

CYGNET FOLK FESTIVAL
TREASURER'S REPORT - FYE FEBRUARY 28, 2017
ANNUAL GENERAL MEETING April 10th, 2017

Audit

A new bookkeeper, Christine Chiavassa, and accounting firm, 4Business, have been engaged for the festival and an annual Association Report has been produced. The Association Report and final Audit report has been made public via our website.

Income & Expenditure

- The final result was a surplus of \$4,413 compared with a surplus of \$15,248 last year.
- Ticket sales were \$261,577 against last year's sales of \$214,554.
- Donations received were \$2629 versus \$1,705 last year.
- Grants received were \$4,820 versus \$2,880 last year.
- Sponsorship income was \$12,766 versus 4,555 last year. Huon Valley Community Bank Bank decided to renew their sponsorship of the festival with an annual donation of \$5000.

Expense items of note are:

- Artists fees have remained very constant over the last few years of around \$85,000. This year artists' fees totaled 87,835 (less grants of 4,820)
- The cost of sound production increased from 28,445 in 2016 to 36,858 this year.
- An investment of around 10,000 was made to increase the environmental sustainability of the festival by investing in bulk purchases of branded, re-useable keepcups, drink bottles and cider cups.
- Site costs have increased from 15,872 to 20,974 this year.
- Marketing and printing costs increased from 10,064 last year to 28,222 this year. A substantial investment was spent on improved signage for the festival site and for road signs.
- Insurance costs increased to 8,033 (insurance was not recorded as a separate item in last years statement). This included a new event cancellation insurance.
- Following legal advice, the positions of the festival manager and the artistic director were changed from contractors to employees. The weekly hours for the festival manager was increased by 2 hours from 16 to 18 hours. The artistic director was engaged to work a minimum of 16 hours per week. The total employee expense was 49,621.

The Cygnet Folk Festival is still relying almost exclusively on ticket sales. The incoming committee needs to give some attention to secure further sponsorship and grants. Grants are likely to be associated with special events such as the Welcome ceremony or other special events.

The position of Artistic director was created in recognition of the substantial amount of work this position entails. The position of Artistic Director is to be appointed by the committee for a certain period and be remunerated in line with the terms and conditions of the Festival Manager. The Cygnet Folk Festival has come of age, it has matured and the operation has been professionalised. The festival is financially secure and with good fiscal management, the festival can and should include the ongoing, professional services of the Festival Coordinator and the Artistic Director based on two part-time employed positions.

The Cygnet Folk Festival is still a very affordable festival and ticket prices are comparable, or cheaper, to similar festivals: apart from any required minor adjustment, it is unlikely the new committee need increase ticket prices for the 2018 festival.

Assets & Liabilities

- Total net assets are \$146,005 compared to \$141,592 last year.
- The total capital reserve is 146,005, against 141,592 last year.

CFF Financial Position

The CFF is therefore in a very strong financial position and there are no foreseeable threats or danger to the ongoing success and viability of the festival.



Michael Thomsen, Treasurer