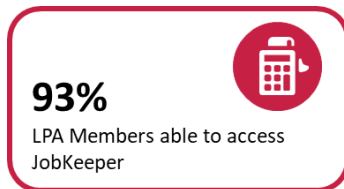


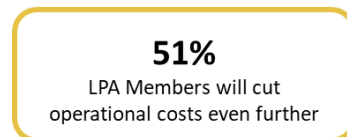
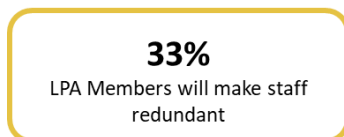
Impact of JobKeeper and other government measures

Summary of survey results

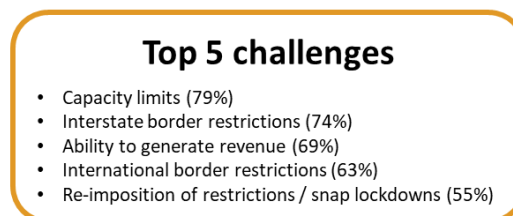
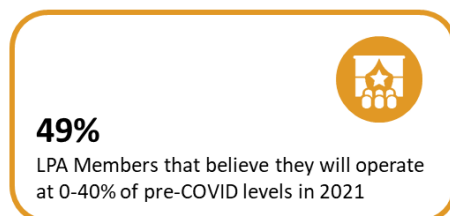
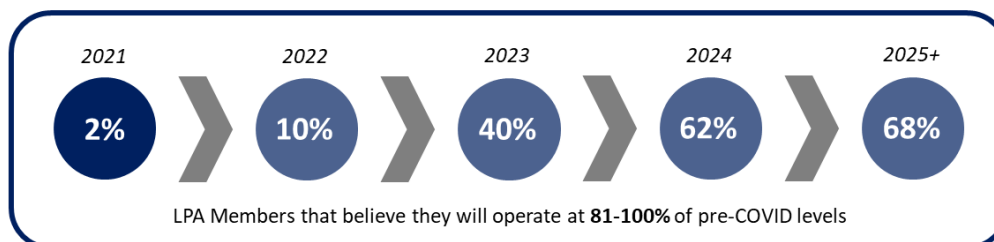
1. Key findings



If JobKeeper ends ...



Business confidence



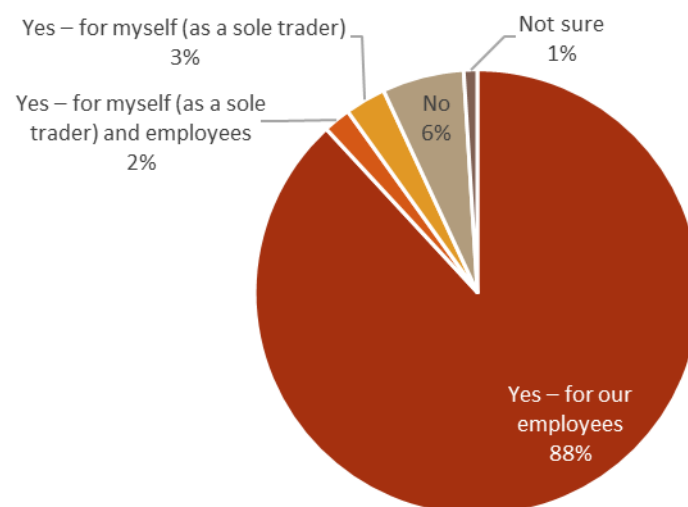
2. Overview

In February 2021, LPA conducted a survey of its Members to understand the impact of JobKeeper and other government support measures. Respondents were asked to consider the implications for their business if JobKeeper were to end in March 2021, and their projections on business activity and revenue in 2021 and the coming years.

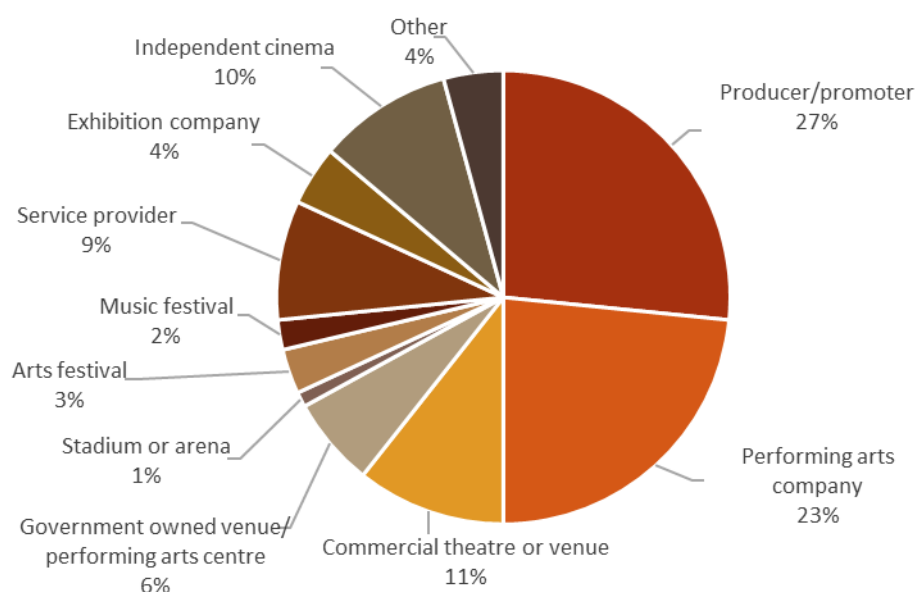
One hundred and one (101) LPA Members completed the survey, which represents 30% of LPA's membership nationally.

3. JobKeeper recipients

Has your business/organisation been able to access JobKeeper? (Number of respondents: 101)

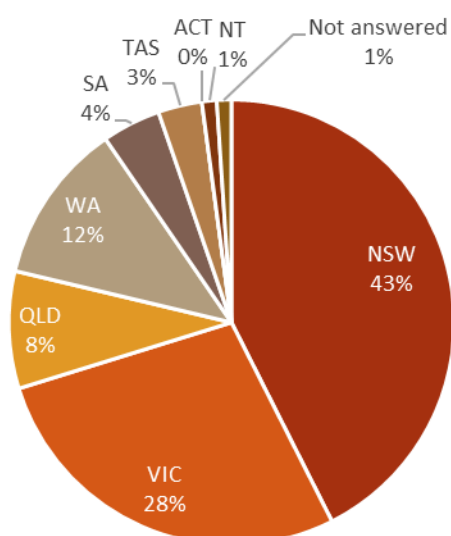


JobKeeper recipients, by industry segment¹ (Number of respondents: 94)



¹ The 'Government owned venue/performing arts centre' category includes venue managers of these venues/performing arts centres

JobKeeper recipients, by jurisdiction *(Number of respondents: 94)*



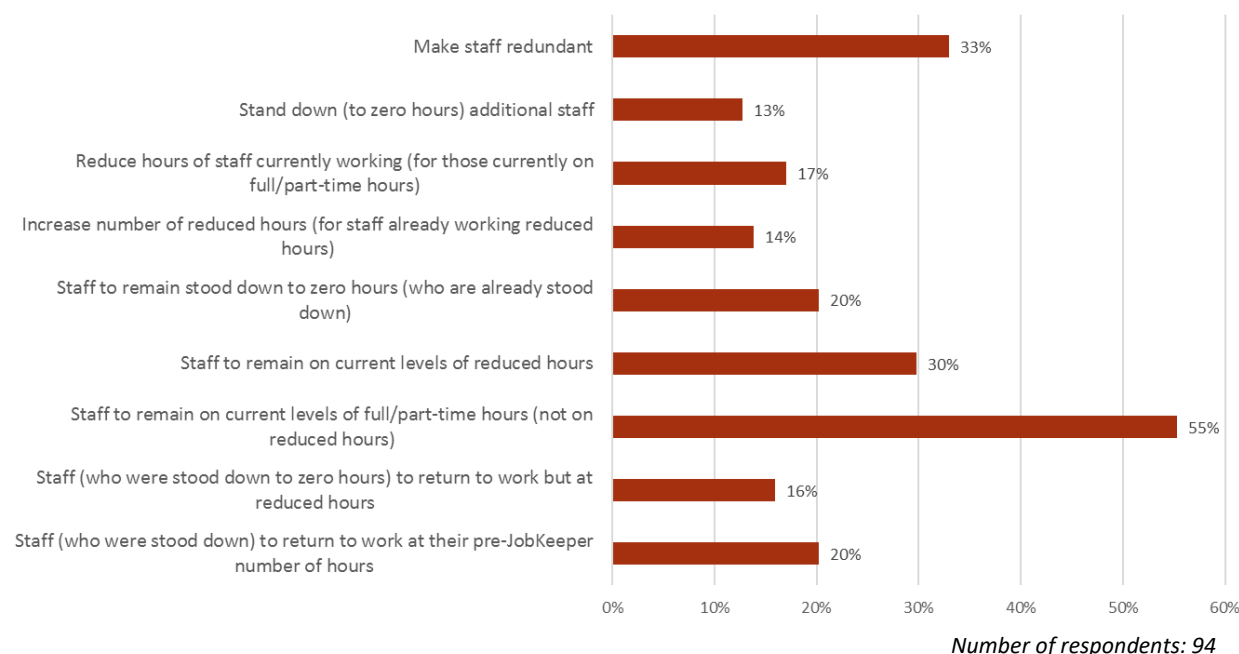
In which periods did your business/organisation receive JobKeeper? (select all that apply)

Period	%
April-June 2020	96%
July-September 2020	100%
October-December 2020	97%
January-March 2021	90%

Number of respondents: 94

4. Impact on staffing levels

What do you anticipate to be the likely impact on your staffing levels, if JobKeeper ends in March 2021?



Make staff redundant

- **Most likely segments:** stadiums/arenas (100%); exhibition companies (75%); music festivals (50%); service providers (38%); and producers/promoters (32%)
- **Most likely jurisdictions:** VIC (38%), QLD (38%), NSW (33%), TAS (33%) and SA (25%)

Stand down (to zero hours) additional staff

- **Most likely segments:** exhibition companies (50%); music festivals (50%); and performing arts centres (50%)
- **Most likely jurisdictions:** TAS (67%), VIC (19%) and QLD (13%)

Reduce hours of staff currently working full/part-time hours

- **Most likely segments:** exhibition companies (75%); music festivals (50%); and service providers (38%)
- **Most likely jurisdictions:** SA (50%), TAS (33%) and QLD (25%)

Increase the number of reduced hours of staff currently on reduced hours

- **Most likely segments:** stadiums/arenas (100%); music festivals (50%); and independent cinemas (44%)
- **Most likely jurisdictions:** VIC (23%), NSW (15%) and QLD (13%)

Continue to stand down staff who are already stood down

- **Most likely segments:** music festivals (100%); exhibition companies (50%); and performing arts centres (33%); and producers/promoters (24%)
- **Most likely jurisdictions:** TAS (67%), QLD (38%), NSW (25%) and SA (25%)

Keep staff on current levels of reduced hours

- **Most likely segments:** independent cinemas (56%); exhibition companies (50%); music festivals (50%); performing arts centres (33%); and producers/promoters (32%)
- **Most likely jurisdictions:** NT (100%), VIC (42%), QLD (38%) NSW (25%) and SA (25%)

Keep staff on current levels of full/part-time hours (not on reduced hours)

- **Most likely segments:** arts festivals (100%); performing arts companies (82%); performing arts centres (67%); commercial theatres (60%); independent cinemas (56%); music festivals (50%); and producers/promoters (44%);
- **Most likely jurisdictions:** SA (100%), NT (100%), NSW (60%), VIC (54%), WA (45%) and QLD (38%)

Bring back staff who are currently on stand down at reduced hours

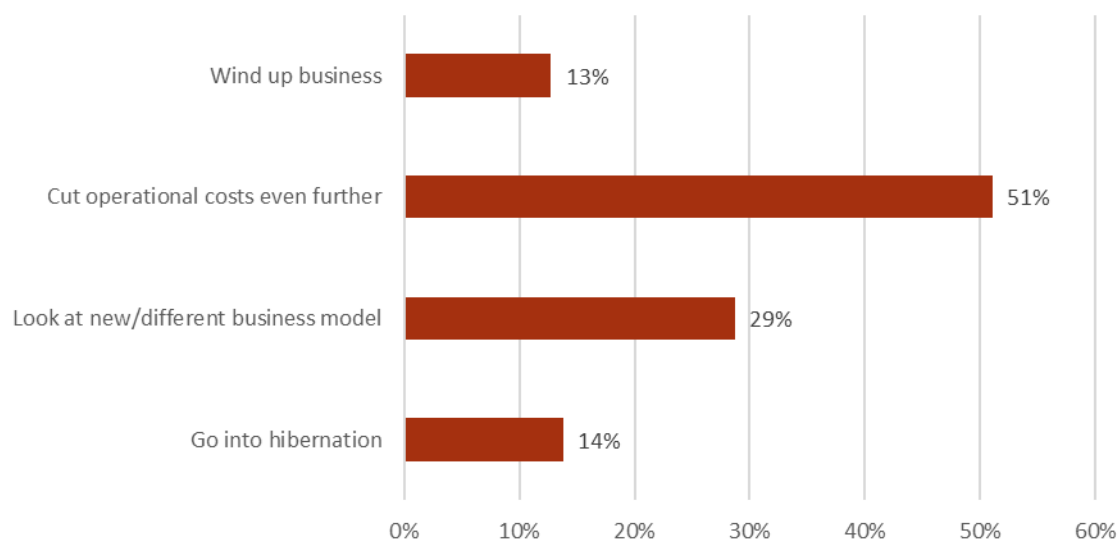
- **Most likely segments:** music festivals (50%); exhibition companies (50%); and performing arts centres (33%)
- **Most likely jurisdictions:** NT (100%), SA (50%) and TAS (33%)

Bring back staff who are currently on stand down at pre-JobKeeper number of hours

- **Most likely segments:** stadiums/arenas (100%); and commercial theatres (40%)
- **Most likely jurisdictions:** NT (100%), WA (45%) and NSW (23%)

5. Impact on business activities

What do you anticipate to be the likely impact on your business activities, if JobKeeper ends in March 2021?



Number of respondents: 94

Go into hibernation

- **Most likely segments:** music festivals (50%); service providers (38%); exhibition companies (25%); producers/promoters (20%); and commercial theatres (20%)
- **Most likely jurisdictions:** QLD (25%), VIC (19%) and NSW (15%)

Look at new/different business models

- **Most likely segments:** stadiums/arenas (100%); music festivals (50%); and performing arts companies (41%)
- **Most likely jurisdictions:** QLD (63%), SA (50%) and VIC (35%)

Cut operational costs even further

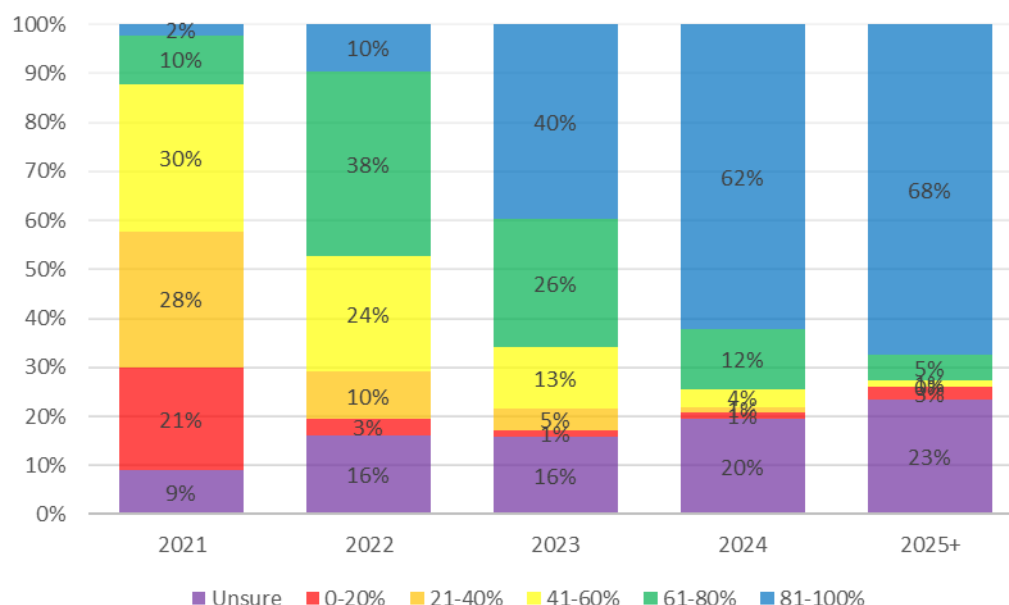
- **Most likely segments:** stadiums/arenas (100%); music festivals (100%); independent cinemas (89%); performing arts centres (83%); producers/promoters (68%); service providers (63%); and exhibition companies (50%)
- **Most likely jurisdictions:** NT (100%), SA (75%), NSW (55%), VIC (54%) and QLD (50%)

Wind up the business

- **Most likely segments:** exhibition companies (50%); service providers (25%); and producers/promoters (20%)
- **Most likely jurisdictions:** QLD (38%), TAS (33%), NSW (13%) and VIC (12%)

6. Business confidence

At what point do you see your business activity and revenue returning to pre-COVID (2019) levels?



	2021	2022	2023	2024	2025+
81-100%	2%	10%	40%	62%	68%
61-80%	10%	38%	26%	12%	5%
41-60%	30%	24%	13%	4%	1%
21-40%	28%	10%	5%	1%	0%
0-20%	21%	3%	1%	1%	3%
Unsure	9%	16%	16%	20%	23%
Total	100%	100%	100%	100%	100%

Number of respondents: 97

Overview

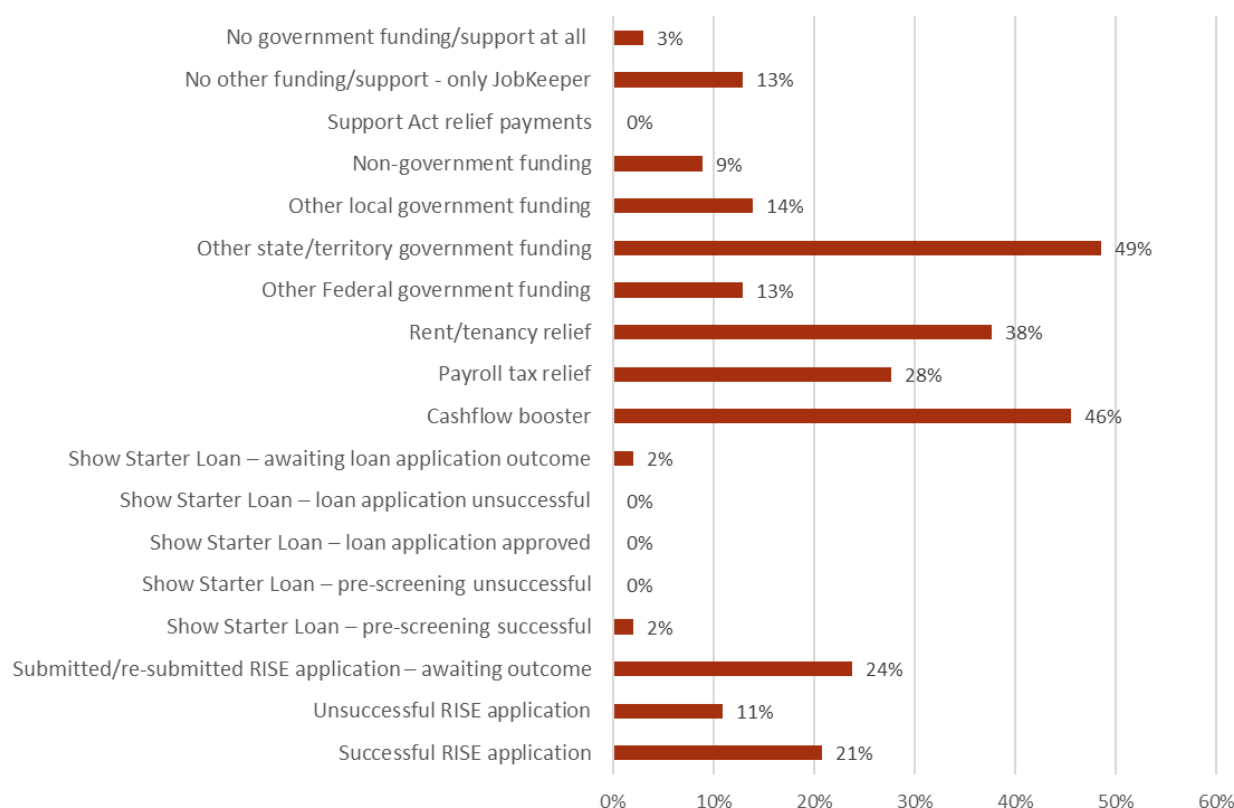
- Only **2%** of LPA Members expect to return to 81%-100% of pre-COVID business activity and revenue in 2021; **10%** in 2022; **40%** in 2023; **62%** in 2024; and **68%** from 2025 and beyond
- **In 2021, almost 50% of LPA Members expect to operate at 0%-40%** of pre-COVID business activity and revenue
- **In 2022, 61% of LPA Members expect to operate at 41%-80%** of pre-COVID business activity and revenue
- **In 2023, 66% of LPA Members expect to operate at 61%-100%** of pre-COVID business activity and revenue

Level of optimism about being able to operate closer to pre-COVID levels

Year	Industry segment		Jurisdiction	
	Most optimistic (61%-100%)	Least optimistic (0%-40%)	Most optimistic (61%-100%)	Least optimistic (0%-40%)
2021	<ul style="list-style-type: none"> Arts festivals 	<ul style="list-style-type: none"> Exhibition companies Music festivals Service providers 	<ul style="list-style-type: none"> NT WA 	<ul style="list-style-type: none"> TAS SA NSW VIC
2022	<ul style="list-style-type: none"> Performing arts centres Performing arts companies 	<ul style="list-style-type: none"> Exhibition companies Music festivals 	<ul style="list-style-type: none"> NT QLD 	<ul style="list-style-type: none"> TAS SA
2023	<ul style="list-style-type: none"> Stadiums/arenas Commercial theatres Performing arts centres Performing arts companies Producers/promoters 	<ul style="list-style-type: none"> Music festivals 	<ul style="list-style-type: none"> NT QLD VIC 	<ul style="list-style-type: none"> TAS SA
2024	<ul style="list-style-type: none"> The vast majority of industry segments believe they will be operating between 61%-100% 		<ul style="list-style-type: none"> Across states and territories, activity is estimated to be between 61%-100% 	
2025+				

7. Government support

What other funding/support have you received or applied for since March 2020?



Number of respondents: 101

RISE

- LPA Members have been successful in receiving grant funding through RISE, including performing arts companies, producers/promoters, commercial theatres and music festivals
- Producers/promoters were the least successful in securing RISE funding
- Producers/promoters and music festivals are the largest segment awaiting an outcome from their RISE application

Show Starter Loan

- Commercial producers/promoters are the only segment seeking to access a Show Starter Loan
- LPA will investigate the Show Starter Loan further, noting that the guidelines were released just before Christmas

Cashflow booster

- Companies from almost all segments of the industry (*except stadiums/arenas*) received a cashflow booster

Payroll tax relief

- Companies from almost all segments of the industry (*except performing arts centres and arts festivals*) received a cashflow booster

Rent/tenancy relief

- Companies from almost all segments of the industry (*except performing arts centres*) received rent relief

Other Federal Government funding

- Segments successful in receiving other Federal Government funding include: performing arts companies, music festivals, producers/promoters, commercial theatres and stadiums/arenas

Other State/Territory Government funding

- Segments successful in receiving other state/territory government funding include: performing arts companies, producers/promoters, commercial theatres, performing arts centres, service providers, independent cinemas, arts festivals, and music festivals

Other local government funding

- Segments successful in receiving other local government funding include: performing arts companies, commercial theatres, producers/promoters and performing arts centres

Non-government funding

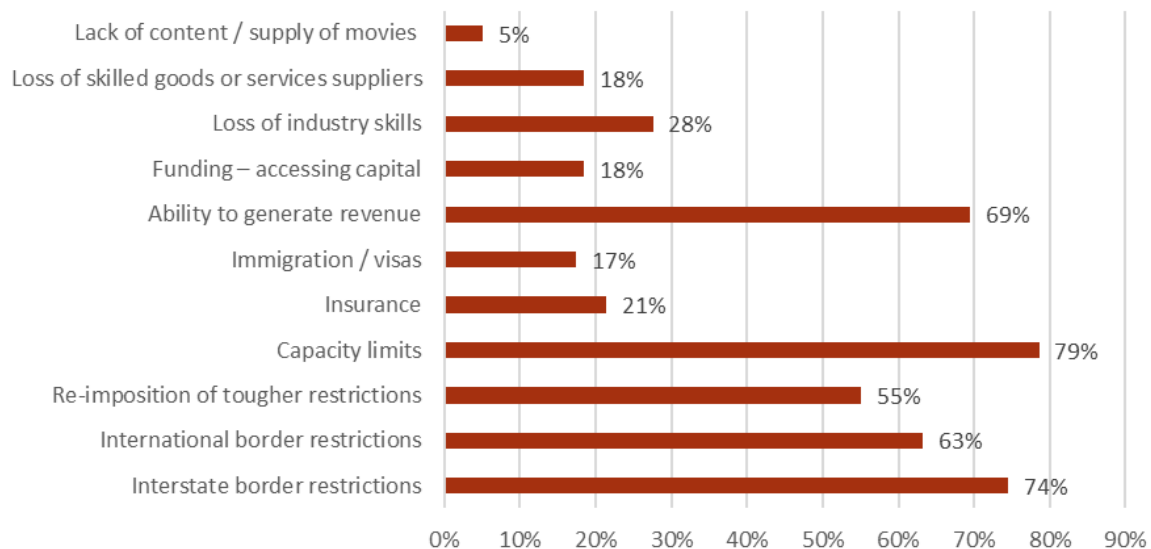
- Segments most successful in receiving other local government funding are: performing arts companies

No other government support

- 13% of LPA Members have not received any other government support, except for JobKeeper
- 3% of LPA Members have not received any form of federal, state or local government support

8. Key industry challenges

What are the key challenges impacting your business/organisation right now?



Number of respondents: 98

Top 5 challenges

- Capacity limits (79%)
- Interstate border restrictions (74%)
- Ability to generate revenue (69%)
- International border restrictions (63%)
- Re-imposition of restrictions / snap lockdowns (55%)

Other challenges include:

- Community perception of COVID risks in the community
- Inability to access operational funding
- Lack of investor confidence causing overall contraction of the industry, decimating demand for goods and services in the sector
- Low audience appetite, consumer confidence
- Philanthropic support reduction - less available, increased need across all sectors
- Staff opting for JobSeeker rather than JobKeeper
- Use of company reserves to sustain employee base, restricting capacity to invest in future business activities
- Lack of funds available to make people redundant following business restructure

Capacity limits

- **Most affected segments:** performing arts centres; stadiums/arenas; music festivals; and exhibition companies (100%); commercial theatres (89%); producers/promoters (84%); performing arts companies (74%); arts festivals; and service providers (67%)
- **Most affected jurisdictions:** WA, SA and NT (100%); VIC (79%); NSW (78%); and SA (67%)

Interstate border restrictions

- **Most affected segments:** stadiums/arenas, music festivals and exhibition companies (100%); commercial theatres (89%); producers/promoters (88%); performing arts companies and service providers (78%); performing arts centres (75%); and arts festivals (67%)
- **Most affected jurisdictions:** SA and NT (100%); WA (91%); QLD (75%), VIC (72%); NSW (68%) and SA (67%)

Ability to generate revenue

- **Most affected segments:** stadiums/arenas, exhibition companies and music festivals (100%); service providers (78%); performing arts centres (75%); performing arts companies (70%); and producers/promoters (68%)
- **Most affected jurisdictions:** NSW (78%), SA (75%), TAS (67%), VIC (66%), QLD (63%)

International border restrictions

- **Most affected segments:** stadiums/arenas and music festivals (100%); producers/promoters (84%); performing arts companies (74%); arts festivals; and service providers (67%)
- **Most affected jurisdictions:** SA (100%), VIC (69%), QLD (63%), NSW (61%) and WA (55%)

Re-imposition of tougher restrictions

- **Most affected segments:** music festivals and exhibition companies (100%); performing arts centres (75%); producers/promoters (72%); and arts festivals (67%)
- **Most affected jurisdictions:** SA (75%), WA (73%), TAS (67%) and VIC (66%)

Loss of industry skills

- **Most affected segments:** stadiums/arenas (100%); music festivals; and exhibition companies (50%)
- **Most affected jurisdictions:** NT (100%) and TAS (33%)

Insurance

- **Most affected segments:** producers/promoters (56%); and music festivals (50%)
- **Most affected jurisdictions:** VIC (38%), SA (25%), NSW (15%) and QLD (13%)

Accessing capital

- **Most affected segments:** exhibition companies (50%); producers/promoters (32%); and performing arts companies (22%)
- **Most affected jurisdictions:** SA (50%) and VIC (24%)

Loss of skilled goods or services suppliers

- **Most affected segments:** stadiums/arenas (100%); music festivals (50%); commercial producers/promoters (29%); exhibition companies (25%); service providers; and commercial theatres (22%)
- **Most affected jurisdictions:** QLD (38%), VIC (24%) and NSW (20%)

Immigration / visas

- **Most affected segments:** music festivals (100%); arts festivals (33%); and producers/promoters (32%)
- **Most affected jurisdictions:** SA (25%), WA (18%), NSW and VIC (17%)

Lack of content / supply of movies

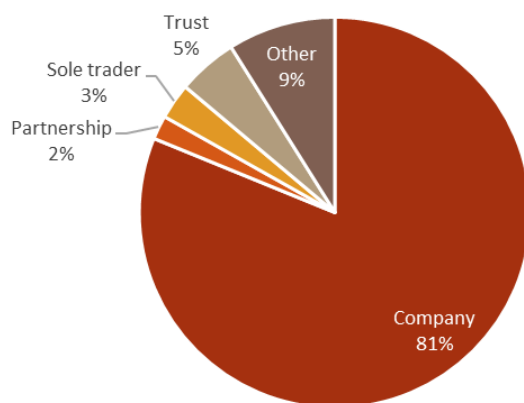
- **Most affected segments:** independent cinemas

9. About the respondents

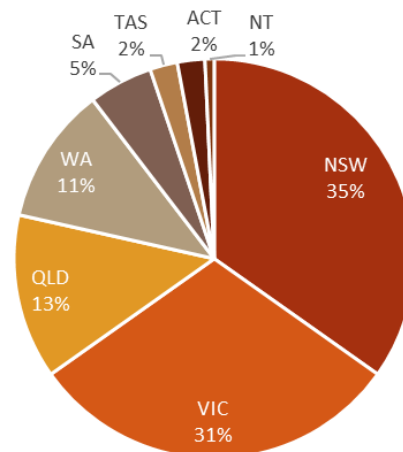
There were 101 respondents to LPA's survey, representing 30% of LPA's membership nationally.² The majority of respondents are:

- structured as companies (e.g. proprietary limited, company limited by guarantee)
- have business operations based in New South Wales and Victoria
- performing arts companies and commercial producers/promoters

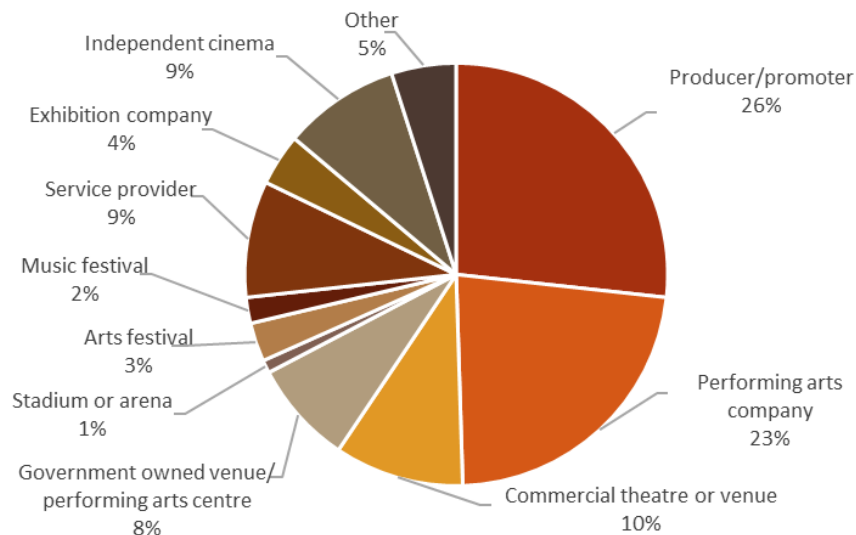
How is your business/organisation structured?



In which state/territory is your business/organisation located (tick all that apply)?



What best describes your business/organisation?



² Excludes 28 respondents who commenced the survey but did not answer any questions beyond the following question: *Has your business/organisation been able to access JobKeeper?*

10. Notes

- The '**government owned venue/performing arts centre**' category includes venue managers of government owned venues and performing arts centres
- **Producers/promoters** include: commercial and independent producers/promoters and sole traders
- **Performing arts companies** include (but are not limited to): opera, theatre, and dance companies and orchestras
- **Service providers** include: ticketing company, crewing company, staging, lighting, audio, marketing, consulting
- The commentary on jurisdictions is based on location of business registration. No respondents have their business registered in the ACT. However, some respondents have multiple business locations, which explains why the ACT features as an answer to the 'business location' question in the 'About the respondents' section