown.	Year 1 only - \$10,000	Nil	Applicant to supply a project plan identifying the specific issue affecting business and the advocacy campaign strategy  Applicant to submit a detailed budget and timeline
	Project 3 - Newtown Precinct Retailers program	A business development program offering professional mentors to provide local retailers with tools to support the financial sustainability of their business.	Year 1 - \$10,000 Year 2 - \$10,000	Nil	Applicant to confirm alternate funding sources  Year 2 conditional on survey outcomes
Potts Point Partnership Incorporated	Project 1 - VESPA: Eastside Sydney	The development of a marketing campaign promoting local, independent businesses to increase tourism and visitors to the Darlinghurst, Surry Hills and Potts Point and Woolloomooloo areas.	\$24,000	Nil	Nil
	Project 2 - Networking and Engagement with Local Business	A series of networking events encouraging local businesses to connect, and a monthly newsletter to share business news, events and City of	\$4,500	Nil	Nil

		Sydney information with the local business community.			
Pymont - Ultimo Chamber Of Commerce And Industry Inc	Project 1 - Pymont Bay Park Market Activation Program	The development and delivery of monthly markets to showcase a range of local produce, arts and food to the wider community, held in Pymont Bay Park.	\$12,000	Nil	Applicant to provide new budget
	Project 2 - Sydney Concierge Guide To Pymont Ultimo	A promotional project to attract more visitors to Pymont and Ultimo precincts through the creation of walking tours and the development and distribution of printed maps highlighting key sights and attractions.	\$12,000	Nil	Applicant to confirm distribution strategy including outlet, numbers  Applicant to work with City Business Team regarding role of distribution partners
	Project 3 - Business To Business Communication Program	A communications project to hold quarterly networking events and produce a monthly newsletter to engage and connect local businesses in the Pymont and Ultimo areas.	\$12,000	Nil	Nil
South Sydney Business Chamber Inc	Project 3 - South Sydney Business Advocacy	A data collection and strategic engagement project to build knowledge of and support new and existing local businesses in Redfern, Green Square and City South areas.	Year 1 only - \$15,000	Nil	Nil



The Surry Hills Creative Precinct Incorporated	Project 1 - SHCP Sessions - networking and skills	A project to expand 'Surry Hills Salon' business networking events by delivering a range of business skills workshops to members, local companies and future business owners in Surry Hills.	Year 1 only - \$20,000	Nil	Nil
	Project 2 – VESPA: Content Creation Project	The continuation of a coordinated promotional strategy and marketing campaign promoting local, independent businesses in the Surry Hills, Darlinghurst and Potts Point areas to increase tourism.	\$10,000	Nil	Nil
	Project 3 - Data Acquisition	A data collection and analysis project to enable further engagement and understanding of local businesses in the Surry Hills area.	\$10,000	Nil	Nil
Walsh Bay Precinct Partnership Inc	Project 1 - Networking Events	A series of networking events for businesses to increase engagement and collaboration opportunities in the Walsh Bay area.	\$10,000	Nil	Nil
	Project 2 – Communications	A communications project to maintain a website, increase social media engagement and produce a bi-monthly newsletter to share news from the City and wider Sydney areas.	\$10,000	Nil	Nil
	Project 3 - Destination	A marketing project to increase awareness and footfall to the Walsh	\$20,000	Nil	Nil

	Marketing	Bay area, through the development of food trails and media tours.			
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- (C) Council note that all grant amounts are exclusive of GST and all value-in-kind offered is subject to availability; and
- (D) authority be delegated to the Chief Executive Officer to negotiate, execute and administer agreements with any organisation approved for a grant or sponsorship under terms consistent with this resolution and the Grants and Sponsorship Policy.

Carried unanimously.

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