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SELECTED WORKS:

The Theatre Works' **SELECTED WORKS PROGRAM** offers selected companies the opportunity to mount a full season at Theatre Works with significantly reduced upfront costs and a modest contribution to creative fees. Each year, proposals are invited by direct approach to companies in the sector and through public advertisements on the Theatre Works website, Theatre Works facebook page, Arts Hub and other avenues.

THEATRE WORKS PROVIDES THE FOLLOWING UPFRONT ASSISTANCE TO SELECTED COMPANIES;

- The use of the **venue and its equipment** [as found in the Hirer's Kit] for up to three weeks at no cost to the SELECTED WORKS recipient. [valued at approx \$9,500.00 +GST]
- In 2013 Theatre Works will be providing up to \$3000.00 per project to be used towards Creative Fees. Only projects which are new work are eligible to receive contribution to artist fees.
- **A professional publicist.**
[Valued up to \$5000.00 +GST]
- Up to **60 hours of Front of house staff.**
[Valued at approx \$1900.00 +GST]
- Up to **20 hours of supervising technical staff** [bump-in and bump-out].
[valued at approx \$640.00 +GST]
- **Marketing assistance** at no cost to the SELECTED WORKS recipient – including inclusion on our website, E-Bulletins, a number of online events listings including ArtsHub, facebook [Theatre Works page], Theatrealive, 247, Monthly Age Magazine [when possible], co-ordination of media/VIP and industry invites
- Inclusion in the 2012 **Theatre Works Season Brochure**
- **Full ticketing services** through our SABO ticketing system including online, phone and box office bookings.
- Some Administrative, Creative and Producing support [on a case by case basis- depending on the needs of the company]
- Opening Night catering and drinks [Supplied by Claypots and Vinaceous Wines]

Theatre Works commits to sharing the financial risk with the company. Upfront Venue hire costs are deferred through a very generous box office split [35% (plus GST) Theatre Works / 65% SELECTED WORKS Company] to an agreed Cost Recovery Cap¹ after which time; the successful company receives 100% of the Box Office income. When revenue targets are not met, the balance is borne by Theatre Works, effectively underwriting the season. The program of support is valued at approximately \$25,000.00 per season including direct subsidy and revenue foregone.

COMPANIES ARE RESPONSIBLE FOR THE FOLLOWING;

- Production costs, e.g. Set, lighting, costume, distributables e.g. Season flyers/posters/programs etc, travel, freight, accommodation etc.
- Company wages or fees.

¹¹¹ The Cost Recovery Cap for 2013, based on cost forecasts, offset by any available sponsorship or other sources of subsidy is \$10,000 (plus GST) Theatre Works reserves the right to vary the number of companies selected and to amend or withdraw its offer at its discretion.

- Staff other than our Theatre Works Front of house and technical staff mentioned above.
- You will need to provide your own artistic and creative teams as well as ushers.
- Public Liability cover.
- Publicity material including high res images suitable for print media.

3. SELECTION CRITERIA

The Selection Panel ranks applications on artistic merit and delivery capacity. It looks for evidence of;

ARTISTIC MERIT:

- Clear creative vision
- Sound rationale for project choice
- Originality/innovation of proposed work
- Originality/innovation of proposed approach
- Creative use of Theatre Works' performance space
(Why Theatre Works is an appropriate venue for your project)
- How your project fits within Theatre Works' artistic vision.
- How your time at Theatre Works will advance your company's artistic development.
- Examples of previous work and its critical reception.

DELIVERY CAPACITY:

- Project/Production organisation and planning.
- Partnership strategies.
- Company / Ensemble production history, audience and financial outcomes.
- Quality/reputation of creative, technical and production personnel
- Capacity to cooperate with Theatre Works' staff to achieve project aims

FUTURE PLANNING:

- Direction you see the company heading in the next few years.
- How do you see your future relationship with Theatre Works?

4. SUMMARY OF SELECTION PROCESS.

THE SELECTION PANEL:

Companies are selected for support on the advice of a panel consisting of;

- Theatre Works' Creative Producer
- Theatre Works' General Manager
- Invited industry representatives including members of Theatre Works' Board of Directors - Artistic Subcommittee

Please note: Where a conflict of interest exists between a panel member and a submitted application, the panel member will be asked to step down for the duration of the selection round. If you know your application includes a panel member, please make sure you notify them about your intention to apply prior to the selection process.

THE PROCESS:

STAGE 1 – Written Proposal.

Written Proposals are shortlisted by the panel based on merit according to the selection criteria. Please see '*SELECTED WORKS - Submission Form 2012*' downloadable of the website.

Cover page

Project Rationale

A Project Timeline

Brief Production/Technical summary

Company Biographies

Budget.

Script

DVD footage of previous work or developments of project outlined in proposal

Please note: applications must be submitted in the format provided.

DVD footage must be sent with the hardcopy submission.

STAGE 2 – Presentation [upon invitation]

Successful shortlisted applicants may be invited to present a verbal presentation to the panel further detailing their proposal. Shortlisted applicants can be expected to outline in more detail their project, timeline and discuss their marketing and audience development strategies highlighting key target markets.

STAGE 3 – Final negotiations and offers made.

The Creative Producer holds detailed discussions with short-listed companies to determine performance readiness, the best use of Theatre Works' available timeslots and resources, and program balance. Conditional offers are then made. Further discussions may result in offers being withdrawn or amended, including postponement of seasons until resources can be obtained or other conditions met. Companies may be offered other deals or places in the ***IN THE WORKS*** stream, at Theatre Works' discretion. Theatre Works aims to build trust and establish relationships: it undertakes not to withhold information or mislead potential industry partners, making this process and the reasoning behind any such decisions as transparent as possible. Offers are finalised on negotiation and signing of contracts.

For programming Feb to Dec 2013:

- *April 11 2012:* Call for Selected Works Program submissions.
- *May 4 2012:* Applications close
- *May 17 2012:* Shortlisted Interviews

6. OTHER USEFUL INFORMATION.

- Theatre Works seating capacity is 144 audience plus 2 ushers [to be provided by the successful company].
- A SELECTED WORKS season is usually bumps in on a Monday – previewing Wednesday, Opening on the Thursday. The length of season can be discussed at interview but we encourage applicants to consider a 2 or 3 week season. However if you believe your project is best suited to a shorter season or even a one off event please include the rationale behind this in your proposal. Please keep in mind FOH hours above the 60 included (for a 3 week season) in the program need to be covered by the successful company.
- A FOH shift is a minimum of three hours. Usually, a one hour show can be contained within a minimum 3 hours FOH shift. Theatre Works FOH staff start their shift an hour before the show start time and finish when the last of the General public have left the building. Performances with over 50 pre-booked tickets require a second Theatre Works FOH staff member to be rostered.
- Ticket prices are set in collaboration with Theatre Works. 2011 tickets prices were set at \$25.00 Full price / \$15.00 Concession / \$10.00 School / \$10.00 Grp 10+, Preview, Tuesday [plus booking fee]. Ticket prices for Selected Works will be increased in the 2012 season.

For any further information please email Daniel Clarke, Creative Producer, on cp@theatreworks.org.au