



OPPORTUNITY DEVELOPMENT GRANTS PROGRAM

WHAT IS THE OPPORTUNITY DEVELOPMENT GRANTS PROGRAM?

This program provides small grants to support musicians and their managers to engage in showcase and touring opportunities within Australia for the purpose of capitalising on export, networking and professional development opportunities. This includes attendance and performance at music conferences, showcases, tours and other professional development events within Australia.

Overseas markets have been identified as an area critical to the growth of the Australian contemporary music industry. The primary purpose of this funding program is to provide funding for musicians and their managers to help them capitalise on opportunities that will prepare them for export and further professional development.

While the grant focuses on opportunities that lead to export or professional development opportunities, please note that **this grant does not support international travel or events**. All activities must be presented domestically.

The MusicNSW Opportunity Development Grants Program is funded by the NSW Government through Create NSW. Applicants will be contacted by MusicNSW with the outcome of their applications. Funding outcomes may also be announced by the Minister for the Arts or local Members of Parliament.

Note: Recipients of Opportunity Development Grants are ineligible to apply for Create NSW funding for the same project.

OPENING AND CLOSING DATES:

There are two Opportunity Development Grant funding rounds in 2017:

OPENING DATE	Possible activities*	CLOSING DATE	ANNOUNCEMENT
Round 1 June 26, 2017	Bigsound, tour support slots etc.	August 4, 2017	Late August 2017
Round 2 August 14, 2017	Electronic Music Conference, tour supports etc.	October 6, 2017	Mid November 2017

***Note: This is not an exhaustive list of eligible activities. Refer to the Eligible Activities section below and talk to MusicNSW staff to discuss other opportunities you may wish to apply for.**

WHO IS ELIGIBLE TO APPLY FOR THIS FUNDING?

Applications will be accepted from musicians and artist managers who have been primarily resident in NSW for at least 12 months prior to the closing date. All applicants must be Australian citizens or have permanent residency status in Australia.

Note: Any outstanding MusicNSW and Create NSW grants must be fully acquitted for applications to be considered.



Create NSW
Arts, Screen & Culture

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HOW MUCH FUNDING CAN I APPLY FOR?

You can apply for up to \$850 (excluding GST) for each person included in the application (band members and one manager) up to a maximum request of \$5,500.

USE OF FUNDING:

Funding is available to support attendance at and participation in national music industry events that promote Australian contemporary music to international and national producers, presenters and music industry professionals. Funding is also available to support artists offered a development opportunity, such as a major tour support slot or unique performance opportunity.

Funding is provided with the aim of assisting musicians and their managers to develop the business and networking skills required to operate at an international level.

Eligible Activities

Funding will be provided to support attendance at key national music industry conferences, touring opportunities, trade fairs and showcasing music festivals with the objective of developing connections and networks with international markets prior to touring and presenting beyond State and national borders.

Eligible activities include attending and participating in showcases, major tour support slots, networking events, industry forums, workshops and other professional development activities.

Eligible Costs

Eligible costs include travel, accommodation, conference registration, per diems and other associated travel costs such as travel insurance.

Funding Terms

Round 1 Projects must be delivered between 28 August 2017 – 26 February 2018

Round 2 Projects must be delivered between 20 November 2017 – 25 June 2018

Restrictions on the use of funding

PLEASE NOTE: Funding cannot be used to cover publicity or promotion costs, or to supplement performance fees or management fees.

Sound engineers, merchandise sellers, and other members of the touring party are not eligible for support through this funding program and should not be included as an expense item within the budget. Funding cannot be provided retrospectively (after the activity).

Funding can only be used for the purpose for which it is provided.

ASSESSMENT:

Applications will be assessed against the following criteria:

- Evidence of a well-developed plan or strategy identifying clear objectives for capitalising on the opportunity
- Quality of opportunity/activity being undertaken
- Career development and history
- Level of achievement locally including radio airplay and press exposure
- Quality of music/recordings
- Quality of marketing plan

It is important that your application clearly states how you will take advantage of the activity being applied for and how it will help build new networks and markets.



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WHO ASSESSES THE APPLICATIONS?

Applications are assessed by a panel consisting of music industry representatives and representatives from the MusicNSW Board.

All applications will be evaluated against the stated assessment criteria.

The assessment panel may request additional information from an applicant in order to assess an application.

All decisions will be final. Once a decision has been announced no further discussion will be entered into.

HOW TO APPLY:

To apply for funding you need to complete and submit an application form by following the links provided on the MusicNSW website. To apply, you must be registered with an Australian Business Number (ABN).

Applications are managed through Create NSW's secure online grants system – SmartyGrants. You must create a SmartyGrants account before you can proceed with your application.

You should save your application form on a regular basis and allow plenty of time to review your application before submission.

All MusicNSW application rounds close at 5pm (AEST/AEDT) on the specified closing date.

If you are unable to submit an application online for access reasons, please contact MusicNSW before 5pm on the closing date.

YOU MUST PROVIDE THE FOLLOWING IN YOUR APPLICATION:

You will need to provide the following information in your application:

- Full contact details - including all artist/management/label contact information, website address and fan site details (e.g. Facebook page etc).
- A street address for main the applicant, manager's office, or record label contact.
- Postal address (if different)
- Management profile – bio or CV.
- Biography, including photo, band history and touring/performance history for each person included in the application
- Press kit, including all industry/street press, and details on radio airplay
- Artistic plan or strategy identifying clear objectives for the international marketplace that are achievable and demonstrate a benefit to the applicant's artistic practice and a return on investment.
- Marketing plan

You will also be required to submit budget estimates for the project. The amount the artist is applying for must be clearly stated within the application and reflected in the budget.

Please do not submit if you cannot financially commit to take up this opportunity if your application is successful.

DISTRIBUTION OF GRANTS:

Payments of grants will occur following the return of a signed funding agreement and the receipt of a tax invoice for the grant amount (plus GST if registered for GST) from successful applicants.

ACQUITTAL OF GRANTS:

An acquittal is the process of evaluating and reporting on outcomes and expenditure of funds provided by MusicNSW.

Under the funding agreement, all funding recipients are required to provide MusicNSW with an acquittal for their project.

The acquittal is due 4 weeks from the completion date of the project. You are required to acquit against your original application.

Failure to submit an acquittal, or submission of an unsatisfactory report will render you ineligible to apply for further funding, and in instances where an acquittal shows that funding has not been used for the purpose specified in the original application, MusicNSW will seek the return of funds.