



FOR INDEPENDENT PERFORMER-PRODUCERS

VAUDEVILLE VARIETY NIGHT (“VAUDEVILLE”) exists to help independent performer-producers when they have the skills and experience to confidently mount a full show but are still yet to be “discovered”.

This is like how Jim Jefferies and Tim Minchin built their followings globally, through recordings of their material that was freely available on the internet, before they played to sell-out crowds in major venues

By having access to a \$0 stage, a recording of their performance, and the experience of selling tickets to their own show, the participants are now better equipped to progress their career by engaging with agents and venues remotely, or independently mounting more shows

They also get to set their ticket price and keep everything that they sell



Agents/Venues

- Want to see shows before booking or representing them
- A recording of the show allows the performer-producer to engage with agents and venues remotely

Independent shows

- Mounting a show without having to pay for the venue gives the producer-performers a confident understanding of the strength of their fanbase, allowing them to remount their show independently in other low-cost venues.
- The recordings help promote the work, Tim Minchin recorded his entire first show, and people still pay for tickets to see him perform those songs.

WHAT WE ARE

VAUDEVILLE exists to offer a truly open-access stage.

There are no restrictions on the nature of the content.

We only ask that you follow the commonly accepted principles of:

- If you must punch, then punch upwards.
- Don't be the one casting shade.

This allows anyone willing to “have a go”, to be able to engage their audiences more often in a profitable way.

As with the historic *vaudeville*, what we value the most about an act is their ability to engage with their audience.

WHAT WE ARE NOT

We are not:

- A promoter who is looking for talent for a show
- A venue looking to book shows
- An agent, looking to represent talent

Our intent is to be a stepping-stone to assist creators in remote areas being able to engage with promoters/venues/agents and similar others.

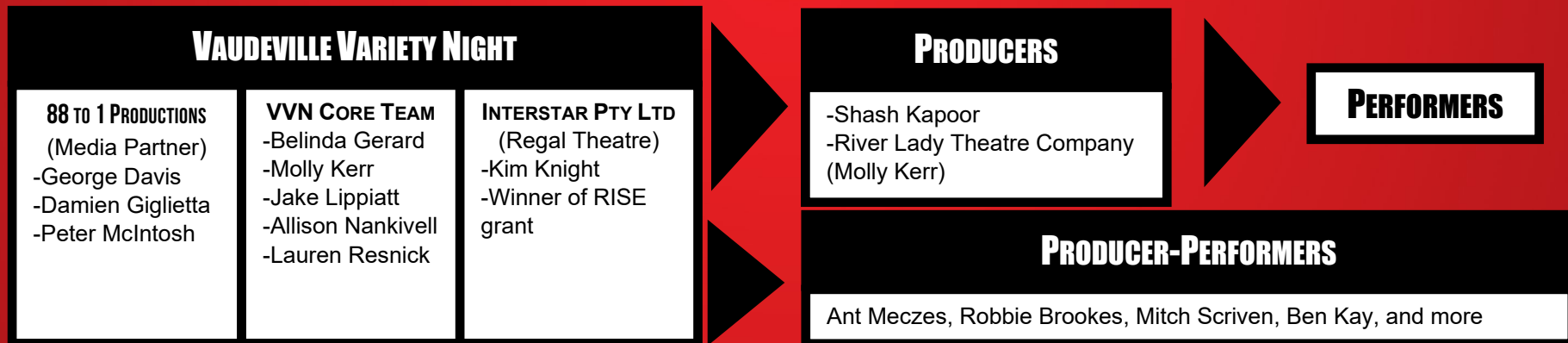


WHO IS INVOLVED?

VAUDEVILLE is a partnership between 88 to1 Productions, a film and TV production company and Interstar PTY LTD, the operating entity of the Regal Theatre.

The core team of Vaudeville have a diverse professional background of performance, arts management, media production, business, and investment.

- We are offering the \$0 stage to:
- Producer-performers who are mounting and promoting their own shows
- and
- Producers who are taking on the responsibility of logistics and marketing and are lining up performers to fill their shows.



WHO DOES WHAT?

PRODUCERS

- Mount their show as if they had rented the venue outright
- Set their ticket price and sell their tickets
- Make agreements with their cast and crew as any producer would
- Has access to the recordings for promotional purposes until the ownership is passed to them

VAUDEVILLE

- Pays upfront for the:
- Venue Hire
 - FoH and Bar staff
 - House Audio and Lighting
 - Recording team
- Uses the recording to recoup the above expenses
- When the recording has generated enough funds to recoup the expense, the ownership passes to the producer

WHAT IS A NON-EXCLUSIVE LICENSE?

A non-exclusive license is the license that is used every time someone makes a post on Facebook, Twitter or Youtube. None of those organisations own your content but have the right to use it for their purposes.

In VAUDEVILLE, this means that we have the right to make a recording of the performance and the Producers retain all the rights to their show, including the rights to perform it again, and make other recordings (even of the same night) or adaptations of their work.

We even add a “end condition” that once the recording makes back a specific amount (enough to cover the costs so we can continue to offer this again), the ownership of the recording is passed to the producer

WHY NOT A PROFIT SHARE, OR ROYALTIES?

Distributing the income to many different parties means that the recordings will first need to make enough to pay someone to do the administration before we even begin to pay out royalties and/or recoup the costs. By simply passing the ownership to the producers once the recording has made a set amount, it reduces the administrative costs significantly, meaning more money for the Producers.

We would also rather that producers graduate out of VAUDEVILLE and be able to book their own shows and commission their own recordings.

VAUDEVILLE

VARIETY NIGHT

WHAT ABOUT THE GRANT?

VAUDEVILLE applied for (and won) a federal RISE grant through Interstar PTY LTD (the operating entity of the Regal Theatre).

The Australian Government is committed to provide a total of \$46,000 for the following purposes of the 10-night season:

- Venue costs, \$15,000
- Venue Staffing, \$19,000 (includes house audio)
- Sound Recordist, \$5,000
- AUSLAN Interpreter, \$7,000

As a part of the terms of the grant, Jacques Phillips and 88 TO1 PRODUCTIONS are required to provide a total of \$31,000 in the form of:

- Event manager, \$5,000 (cash)
- Photographer, \$5,000 (cash)
- Post production \$11,000 (in-kind)
- Project administration, \$8,000 (in-kind)
- Project communications, \$2,000 (in-kind)

This first season is fully funded, and the recordings can thus be used to make this offer sustainable and ongoing

WHY ARE YOU DOING THIS?

My mission is to build the entertainment industry of Perth, as a whole.

Right now, if someone had an idea that could be the next “Mr Bean”, “Kim’s Convenience”, “Fleabag”, or “Blues Brothers”, they need to leave Perth to be able to develop it further. These are all properties that began as live performances.

As a founder of 88 TO1 PRODUCTIONS, I would love to be able to identify and invest in an act that is from Perth and has the potential to be globally successful.

To get there, I need to have a way of knowing the emerging shows that are in Perth and how popular they are.

VAUDEVILLE is my way to do that, while also providing everybody access to a stage.

As stated to the left, I do not personally make any money directly from VAUDEVILLE, my intent is to invest in acts and producers that show potential and to encourage others to do the same

-Jacques Phillips, Executive Producer

WHAT ARE THE TICKETEK FEES?

The Regal Theatre is a Ticketek Partner, as such all public ticketed events that are hosted there are required to use Ticketek as the ticketing system.

Ticketek have 2 options:

- “Online Only” which has the least amount of fees
 - o \$2 per ticket + 1.95% of total price
- “Full package”, which gives full access to the promotional services that Ticketek has to offer.
 - o This has a higher, sliding scale of fees

DO I NEED INSURANCE?

Duck for cover is a popular insurer for performers in WA. Their rates start at \$59 annually.

<https://www.duckforcover.com.au/html/rates-for-individuals.cfm>

I'M KEEN TO HAVE A GO, BUT HAVE NEVER DONE THIS BEFORE, CAN YOU OFFER ANY GUIDANCE OR RECOMMENDATIONS?

Yes! Absolutely.

The extended VAUDEVILLE network includes experienced producers who each have over 10 years of experience mounting their own shows both independently and at Fringe festivals, locally and abroad

They are very willing to share their “lessons learnt” so that together we can make more in Perth.

Part of VAUDEVILLE’S purpose is to give producers the ability to learn their craft through doing: More producers in Perth with more experience leads to more opportunities for performers.