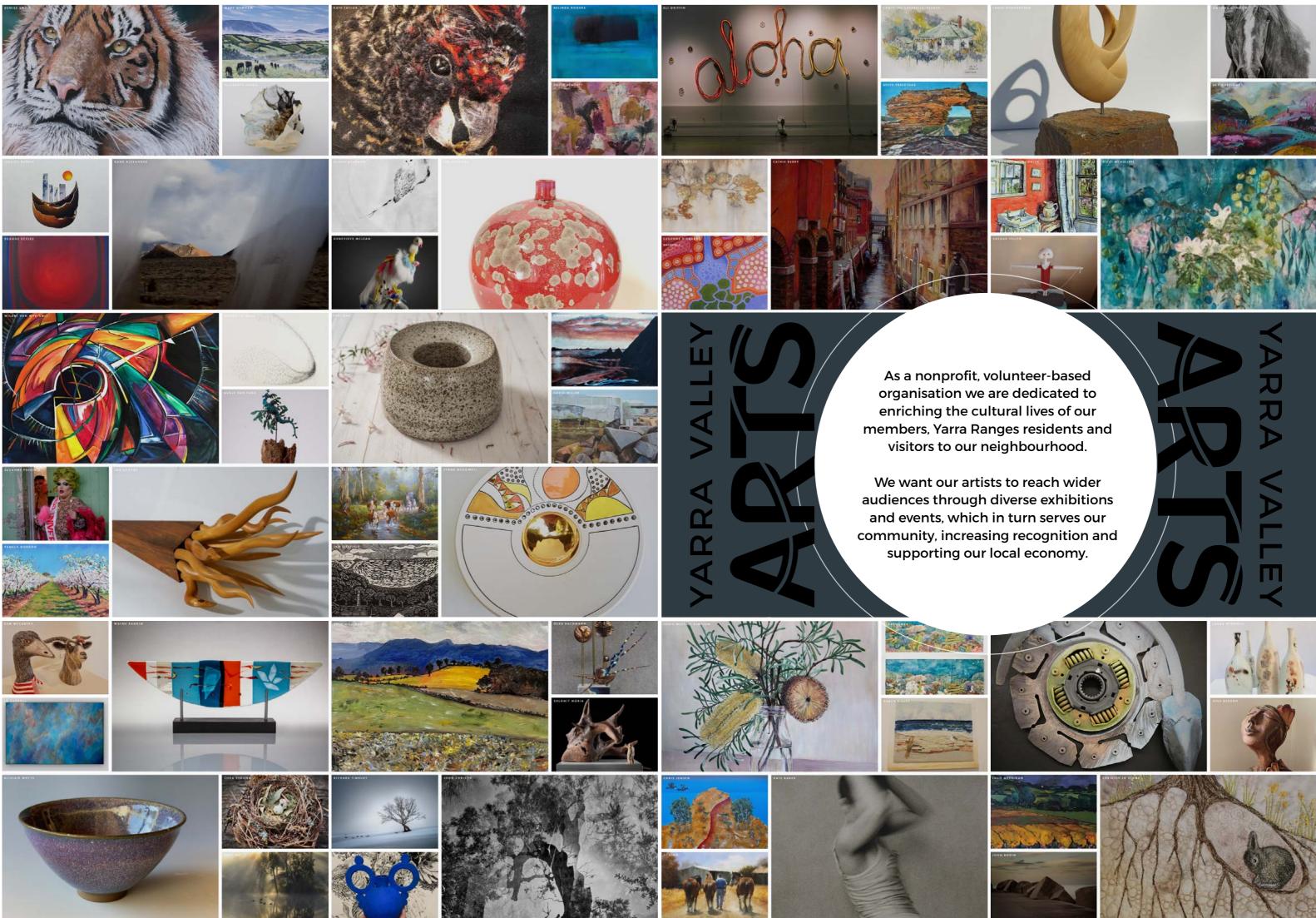


# Annual Report 2022

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YARRA VALLEY ARTS COUNCIL T/A YARRA VALLEY ARTS Incorporation registration no. A0028202A







# Supporters

We value all our many behind-the-scenes supporters

> Atir Barriers Balgownie Estate **Besen Foundation** Bird on a Wire Bunnings Buxton Trout Farm Canson Australia Chandon, Yarra Valley Cindy McLeish, MP Coldstream Hills Community Bank Healesville Cr Fiona McAllister **Creswick Woollen Mills** David Reddin DeBortoli Four Pillars Gin Gerwurzhaus Giant Steps Healesville Hotel Hoddles Creek Estate Ian Potter Museum of Art Innocent Bystander Jayden Ong Wines John Thomas Just Words Kitchen & Butcher Mac Forbes Wines Mandala Yarra Valley Margaret Lawrence Trust Melbourne Business School Nineteenine Films Oakridge Estate One Hour Out

Our Volunteers RACV Healesville Rae's at Balgownie **Ricci's Bikkies** Rob Dolan Wines **Rochford Wines** Sanctuary Precinct Silas Constructions Silvermist Studio St Hubert's Wines Star Mail Steels Gate Wines Tarrawarra Estate Tarrawarra Museum of Art The street traders of Healesville Tokar Estate Tony Smith MP Tourism Network Yarra Valley University of Melbourne Valley News Verso Books Watts River Brewery Wildeye Wine Yarra Valley Wonderment Walk Yarra Magazine Yarra Ranges Council Yarra Ranges Tourism Yarra Valley Cherries Yarra Valley Dairy Yarra Valley FM Yarra Valley Regional Food Group Yering Station

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Our current strategic plan was endorsed by the Board in February 2020 and highlights our commitment to the arts community within the Yarra Valley region.

vision & Strategy

Yarra Valley Arts Incorporated is a not-for-profit organisation dedicated to enhancing the cultural lives of those who live in, work, and visit the Yarra Valley.

We provide development, support, education and economic opportunities for local artists and the extended community ensuring that the Yarra Valley area is recognised as a vibrant arts, food, and wine destination.

Through a series of stakeholder consultations in late 2019 the Board identified five key strategies to guide our work:

Stakeholder engagement

YAVA Gallery & Arts Hub

Thought Leadership

To provide an arts focused voice and leadership in the region

Marketing and Communications

Yarra Valley Arts sustainability and viability

To maintain management and governance actions to ensure ongoing sustainability

These strategies define and support the work articulated by the Board and supported by the operational leadership and team.

Key to the success of YAVA has been the extensive and continued support provided by the Members and Volunteers.

To recognise the valuable contributions of all our key stakeholders - this includes: Members; Artists; Volunteers; Visitors; wider community and Partners

Provide a central presence for the community of artists, stakeholders, and visitors

All messaging will enable the local art community to grow and develop

# president's Report

We were relieved and excited to finally open the doors to our community post COVID lockdowns. Hard to remember that for the best part of two years we were only open for short periods of time in between the lockdowns; but during that time our Membership continued to grow, and we maintained our exhibition program, sometimes virtually.

Our Members and their engagement and success as artists is a major reason for the establishment of the YAVA Gallery and Arts Hub. It provides an opportunity for them to exhibit and sell their work and provides opportunity for art lovers, visitors and other community members to engage with art practice and to meet with artists. We continue to explore many and diverse ways to get art on the walls and off the floor and the success of Out and About, where we have works in other spaces in the region also provides further opportunity. Several artists have had work on display at Tolkar Estate, Steels Gate and De Bortoli and we envisage this expanding further. The success of the Fireside collaboration with Yarra Valley Wine in July saw 12 artists in 5 wineries over 3 weekends, a great way to promote our Member's work and establish the Yarra Valley as an important component of cultural tourism.

The ongoing philanthropic support from the Margaret Lawrence Bequest Trustees has enabled us to solidify our physical presence in Healesville and employ staff to provide appropriate leadership and guidance. We have been successful in gaining small grants from the Yarra Ranges Council to support our community focus work; our Youth Mentoring Project has been very successful with three of the mentees continuing their engagement with us to support our social media reach.

Our Curatorial Panel has taken a strong leadership approach to establishing and supporting our exhibition program and the proposed addition of an external advisor strengthens their professionalism.

It was exciting to once again have our Open Studios program held over three weekends in March. This event is an important component of the YVA calendar and encourages visitation to our region, and the opportunity for artists to engage directly with visitors and to sell their work.

The Yarra Valley Arts / Yering Station Sculpture Exhibition & Awards twenty-year exhibition was also held in February, this is the longest running sculptural event in Victoria and is testament to the vision and direction of the many people involved, we were captivated by the wonderful sculptures on display. This was complemented by the YAVA small sculptures exhibition at our Gallery.

The Board refreshed the strategic plan in early 2022 and established two sub-committees to help progress the objectives and to provide support to the staff. We also undertook a resource review in June with the purpose of identifying the current and future needs of the organisation to ensure viability and sustainability. As a consequence of this review, we recrafted the positions, realigned responsibilities and created new roles. We refocused our YAVA Director's position to be more outward focusing to develop and extend relationships and to create new partnerships and Kate Baker was appointed to this position. We value her expertise and creativity, and this realignment will enable the position to be more strategic. With the addition of a Gallery/Business Manager position we welcomed Vanessa Flynn to the organisation and Kimberley Hughes increased her time commitment and responsibilities as our Admin and Marketing Coordinator. Karen Meuleman was appointed into our new role as Artist Liaison and Engagement to round out the team. The Board committed extra resources to our staffing complement with the intent of building organisational capacity to support our growth objectives. The success of Yarra Valley Arts in the 2021/2022 period can be summed up by flexibility, dedication, innovation, and conviction.

Thanks go to many people – especially the staff at YAVA, the many volunteers who support the work we do in many ways and my fellow Board Members for their interest, dedication, and willingness to take on other roles. Our sponsors and donors are important to our success, and we appreciate their ongoing support; we keep adding logos to our sponsor and supporters wall in the corridor leading to the Margaret Lawrence Studio.

We require your continued support as we consolidate our position in the Yarra Valley and continue to support the food, wine, and arts community; there are many ways that you can become involved with us, so don't hesitate!

Denise Stevens PRESIDENT

# Board & Gouernance

At the 2021 AGM we were pleased to have 3 new Committee Members. The recent intention of the Board is to target the skill set required to balance out the current skills of our Board Members. Our aim is to have a representation of artists and general community members who have a strong business and community focus.

We meet bi-monthly from October to September and as the AGM was held in December, there is an overlap of representation from one period to the next.

| Name                | Position                                                      | Attendance |
|---------------------|---------------------------------------------------------------|------------|
| Denise Stevens      | President                                                     | 6/6        |
| David Miller        | Vice President                                                | 5/6        |
| Reggie Clark        | Secretary                                                     | 6/6        |
| Kate Kilsby         | Treasurer                                                     | 6/6        |
| Savaad Felich       | Ordinary committee                                            | 5/6        |
| Wilani van Wyk-Smit | Ordinary committee                                            | 6/6        |
| Suzanne Halliday    | Ordinary committee                                            | 6/6        |
| Ted Secombe         | Ordinary committee                                            | 4/5        |
| Helen Wood          | Ordinary committee                                            | 4/6        |
| Anne Flockhart      | ne Flockhart Ordinary committee – resigned April 22           |            |
| Sophie Rowatt       | Sophie Rowatt Ordinary Committee – appointed AGM Dec          |            |
| Serafina Munns      | Ordinary committee – appointed AGM Dec                        | 4/5        |
| Amanda Ruck         | Ordinary Committee –appointed AGM Dec<br>and resigned June 22 | 2/3        |
| Mary Newham         | Ordinary committee – resigned AGM Dec                         | 1/1        |
| Laura Windmill      | Ordinary committee – resigned AGM Dec                         | 1/1        |
| Di Francis          | Ordinary committee – resigned AGM Dec                         | 1/1        |
| Kate Baker          | CEO in attendance                                             | 6/6        |



From left to right: Ted Secombe, Kate Kilsby, David Miller, Suzanne Halliday, Denise Stevens, Savaad Felich, Helen Wood. Absent: Reggie Clark, Sophie Rowatt, Serafina Munns, Wilani van Wyk-Smit.

All Board Members were engaged in the various sub-committees or working groups throughout the year and their contributions support the operational activities of YAVA staff.

Our skills matrix identifies that Board Members have strengths in strategic planning, committee work, grant writing and art related activity. Areas of low skill engagement continue to include social media and marketing and financial literacy.

The Strategic Plan adopted in early 2020 was updated in early 2022 and provides the framework for our activity. At this time, we established two subcommittees - Community Engagement and Sustainability & Revenue - with the aim of progressing our strategic objectives and expanding our reach in the wider Yarra Valley community. We have other working groups reporting regularly to the Board including Open Studios, Yering Station Sculpture Exhibition, Volunteer Coordination, and our Workshop Program Coordinator.

We now have an external advisor to our Audit & Risk sub-committee, and he provides advice and assistance to the Chair and Treasurer as required. The Finances were independently reviewed and are attached to this Annual Report.

Board Members and Volunteers have provided support to the YAVA staff throughout the year to ensure that many operational tasks are completed. This includes preparation of the Gallery for exhibitions, workshop, and volunteer coordination, grant writing, coordination of our external events and other artistic pursuits. This support is extremely valuable and especially as our operation relies on many hours of volunteer activity.

My thanks to all Board Members and to all YAVA Members, Gallery Guides and Volunteers for the support provided.

# ceo's Report



October 2021 – September 2022

The fiscal year began with (what proved to be) the last lockdown of this nearly 2 year period of pandemic lockdowns. The year that followed was characterised by a gradual and progressive return to 'normal' (whatever that is now!) and navigating logistics to make that all possible. While there was a cautious and gradual return to visitation, a new sense of awareness and gratitude among community for the place of the arts in our lives has been notable and can be seen in the significant increase in artworks purchased from local artists despite uncertainty in the global political/economic/geopolitical situation.

Normally in the face of uncertainty the arts is the first place to suffer. This year our experience bucked that tendency. We did face several challenges during the return to reopening, perhaps the largest being challenges in rebuilding our volunteer base and developing new skillsets required to support the gallery. Some of our older volunteers were understandably reluctant to return too soon and we needed to source new volunteer gallery guides. During the pandemic YAVA was able to survive (and indeed thrive) by embracing technology and increasing our online offerings. During the year we also introduced a retail capability, so artists would be able to offer smaller artworks and prints for immediate sale. New skills and a greater need for confidence with technology also required more of our returning volunteer gallery guide base.

During FY2022 we were able to successfully host 11 exhibitions and 46 workshops (310 participants) at YAVA Gallery. We also partnered with Yarra Ranges Council to deliver a further 3 exhibitions and a series of activations and workshops in Arts Centre Warburton plus 1 exhibition at Memo Healesville.

During FY22 gallery manager Dakini Maddock worked with the newly established curatorial panel to deliver a strong program of exhibitions and was able to effectively engage a more diverse segment of the community through a series of 'activations' within each exhibition. These activities, whether simple drawing tables for children (especially during school holidays) or 'add to a mural on the wall' (YAE project Jan 2022) or 'add a bird to a murmuration' (Circling the Void) encouraged a sense of participation and enhanced the value of community. It is interesting to note some parents now regularly bring their children to see the latest exhibition and to even 'drop a coin' into the newly established donation box. Building a new generation of art lovers is indeed just one of the ways we are actively working to "enrich the lives of those who live in, work or visit the Yarra Valley.

### **Engaging Youth**

As a result of an idea initiated by 15 year old Yarra Ranges resident Inica Smit, YAVA hosted a Youth Art Exhibition and Awards at YAVA in partnership with Canson Australia. Seven Schools participated in this first exhibition. Congratulations and thanks to Inica for leading this important community engagement event.

Thanks to Yarra Ranges Council and funding for Reengaging Community post Covid, YAVA delivered a youth mentoring program for 18–25yr olds using arts management as the vehicle to support development of transferrable skills, practical gallery experience for CV and to provide income opportunities for those skills developed during the program. Six young people went through the program and during FY2022 all received employment opportunities aligned with interests and skills. We are grateful for the support of the many artist and business mentors who supported the program along the way. The letter attached here is an indication of the program's success and the value this program has for the community. We hope to find a way to continue this program in FY2023.

...for the last 9 months I've been given the opportunity to work at YAVA doing their social media.

This opportunity came my way after engaging in the youth mentorship program that ran through lockdown. I found myself in that program at a time when I felt very lost and hopeless about a career in the arts. I learned so much throughout those sessions and found hope in other professionals' stories and knowledge and was grateful to be surrounded by like minded people.

After the program was finished YAVA offered me a contract till September. My roles were creating content, managing the social media pages, interviewing artists about their work and process and creating events for workshops and exhibitions.

To have been given that opportunity was priceless for me. The longevity of it allowed me to actually build my skills over a period of time that allowed tuning to what works and doesn't, what's most effective on an audience on social media and allowed me to become a consistent presence on these pages growing our followings substantially.

Through the guidance and experience of many mentors at YAVA I was also able to gain an inside scope into upcoming grants and events and landed my first professional screening of my dance work through Burrinja Cultural Center and Yarra Ranges Council.

There is still so much to be learned in my role at YAVA, I feel like I've barely scratched the surface over the last months. I would love to be given the opportunity to continue my growth alongside such an amazing array of artists and passionate members of the community.

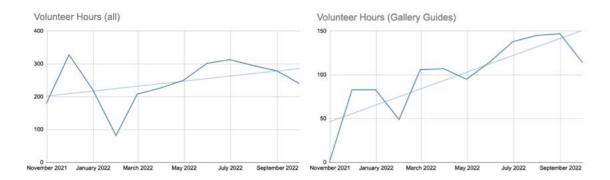


2021/22 Youth Participant



### Volunteers

Volunteers remain the lifeblood of Yarra Valley Arts and are critical in enabling YAVA to continue to function and grow. While the gallery guides are the most visible of our volunteers, there is a very committed and critical group of volunteers who provide a range of support.



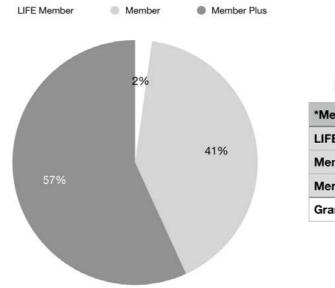
We are tremendously grateful for the many and varied valuable contributions to YAVA. The financial value of this support is significant (over \$122 000 in FY2022) and critical to our ability to deliver programs that effectively reach into our community. Some 2926 hours were given to Yarra Valley Arts during the fiscal year 2022.

### Notable:

On Average we need around 240 volunteer hours a month. Half these hours are gallery guides but there is another half with many and varied roles to play. There is a chance to make a difference within our community. Join us!!!

### Membership

Membership has remained stable overall including a relative growth in artist members (Member Plus) and a small drop in regular members. This is perhaps influenced by having had fewer and simpler opening events during pandemic lockdown periods. We do know our members love the openings but that the pandemic has impacted the number of people willing to attend potentially crowded public events. We are greatly encouraged by the community support retained despite so many closure periods.



We have continued to work hard to provide support and value for all members and to create meaningful opportunities for both artists and the broader community.

The success of our efforts to provide meaningful and effective economic opportunities for artists and to ensure interesting engaging exhibitions for community can be seen in our growth of Yarra Valley artist \$sales over the 3.5 years since YAVA began.

### Members end Sep 2022 Pivot

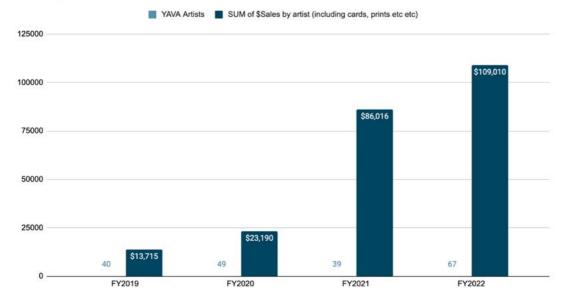
| Membership Type | *Member # (Unique) |
|-----------------|--------------------|
| FE Member       | 5                  |
| ember           | 93                 |
| ember Plus      | 129                |
| rand Total      | 227                |

This chart shows both Sales and the unique number of artists who have had artworks exhibited at YAVA &/or one of our Out & About locations &/or through our retail section at YAVA. We have substantially increased the opportunities for artists. We have also greatly improved the effectiveness of those opportunities for artists, doubling the % of artists realising sales from opportunities.

### Contributing factors:

- maturing our focus and delivery
- improved marketing
- increased professionalism among artists

### Sales of YAVA Artist works by YAVA fiscal year Shows unique # of artists who exhibited at YAVA or Out & About &/or had works available for retail sale at YAVA



### **Partnerships**

Partnerships remain an important focus - and in several ways have grown stronger.

The 20th anniversary of the Yarra Valley Arts / Yering Station Sculpture Exhibition & Awards, postponed from 2020 finally took place and we hosted an inaugural small sculpture exhibition 'Interior' at YAVA Gallery to coincide and partner with this event. This exhibition successfully extended our valued partnership with Yering Station, strengthening the reach of this longstanding and celebrated initiative. Finalists and other applicants for the YVA/Yering Sculpture Award were invited to participate in the exhibition and the final exhibition featured 8 Yarra Valley artists and a further 31 artists from across Australia.

Wine Yarra Valley has been partnering with us from day 1 of YAVA and in March 2022 we made that a lot more formal, putting ourselves up and out there with the wine industry, letting them know we are keen to partner on mutually beneficial events and activities. One of the first Wine Yarra Valley event we joined was Fireside in July, with 12 artists making art live in 5 wineries over 3 weekends across the Yarra Valley. We are actively working with our wine partners to explore interesting possibilities to embed art across the community.

### **Sponsorship and Support**

Once again, we are immensely grateful to the Margaret Lawrence Bequest and Perpetual Trustees for the major philanthropic funding which has allowed YAVA Gallery & Arts Hub to continue to establish itself with the Yarra Valley as a centre for the Arts. This funding, at this early stage in our evolution has been critical to helping us pay for building rental and the small number of staff we employ to manage delivery of our programs. We are also very grateful for the strong partnership with and support from Yarra Ranges Council, through the Partnership Program, Annual Grants Program and through regular direct contact to discuss how we can evolve and deepen the ways we connect and enrich cultural lives of those in our community.

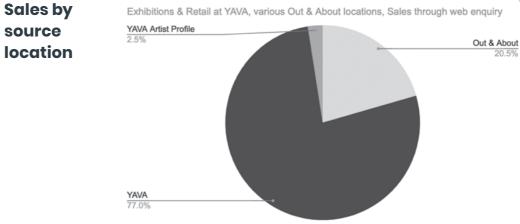
There are so many individuals, businesses and community organisations who support what we do. We are grateful for all our sponsors, supporters, donors, volunteers and community who have become a part of this YAVA Community. Thank you.

### **Current and emerging Focus**

"Further stabilise what we've created, sustainably expand, from a place of strength, deeper into the community"

### **YAVA Stats**

source



- April June and August were enhanced by hosting workshops by exhibiting artists and leveraging Out & About facilities.
- artists conducted short workshops during their exhibition, building interest in the exhibition and encouraging participation
- June Clair Bremner held workshops in our Out & About venue Arts Centre
- Warburton Clair also did a live painting demonstration
- August exhibiting artist Junko Azukawa held workshops during her exhibition - Junko also did a live Sumi-e painting demonstration in the gallery and participated in the Chado team ceremony event.

# YAVA **OUT & ABOUT**

## **Out & About**

Out & About is a concept we began to develop last year as a way of extending our reach across the valley and providing additional opportunities for our artists and new ways for community to engage with the arts. It has become one of the key ways we

rtists in the v

YAVA

OUT & ABOUT

have been able to really deepen partnerships and reach across the Yarra Valley. We actually created our first Curated Space at Tokar Estate's beautiful new cellar door just a few days before the major lockdowns began and so it was only this year we could fully get that program going. By the end of September we now have beautiful curated spaces established at both Tokar Estate and De Bortoli and we created a satellite exhibition at Steels Gate in September to accompany our exhibitions Landscape, which our audiences loved. Our very own little Yarra Valley Art & Wine Trail organically forming!

Yarra Ranges Council has always been an important partner and this year we further strengthened and extended ways of working together. Through the Out & About concept we partnered to deliver 3 exhibitions in the Yarra Ranges Council cultural centre, Arts Centre Warburton, during May-July 2022. This supported Council's intention to reactivate the space after the extensive lockdowns and further provided 3 artists unique opportunities to exhibit in Warburton.

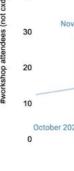
We consciously chose exhibitions with a high degree of community engagement and interactivity, ranging from Felicity Priest's artist in residence program including discussion groups, live painting and an operatic concert inspired by the artworks. Clair Bremner did a live painting demonstration and conducted workshops in the gallery space itself. Paul Stoney presented a photographic exhibition as his Master of Arts (Photography) submission accompanied by a series of panels with people living with disability encouraging Open Mind Conversations. This important activation was supported by Yarra Ranges Council Inclusion and local Ethne Pfeiffer generously organised the series of events.

Regional Arts Victoria has been a valuable partner through FY - meeting regularly to discuss progress and industry trends, I was invited during FY22 to share our experiences with other arts hubs across the state and work with this valuable organisation to help leverage learnings across Victoria to strengthen us all.

## Workshops

### Notable:

- April both exhibiting

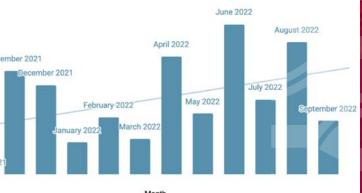


50

18

### #Workshop Attendees since Oct 2021

includes participants for workshops that went ahead (excludes cancelled or postponed places)

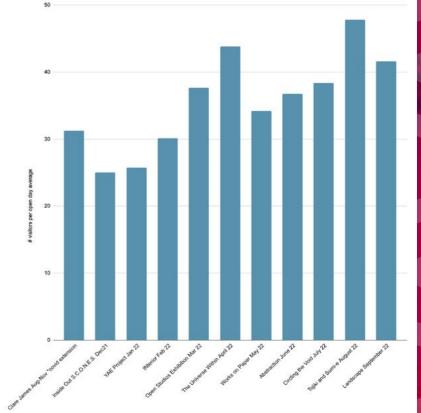


### **Gallery Visitation**

### ed days plus pa

### Notable:

- a gradual return in confidence and slow growth in visitation
- the Clare James exhibition had been extended from before lockdown and numbers in October were positively influenced by marketing through the three months prior

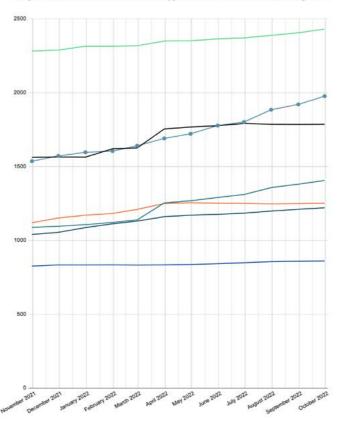


### Community Engagement **Channels**

### Notable:

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28% increase in YAVA Instagram Followers in FY2022



### Commissionable Sales

### Notable:

• 60% of artists who took advantage of the significantly expanded # of opportunities available (exhibitions + Out & About + Retail) received income from sales.

Commissionable Gallery Sales including Art Sales & Retail FY22

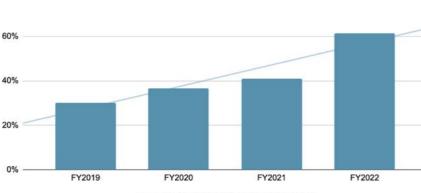
|                                        |       |                | \$Sales Revenue | \$Commission |
|----------------------------------------|-------|----------------|-----------------|--------------|
| Exhibition/Category                    | #     | \$ gross sales | paid to artist  | YAVA         |
| Current Exhibition Artworks            | 150   | \$87,589.00    | \$61,107.30     | \$26,481.70  |
| Current Exhibition Cards               | 125   | \$815.50       | \$570.85        | \$244.65     |
| Current Exhibition Prints              | 89    | \$11,460.00    | \$8,022.00      | \$3,438.00   |
| Current Exhibition Takeaway<br>Objects | 70.5  | \$5,058.00     | \$3,540.60      | \$1,517.40   |
| Incoming Enquiry                       | 3     | \$2,095.00     | \$1,466.50      | \$628.50     |
| Prior Exhibition Artworks              | 1     | \$1,100.00     | \$770.00        | \$330.00     |
| Retail Books and CDs                   | 117   | \$2,005.91     | \$609.64        | \$1,396.27   |
| Retail Cards                           | 116   | \$693.00       | \$485.10        | \$207.90     |
| Retail Objects                         | 71.25 | \$4,317.90     | \$3,022.53      | \$1,295.37   |
| Retail Prints                          | 21    | \$3,100.00     | \$2,170.00      | \$930.00     |
| Grand Total                            | 763.7 | \$118,234.31   | \$81,764.52     | \$36,469.79  |

Despite underwhelming visitation growth, our sales trajectory has been increasing, an indicator of community engagement with the arts.

### % Artists who realised sales

80%

Of those artists who participated in exhibitions or retail during Oct2021-Sep2022



Gallery Visitation per Gallery Open Day (since Oct 2021 FY2022)

Exhibition t

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# Exhibitions & Retail Report

Emerging from lockdown, we delivered a strong program covering a diverse range of artists, artworks and ideas in the gallery. Our programming has extended beyond the traditional four white walls to include off-site exhibitions, more installation and sculptural pieces, artist talks, events and activities for visitors.

### October to November - Hideaway

Hideaway embodied the knowing of the forest as both balm and treasure. The artworks conveyed Clare James' relationship with the forest as a sanctuary, a place that holds her, us, and all of the wild things within its complex and miraculous ecology.

### December - Inside Out

13 Yarra Valley artists (S.C.O.N.E.S) explored the personal spaces that have comforted and nurtured them in recent times of crisis as both balm and treasure.

### **January - Youth Art Exhibition**

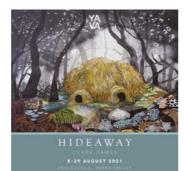
This exhibition gave students from local schools the opportunity to create something uniquely their own and share this with the broader community. The idea came from 15 year old and was generously supported by Canson Australia.

### **February - INterior**

This exhibition accompanied the 20th anniversary of the Yarra Valley - Yering Station Sculpture Exhibition & Awards. It included many of our artists as well as professional sculptors from across Australia.

### March - Open Studios

This exhibition cemented YAVA as the gateway to local artists in the Yarra Valley. We began with much success replacing artworks sold to far away buyers mid exhibition, increasing exhibition revenue.











### **April - The Universe Within**

Amanda Ruck and Jessica Harris explored the interior universe; the landscape within examined; windows into emotions. We launched our print rack this month, with prints from this exhibition a strong seller. We accompanied this exhibition with guided meditation sessions.

### May - Works on Paper & Print

Works on Paper & Print presented 14 Yarra Valley Artists' original artworks, using paper as the main component; featuring printmakers, photographers and painters. With accompanying range of limited edition prints.

### June - Abstraction

YAVA presented 13 Yarra Valley Artists working in 2 & 3D who explored themes around abstract art with paint, photography, clay, and glass.

### July - Circling the Void

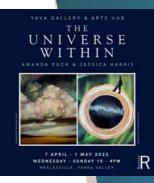
When all that is left is love. Two artists; Sally Miller who passed away from a degenerative disease and Bronwyn Ward who explored the taboo of death and feelings of loss from those left behind.

### August - Tojiki & Sumi-e

Alistair Whyte and Junko Azukawa brought Japanese culture into the gallery. Tea-ware and ceramics related to traditional tea ceremonies surrounded by Sumi-e ink paintings. Ritsuko Greenwood from Chado Urasenke Tankokai Melbourne Association performed a traditional tea ceremony and Junko performed a live demonstration of Sumi-e ink painting. This was our biggest exhibition yet, by both sales and visitor numbers.

### September - Landscape

15 Yarra Valley artists explored landscapes. We brought artists into the gallery for live painting, allowing visitors to watch landscape art in progress at the same time.







### YAVA

Circling the Void







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Exhibitions & Retail Report

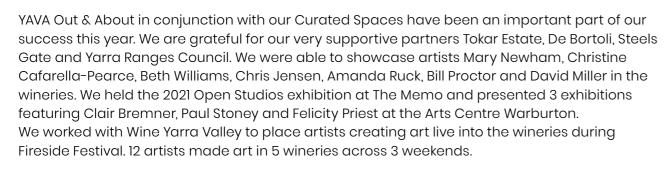
## Retail

With the launch of the print rack into the gallery we expanded to include a range of takeaway objects including jewellery, books, small sculptural pieces, cards, ceramics and glassware. Rotating artists quarterly, exhibition artists have taken the opportunity as well to accompany their larger works with something small for visitors to take home immediately.

### Increasing engagement

We continued to endeavour to bring more people up the stairs into the gallery space by finding ways to engage with people at the street level. We added a children's table with activities with exhibition themes during school holidays, music into the staircase and catchy messages on the sandwich boards. With moving imagery on the street level tv now, we are able to display more of our activities to those passing by. Elements within exhibitions were introduced to helped make each exhibition an 'experience'.





Artists with works represented in exhibitions and/or retail through YAVA and Out & About:

Agnes Szetey Alistair Whyte Amanda Ruck Antonia Green Asha Innes Beth Williams **Bev Hardidge Bill Proctor** Bronwyn Ward Cathie Berry Cecilia Sharpley Chris Jensen Christen Jo Stone Christine Cafarella-Pearce Claire Bremner Clare James Claude Ciccone David Miller Deanne Eccles **Denise Smith** Di King Elizabeth Haigh Felicity Priest Gerd Bachmann Graeme Hardidge lan George Jan Liesfield Jena Bedson Jenny Davis Jenny Reddin Jerry Osadczuk Jess Rae Jessica Harris Jo Carroll John Bodin John Christie

Julie Merrigan Junko Azukawa Kane Alexander Kate Baker Kate Taylor Khoi Bui Laura Windmill Lee Herath Lucy Hawkins Lynne McDowell Mary Newham Michelle Payne Mim Kocher Pamela Gordon Paul X Stoney Peter Sank Rachael Rose Richard Timbury Robyn Henchel **Ryan Tews** Sam McCarthy Sarah Coffev Sarah Stewart Savaad Felich Sean Paris Shlomit Moria Steve Freestone Tania Chanter Ted Secombe Wayne Rankin Ying Tang Zora Verona

- Margaret McLoughlin
- Susanne Richards
- Wilani Van Wyk-Smit

# committee Reports

## **Community Engagement** Committee

This is the inaugural report for the Community Engagement Committee. After being established early this year following the strategic planning process, committee members considered the priorities contained within the strategic plan along with additional initiatives to increase engagement with members and ensure everyone feels they have a meaningful connection to the organisation. Upcoming initiatives will include regular social events and opportunities to come together.

Planning is currently underway to also increase business to business relationships across the Yarra Valley and within Healesville. Our goal will be to increase awareness, referral and engagement with YAVA amongst other business and destinations along with enhancing visitor experience to our region. Promoting art as an essential part of our community will be central to our community engagement approach.

Thanks to our committee members - Helen Wood, Suzanne Halliday, Serafina Munns and Wilani van Wyk-Smit for their work on the committee so far - we are looking forward to engaging with members more in the coming months and collectively growing YAVA's reputation and presence in our region and beyond.

# **Revenue and Sustainability** Committee

The Revenue and Sustainability Committee was established to identify and complete the work required to further the strategic objectives of YAVA. Our main focus is to develop a sustainability framework for YAVA that will deliver financial security for the future. Our initial activity involved reviewing the current state of our finances and providing a report to the Board on a future outlook that includes diversifying our revenue stream.

The establishment of the YAVA Gallery and Arts Hub as a presence in Healesville was made possible because of funding from the Margaret Lawrence Bequest but with no guarantee of ongoing funding the Board needs to consider other ways to ensure sustainability and future growth.

Thanks to committee members - Kate Kilsby, Ted Secombe, Denise Stevens and our external advisor, John Callahan, for their engagement to date. Our future activity will centre on establishing a financial framework and looking for other grant and funding opportunities.

# committee Reports

## **Curatorial Committee**

With the post COVID restrictions and protracted lockdown's in Victoria, YAVA has returned to a place where we were pre-pandemic, presenting unique exhibitions and opportunities for members. Although YAVA survived and performed quite well with exhibitions online it is indeed good news to welcome back artists and visitors to the gallery.

The curatorial panel is a decision making body, currently consisting of five members who meet circa fortnightly and steer YAVA's comprehensive arts program 12 months in advance. We ensure a well-balanced and coordinated program that offers value and impact to our members and visitors. We set workable parameters and develop topical and social themes to extend exhibition opportunities for member participation.

As a group we are also responsible for selecting artists for either solo or group exhibitions from submissions received and determine the artworks to be exhibited. Additionally we implement exhibition procedures and improvements and work cohesively with existing panels and key staff members across YAVA to deliver successful outcomes. The panel consists of Savaand Felich, David Miller, Ari Smith and Wilani van Wyk-Smit.

During the restructuring process for YAVA the curatorial panel undertook extra duties with the management and installation of exhibitions from the end of July. These included:

> Tojiki & Sumi-e: Alister Whyte with Junko Azukawa Landscape: Group exhibition Traces: Elizabeth Haigh, Laura Windmill, Jerry Osadczuk Sublime, Cause and Affect: Deanne Eccles

Over this time the curatorial panel has formed a strong working relationship and will assist the newly appointed Business/Gallery Manager, Vanessa Flynn, with the installation and logistics of future exhibitions.

In this regard I also wish to thank David Begovich for his technical and problem solving skills in the intracies of the installation.

Observation reveals that the strongest exhibitions in 2022 involved additional and supportive events to their exhibition framework, as for example a workshop with the artist, the artist being in the gallery or as in Alister Whyte's and Junko Azuka's case a highly successful tea ceremony and performance. For Sublime, Deanne Eccles has arranged a musical collaboration and movement workshop as an adjunct to her colourful expressive artworks.

On this note it is important to mention that a number of the 2023 exhibition themes have a link to current social commentary or established local community events.

- Youth exhibition: environmental & social issues
- Womens exhibition : International Women's Day •
- Writers festival
- Men's shed exhibition: Movember •
- Interior: Sculpture Exhibition in conjunction with the annual Yering Station ٠ Sculpture Exhibition & Awards

YAVA and the curatorial panel wish to acknowledge the inspiration and insights afforded to exhibitions in 2022 by Dakini Maddock. Dakini's curatorial flair is also evident in the 2023 program and we thank her for an enduring contribution.

With almost 200 members it is an enormous task to accommodate all member artists which is why the YAVA Out and About program is significant in providing further exhibition opportunities.

The next YAVA members meeting, scheduled for February 2023 furnishes members with the instance to meet with the curatorial panel and hear about the considered approach and rationale in setting the annual arts program and selection of artists. On this future occasion we welcome your questions and look forward to meeting you.

Savaad Felich Chair, Curatorial Panel

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# workshop program

YAVA works with artists and community to deliver an interesting and engaging workshops program for both artists and enthusiasts.

Many thanks to Elizabeth Nyssen for her continued support in coordinating this program.







from AU\$126.00 CONNECTING TO THE LAND WITH ARTIST

from AU\$81.00 SKETCHING WITH INK AND WATERCOLOUR



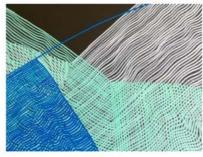


DOODLING YOUR WAY INTOLIFE

from AU\$60.00 BODY SENSE PERCEPTION WITH ABSTRACT



from AU\$144.00 INTUITIVE ABSTRACT PAINTING FOR BEGINNERS



★★★★ **4.5** (2 Reviews) REPETITIVE LINES & PATTERNS FOR RELAXATION



\*\*\*\* 5.0 EXPRESSIVE ABSTRACT ACRYLIC PAINTING



★★★★★ 5.0 (3 Reviews) COMBINING GELLI PLATE & LINO PRINTING



from AU\$81.00 INK AND WATERCOLOUR, ADVANCED



FOLLOWING THE WATER - using watercolour



NEEDLE FELTING 3D FIBRE LITTLE OWL (incl Kit \$35)



LOOSE LANDSCAPES IN ACRYLIC WITH CLAIR BREMNER

# vering Station Sculpture Awards

The Yarra Valley Arts/Yering Station Sculpture Exhibition & Awards 2020 took place in the autumn of 2022, with the Opening and Presentation of Awards held on Sunday 27 February, with the event running through to 26 April.

The Selection and Judging Panel selected 59 sculptures for the show at Yering Station, and as usual this involved both indoor and outdoor works. In addition, the inaugural Interior Sculpture Exhibition at YAVA, which was open to both successful and non-successful entrants to the Yering show, as well as to YAVA members, was rescheduled to coincide with the main event at Yering Station.

YAVA sponsored an award, and we were delighted that Sarah Coffey was the judge's choice.

### The overall winners:

| Yering Station<br>Sculpture Award       | Anton McMurray              | The cost of living            |
|-----------------------------------------|-----------------------------|-------------------------------|
| Arnold Bloch Leibler<br>Sculpture Award | Ben Fasham                  | Intrigue II                   |
| RACV Sculpture<br>Award                 | Julie Collins & Derek Johns | In the not too distant future |
| Yering Station Art<br>Gallery Award     | Lewis Wandin-Bursill        | Double headed dragon          |
| Winery Staff<br>Award                   | Aldo Bilotta                | Low hanging fruit             |
| YAVA Sculpture<br>Award                 | Sarah Coffey                | Remnant 1                     |



Organising an event of this size takes considerable time and effort and our thanks going to Dr Ewen Jarvis Exhibition Coordinator and Curator at Yering Station Art Gallery and to Savaad Felich and Di Francis in particular, ably supported by Kate Baker, Kate Kilsby, Dakini Maddock and Wilani van Wyk-Smit.

We look forward to the next exhibition and the continuation of this long standing partnership with Yering Station and other sponsors.











# open Studios



Open Studios is the highly anticipated event organised by Yarra Valley Arts since 2017 and drawing visitors from metro Melbourne and across the state. Supported by Community Funding from Yarra Ranges Council, participating artists benefit greatly from the program.

Artists open their private creative spaces, whether it's a purpose-built studio, the spare room, or their back lawn or porch and can demonstrate their techniques, sell artwork created during the year and promote their workshops or exhibitions. Despite the diversity of art now available online, nothing can compare to physically entering a working studio, smelling the paint, touching the raw materials, gaining an understanding of the time, effort and skill needed to create the artworks and most valuable of all, gaining a personal connection to the artist.

# Open Studios 2021

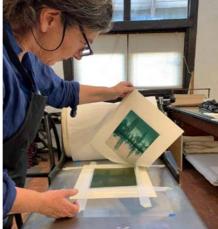
Several COVID lockdowns in 2021 meant the Open Studios planned for October had to be postponed until later in the year.

On 11 & 12 December 14 artists from across the Yarra Valley & Upper Yarra, ranging from potters, painters, fibre art, sculptors, and photographers, bravely welcomed visitors in accordance with COVID safe procedures.

As expected, visitor numbers were down on previous years, but all participants reported positive outcomes including good sales, genuine art lovers, workshop bookings and enquiries for future exhibitions or commissions.

The Group Exhibition of all 32 artists selected for Open Studios 2021 was held at the Memo Gallery in Healesville and resulted in several sales. The exhibition items were also available online at YAVA. org.au





# Open Studios 2022

Due to the unpredictability of COVID and possible future lockdowns we planned for an earlier Open Studios in Autumn, rather than waiting for Spring. The artists who applied for Open Studios 2021 were given the option of opening in Open Studios 2022 along with several new artists.

This resulted in 9 studios in the Yarra Valley opening on 19 & 20 March and 14 studios in the Upper Yarra area opened on 26 & 27 March. Both weekends saw beautiful warm sunny weather, and many more visitors out and about as people felt more confident living with COVID. Again, artists reported genuine art lovers, good sales, and enquiries regarding exhibitions, workshops, and commissions.

The Group Exhibition was held at YAVA which worked well as the start of the exploration of art, plan the weekends and see samples of each artist's work, again several sales resulted. A digital artist, new to Open Studios, set up his studio in the Margaret Lawrence Studio which resulted in many people being able to experience Open Studios 2022 without having to leave the building.



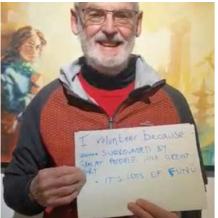
# our Volunteers

Our Gallery & Arts Hub is supported by a wonderful community of people who volunteer their time to keep our organisation operating. Members fulfil a wide range of roles and we love their energy, dedication and enthusiasm.

Volunteering at YAVA is a great way to contribute to your community, gain skills, learn new things and meet some interesting people.

Many thanks to Serafina Munns for her role as our Volunteer Co-Ordinator.







# A volunteering opportunity to be surrounded by art

### By Renee Wood

Gallery & Arts Hub

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Admiring artist's work at the YAVA art gallery in Healesville is quite an enjoyable past time, but it's also something highly embraced by volunteer gallery guides. The role provides support to the hub by being the first face to face contact in the gal-lery as volunteers invite visitors through the space and managing retail sales among other things. Lynn Baxter is one of the latest recruits

Lynn Baxter is one of the latest recruits and said a highlight has been attending the exhibit launch events.

"The artists speak about the art and what their process is and their thoughts behind why they're doing their art, so that's always interesting to find out," Ms Baxter said. Adele Begovich is another gallery guide who isn't an artist herself but loves being sur-

rounded by it.

"I've always been drawn to art - I love go-ing to art galleries and this is even better be-cause you get to talk to the artists and I do like it when they explain how they come up with ideas," Ms Begovich said. And by learning more from the artists on

show, this helps to build knowledge for con-versation starters with visitors who come by. Training and workshops are also provid-ed to each volunteer who joins the creative 'tribe'.

Retail manager Kimberley Hughes said gallery guides are paired together but they can also be joined by the artist themselves

during the shift. as a gallery guide as well during their exhibi-

14 MAIL | Tuesday, 14 June, 2022



Adele Begovich and Lynn Baxter are volunteer gallery guides at the YAVA Gallery in Healesville. 285086 Picture: RENEE WOOD

tions and so sometimes when you've teamed "Sometimes artists who exhibit do a shift up with one of the artist it makes a very interesting half a day, three and a half hour shift





- you get to have a one on one with an artist." Ms Hughes said.

Currently YAVA is on the lookout for more yava.org.au

volunteers to join their team, with the op-portunity open to anyone artists – hobby cre-atives – or art admirers.

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The experience would also benefit someone who's looking for work experience in the gallery space, which can be used on their resume for future work in the art space.

Gallery guide coordinator Serafina Munns, who's also a volunteer, said she always leaves the shift feeling energised and it is a wonder-ful opportunity to meet like-minded people.

"You don't have to be a member of YAVA to be to be a gallery guide with us - you can be a gallery guide without joining which certainly gives you a connection and it's very worth-while," Ms Munns said.

"I started volunteering and then joined as a member and then upgraded to an artist member so it's just one of the ways you can be involved and try it out in a way."

YAVA Ceo Kate Baker said the member based organisation has further opportunities to volunteer which may be through social media and various other projects.

"We're representing the community and enriching our community with art and so to make this possible, it only can work if we have people volunteering to help make it happen," Ms Baker said.

"We want people here to be able to share that it's a beautiful environment to be in but also you want them to be in a position where they can share about the artwork and talk about who is YAVA and how we run workshops."

For more information contact volunteer@

# Treasurer's Report

Yarra Valley Arts received the following financial support:

| <u>Margaret Lawrence Bequest</u> | \$120,000 |
|----------------------------------|-----------|
| <u>Yarra Ranges Council</u>      |           |
| Open Studios                     | \$10,000  |
| Youth Art Exhibition             | \$940     |
| Federal Government COVID Support | \$16,800  |

The Profit and Loss for 2022 shows an operating deficit of -\$145,378. It is fair to make some adjustment to this figure:

- 1. Grants for Yering Station Sculpture Exhibition were received in both 2019 and 2021 but due to COVID the events were postponed. In 2022 both years grants were used to host a larger than usual anniversary event.
- 2. The funding for the Youth Mentoring Program was recorded as income in 2021 but due to COVID the project was extended into 2022 and most expenditure was incurred in 2021/22 financial year.
- 3. In the past the MLB gift has been reported as income at the time it was received. In fact, the funding covers the end of one financial year and the start of the next due to the funding financial year ending June 30<sup>th</sup> and our financial year ending September 30th. Commencing this year, we are splitting the income and reporting the portion that will be used in the next financial year as Income in Advance in the balance sheet and the portion attributable to the current year as Income. This has resulted in an understatement of income for 2022 of \$90,000. This is unfortunate; however, it will make for better and more accurate reporting moving forward.

Please see table 1 for details of these figures.

Taking into account these factors a more accurate loss for 2022 would be -\$10,578, with a revised profit of \$80,326 for 2021. These are not the official figures as the figures for 2021 have been published. However, it does show that 2022 was a much better year than it appears at first look.

Throughout the 2022 financial year the Gallery and Arts Hub continued to show good growth in terms of art sales. Commission on art sales from exhibitions at the gallery was \$24,468. The new initiative of running a small retail space in the gallery, briefly trailed in 2021 but imbedded in 2022, earned \$3386. The collaboration with wineries called "YAVA Out and About" continues to gain pace and provided \$5,932 in commissions.

A total of \$33,786 was generated directly from selling our member's work. This is a 41% increase over last year. This is a great result for both YAVA and our artists.

Increased operational costs continue to be an area of concern. In October 2021 the Gallery rent increased by 12.5%. We do anticipate further cost pressure effecting overheads particularly utilities over the coming year. The board continues to explore options to both reduce these costs and increase our revenue. Securing long term funding for rent or securing premises that are provided at less than market rate remains a critical issue for the board has already begun to seek new revenue options for 2023. We are hopeful that our partnerships with local council, wineries and other businesses will continue to be financially successful. We are also looking to diversify our funding pathways with significant development of donation and gift giving programs. We will continue to promote the sale of artist work to the benefit of the organisation and the artists alike.

The Margaret Lawrence Bequest continues to be our most significant financial supporter and we would like to sincerely thank the trustees of the Margaret Lawrence Bequest for their generosity.

We would like to thank all of our community supporters and sponsors for their financial support. Wine sponsorship from local wineries alone was valued at \$10,000.

Yarra Valley Arts would also like to acknowledge our volunteers who have provided "in kind" donations this year. Whether it is being on the board, in the gallery, or providing technical, administrative or artistic expertise, all volunteers provide support that can be measured at a dollar value. In 2022 this contribution has been calculated at \$122,892.

For the2021/2022 financial year Yarra Valley Arts recorded revenue was \$141,588, with an operating deficit of -\$146,578.

As of September 30<sup>th</sup> 2022, Yarra Valley Arts had a total equity of \$253,535 and cash reserves of \$362,169

*Kate Kilsby,* TREASURER

# Profit and Loss

### YARRA VALLEY ARTS COUNCIL INCORPORATED

For the year ended 30 September 2022

|                                                                             | 2022    | 2021    |
|-----------------------------------------------------------------------------|---------|---------|
| Trading Income                                                              |         |         |
| Auspicing Services Commission                                               | 745     | 27      |
| Commission - Art Sales from EXHIBITIONS at YAVA                             | 23,843  | 19,96   |
| Commission - Art Sales from EXHIBITIONS Externally                          | 5,932   |         |
| Commission - Art Sales OUTSIDE current Exhibition                           | 625     | 259     |
| Commission - Retail Sales (from items on Consignment at YAVA)               | 2,607   | 13      |
| Donations                                                                   | 1,575   | 1,120   |
| Entry Fees, Artist Exhibition Fees, Competition Fees                        | 909     | 4,186   |
| Events income                                                               | -       | 4,377   |
| Grants - Federal (COVID ASSISTANCE)                                         | 16,800  | 41,600  |
| Grants - Local Council                                                      | 10,940  | 37,000  |
| Grants - Partnership Funding with YRC, specified for Yering Sculpture Award | -       | 12,000  |
| Interest Income                                                             | 370     | 590     |
| JobKeeper                                                                   | -       | 11,400  |
| Membership fees                                                             | 15,996  | 13,844  |
| Other Revenue                                                               | -       | 1,445   |
| Prior Year Adjustment                                                       | -       | 9,317   |
| Project income                                                              | 4,237   |         |
| Retail Book Sales (YAVA prepurchased)                                       | 779     | (5,692  |
| Space Hire                                                                  | 587     | 782     |
| Workshop Income                                                             | 25,642  | 17,023  |
| Total Trading Income                                                        | 111,588 | 169,259 |
| Gross Profit                                                                | 111,588 | 169,259 |
| Other Income                                                                |         |         |
| Gift - Philanthropic - The Margaret Lawrence Bequest                        | 30,000  | 310,663 |
|                                                                             |         |         |

| Gift - Philanthropic - The Margaret Lawrence Bequest | 30,000 | 310,663 |
|------------------------------------------------------|--------|---------|
| Total Other Income                                   | 30,000 | 310,663 |
|                                                      |        |         |

### **Operating Expenses**

| operating Expenses                    |        |        |
|---------------------------------------|--------|--------|
| Accountancy and Legal expenses        | 1,418  | 1,364  |
| Administration                        | -      | 6,663  |
| Advertising & Promotion               | 7,798  | 10,407 |
| Bank Fees                             | 12     | 21     |
| Bookkeeping fees                      | 1,268  | 3,270  |
| Communications                        | 1,537  | 1,906  |
| Consulting & Professional             | 88,941 | 67,345 |
| Depreciation                          | 1,215  | 825    |
| Employee Expense -Superannuation      | 5,294  | 6,982  |
| Employment Expense Wages and Salaries | 58,752 | 76,580 |
| Entertainment                         | 18     | 160    |
| Event and Catering Costs              | 505    | 2,466  |
| Fees - Stripe / WTM / Paypal / Square | 3,407  | 2,849  |

| Function & Exhibition   | n Install and Expenses |
|-------------------------|------------------------|
| General Expenses        |                        |
| Grant - YRC Yering St   | ation Expenses         |
| Insurance               |                        |
| Office Expenses         |                        |
| Permits & Fees          |                        |
| Postage                 |                        |
| Printing & Stationery   | ,                      |
| Project Expenses - O    | pen Studios            |
| Project Expenses (no    | t Open Studios)        |
| Recruitment Costs       |                        |
| Rent                    |                        |
| ental - Rates           |                        |
| Rental Outgoings        |                        |
| Repairs and Mainten     | ance                   |
| Square Fees             |                        |
| Subscriptions & Mem     | berships               |
| Telephone & Internet    | t                      |
| Jtilities - Light, Powe | er, Heating, Water     |
| Website costs           |                        |
| Workcover Insurance     | 2                      |
| Norkshop Expenses       |                        |
| Total Operating Exp     | enses                  |
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### Net Profit

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| 2022                        |
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|                             |
| 5,599                       |
| 1,104                       |
| -                           |
| 1,788                       |
| 266                         |
| 242                         |
| -                           |
| 1,779                       |
| 16,086                      |
| 16,502                      |
| 1,109                       |
| 39,234                      |
| -                           |
| 6,614                       |
| 792                         |
| -                           |
| 1,982                       |
| 945                         |
| 1,909                       |
| 217                         |
| 2,659                       |
| 19,173                      |
| 288,166                     |
| (146,578)                   |
| ,659<br>,173<br><b>,166</b> |

# **Balance Sheet**

### YARRA VALLEY ARTS COUNCIL INCORPORATED

As at 30 September 2022

|                                                     | 30 SEP 2022 | 30 SEP 2021 |
|-----------------------------------------------------|-------------|-------------|
| Assets                                              |             |             |
| Bank                                                |             |             |
| Stripe AUD                                          | -           | -           |
| YAVA - Savings Account                              | -           | 9,927       |
| YAVA - Transaction Account                          | 12,176      | 2,763       |
| YAVA - We Teach Me                                  | 7,217       | 3,214       |
| YV Arts - Term Deposit Account                      | 10,449      | 10,410      |
| YV Arts - Transaction Account                       | 4,413       | 47,595      |
| YV Arts Gift Fund                                   | 256,706     | 283,827     |
| YV Arts Gift Fund Term Deposit                      | 71,208      | 70,995      |
| Total Bank                                          | 362,169     | 428,731     |
| Current Assets                                      |             |             |
| Accounts Receivable                                 | 99          | 1,347       |
| Total Current Assets                                | 99          | 1,347       |
| Fixed Assets                                        |             |             |
| Computer Equipment                                  | 4,858       | 3,768       |
| Less Accumulated Depreciation on Computer Equipment | (2,040)     | (825)       |
| Total Fixed Assets                                  | 2,818       | 2,943       |
| Total Assets                                        | 365,087     | 433,021     |
| Liabilities                                         |             |             |
| Current Liabilities                                 |             |             |
| Accounts Payable                                    | 330         | -           |
| CLEARING Account - Art Sales                        | 10,905      | 3,928       |
| CLEARING Account - Auspicing                        | 9,224       | 58          |
| CLEARING Account - Workshop Commission              | -           | 48          |
| CLEARING Account - Yering Station Sculpture         | 3,015       | 27,674      |
| GST                                                 | (3,687)     | (1,830)     |
| PAYG Withholdings Payable                           | 1,764       | 2,928       |
| Wages Payable - Payroll                             | -           | 103         |
| Total Current Liabilities                           | 21,552      | 32,908      |
| Non-current Liabilities                             |             |             |
| INCOME IN ADVANCE                                   | 90,000      | -           |
| Total Non-current Liabilities                       | 90,000      | -           |
| Total Liabilities                                   | 111,552     | 32,908      |
| Net Assets                                          | 253,535     | 400,113     |
| Equity                                              |             |             |
| Current Year Earnings                               | (146,578)   | 216,326     |
| Other Reserves                                      | 48,703      | 48,703      |
| Retained Earnings                                   | 351,410     | 135,08      |
| Total Equity                                        | 253,535     | 400,11      |

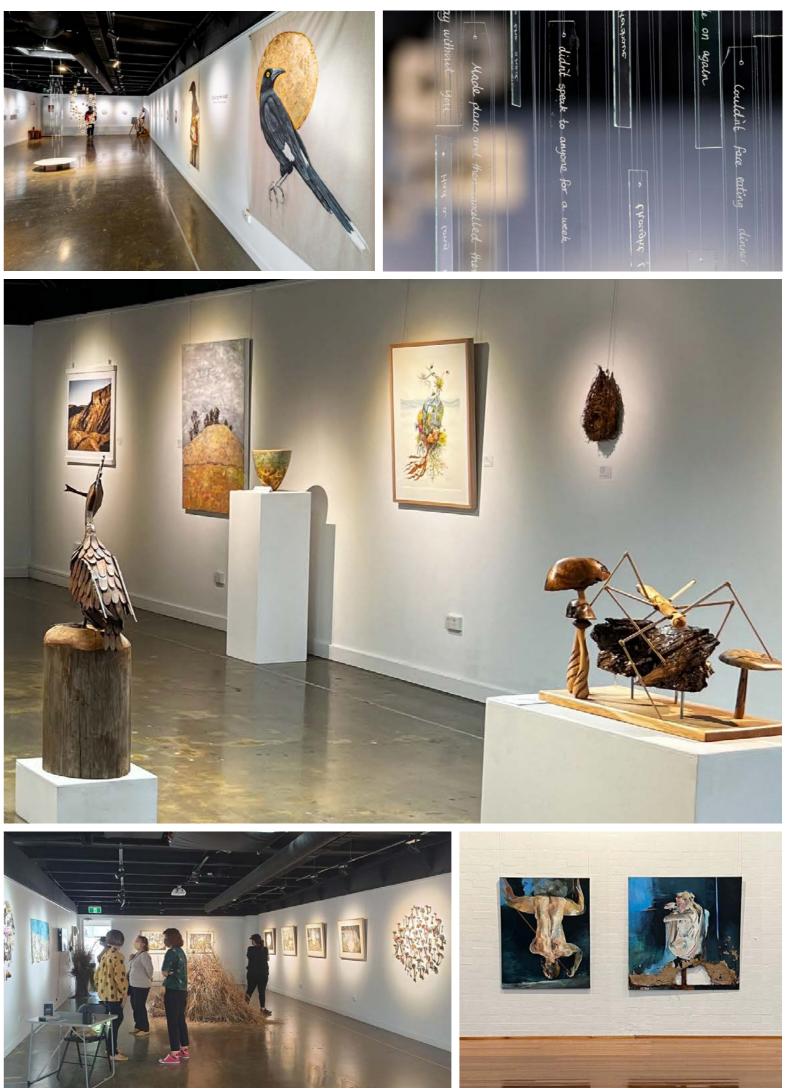
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252 - 254A Maroondah Highway, Healesville

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