



### Commercial in Confidence

30 June 2021  
 Ms Emma Murdoch  
 City of Port Phillip  
 Cnr. Carlisle St & Brighton Rd  
 St Kilda, Victoria 3182

Dear Emma,

Please find following our fourth annual report and forecast as required under clause 16 of the Palais Theatre lease agreement.

#### 16.1 Annual Report

##### A) Repairs & Maintenance Works

During the COVID-19 shutdown periods, all statutory compliance work and general maintenance of the venue has continued. In addition to this, many additional costs related to COVID safe equipment, signage, sanitising and cleaning were incurred for the venue re-opening in January and are now ongoing costs to the business. The below is a summary of the R&M works undertaken from 1<sup>st</sup> May 2020 – 30<sup>th</sup> April 2021.

SUPPLIER	DESCRIPTION	AMOUNT
A GRADE MAINTENANCE SERVICE PTY LTD	Plumbing repairs & maintenance	\$ 1,715.65
ADT FIRE MONITORING	Fire Monitoring	\$ 1,407.00
AFINITY GROUP PTY LTD TA KAPLAN DISTRIBUTORS	COVID-19 safe equipment	\$ 7,748.83
ALL PURPOSE PUMPS PTY LTD	Annual servicing	\$ 1,180.00
ALTAIRE SERVICING	Monitoring, repairs & maintenance	\$ 11,345.00
BAX WINDOW SOLUTIONS	Window cleaning	\$ 854.55
BUNNINGS GROUP LTD	R&M supply expense	\$ 1,610.70
CLARCON PTY LTD TRADING AS BEFORE THE DRUMS	Additional stage works	\$ 2,000.00
CLEAN KINGS	Cleaning services	\$ 6,081.64
ENTIRE SERVICE AND MAINTENANCE PTY LTD	R&M of foot warmers & associated infrastructure	\$ 720.00
EXOPEST CONTROL PTY LTD	Pest control	\$ 1,576.00
FIRE PROTECTION SERVICES PTY LTD	Replacement of extinguishers	\$ 665.55
HEDE ELECTRICS PTY LTD	Electrical repairs, maintenance & upgrades	\$ 2,430.00
HERO HEAD QUARTERS	First Aid	\$ 1,500.00
INITIAL HYGIENE	Supply of sanitary bins, soap dispensers, additional items for toilet upgrade	\$ 3,075.19
INSTALLATION THEATRICAL ENGINEERING	Annual service & inspection of counterweight systems	\$ 1,200.00
KINGLOC COMMERCIAL REFRIGERATION PTY LTD	Refridgeration services	\$ 200.00
MACHEALTH	IT services	\$ 802.71
MOTION ELEVATORS	Servicing of elevator	\$ 4,530.73
ONWARD CONSTRUCTION PTY LTD	R&M expense	\$ 348.26
PREMIER WASTE	Waste disposal	\$ 2,277.73
RENLEE SERVICES PTY LTD ATF RENLEE UNIT TRUST	Water filter maintenance	\$ 154.55
RIOS GROUP TRUST T/A CLEANED	Cleaning services	\$ 3,177.27
SIGNWAVE SOUTH MELBOURNE	Additional COVID-19 signage	\$ 3,125.00
WESTLAB	COVID-19 safe equipment	\$ 1,821.50
WHITES PL HOLDINGS PTY LTD T/A COVID SAFE VENUES	COVID-19 safe equipment	\$ 1,200.00
WHOS ON LOCATION LIMITED	Covid safe log in system for onsite attendance	\$ 840.00
		\$63,587.86

**B) Booking Schedule****2020 Event Schedule**

As per the previous year, the event schedule is presented on a calendar year basis which aligns with all Live Nation's reporting, tracking and statistical analysis. Due to the COVID-19 pandemic, from Mid-March onwards, most shows were rescheduled or cancelled. In summary we had:

- 18 ticketed performances (down 82% on 2019)
- 15 different events
- 34K attendees (down 83% on 2019)
- Largest Hirers included:
  - Live Nation Australia (10)
  - Victorian Opera (4)

2020 Shows	Date of show	Promoter	Demographic
MY DAD WROTE A PORNO	Wednesday, 15 January 2020	Live Nation Australasia	M&F 18+
MY DAD WROTE A PORNO	Thursday, 16 January 2020	Live Nation Australasia	M&F 18+
TOM SEGURA	Friday, 17 January 2020	Live Nation Australasia	M&F 18+
LAUREN DAIGLE	Saturday, 18 January 2020	Live Nation Australasia	M&F 18+
STAND UP FOR BUSHFIRE RELIEF	Monday, 20 January 2020	Token Events	M&F 18+
DANIEL TOSH	Friday, 24 January 2020	Live Nation Australasia	M&F 18+
DANIEL TOSH	Saturday, 25 January 2020	Live Nation Australasia	M&F 18+
EMPIRE STRIPS BACK	Saturday, 1 February 2020	Tenderloins	M&F 18+
RUPAUL'S DRAG RACE	Saturday, 8 February 2020	Voss Events & Productions	M&F 18+
VICTORIAN OPERA - SALOME	Saturday, 22 February 2020	Victorian Opera	M&F 30+
VICTORIAN OPERA - SALOME	Tuesday, 25 February 2020	Victorian Opera	M&F 30+
VICTORIAN OPERA - SALOME	Thursday, 27 February 2020	Victorian Opera	M&F 30+
TINY MEAT GANG	Saturday, 29 February 2020	Live Nation Australasia	M&F 12+
PAT METHENY	Friday, 6 March 2020	Live Nation Australasia	M&F 30+
PIXIES	Monday, 9 March 2020	Live Nation Australasia	M&F 18+
PIXIES	Tuesday, 10 March 2020	Live Nation Australasia	M&F 18+
KEITH STUBLEY MEMORIAL	Thursday, 12 March 2020	Victorian Actor's Benevolent Trust	Families
HEART OF ST KILDA CONCERT	Wednesday, 2 December 2020	Sacred Heart Mission	M&F 18+
AND SO THIS IS CHRISTMAS	Saturday, 19 December 2020	Victorian Opera	Families
<u>Location Hire</u>			
WHY ARE YOU LIKE THIS?	Thursday, 19 March 2020	ABC TV	
WHY ARE YOU LIKE THIS?	Friday, 20 March 2020	ABC TV	
BEST OF HOSTING - MICF	Monday, 23 March 2020	ABC TV	
TRIPLE M OZTOBER SESSION	Thursday, 15 October 2020	TripleM	
SOPHIEGROPHY MUSIC VIDEO	Wednesday, 11 November 2020	OneLove Music Group	
MISS FISHER'S MODERN MURDER MYSTERIES	Thursday, 17 December, 2020	ABC TV	

You will see that up until the pandemic arrived, the Palais Theatre was in line to have an outstanding year and a continuation of increased shows count and diversity of shows.

**C) Community Benefit**

**(i) Use of Premises in accordance with clause 11**

**Community Reservation Periods**

- During 2020 there were 2 Community events/functions conducted at the Palais and these were:
  - o Heart of St Kilda bump in - Sacred Heart Mission
  - o Heart of St Kilda Livestream – Sacred Heart Mission

This organisation secured the Venue for a rental cost of \$1, plus costs and GST.

- Live Nation continued their special discounted rental rate for schools of \$6,750 plus costs and GST, which usually enables several local schools to host their annual concert. Unfortunately due to the pandemic, no schools held their concert in 2020.
- Live Nation continued their special discounted rental rate of \$9,375 plus GST for charities/not-for-profits from City of Port Phillip. Though like the schools, no charities were able to take up this offer.
- Other noteworthy community reservations included:
  - o Live Nation, our “Green Nation” team gathered at the venue prior to undertaking a beach clean-up project.
  - o Free community venue access was provided to several not-for-profit photography and filming projects, stage access was provided for dancers and venue tours – including “Show Me the Light Paranormal” project.

**(ii) Palais Theatre Community Fund**

The Palais Theatre Community Fund continues to be well established and has received great publicity and positive feedback from the Community. The Committee continues to function well, though once Round 5 (April 2020) was complete, we placed the Committee into hibernation until we were able to reopen again.

To date the PTCF has raised \$239,567.85 solely from Live Nation contributing \$0.50 for every ticket sold at the venue. The program has now stemmed five rounds of grants, with the sixth round planned for August 2021 now that we have reactivated for the fourth time since the pandemic arrived.

- Round 5 grant program ran in April 2020. The committee expanded its promotional reach for Round 5 to include both not-for-profits and charities and modified the application process which helped to increase the variety of applications, especially by some who were not able to apply previously. The committee selected the following successful applicants, with funds totalling \$32,620:
  - o Finucane & Smith (Auspicious Arts Projects Inc - A live & online immersive auditorium celebrating Luna Park
  - o Uniting (Vic & Tas) Ltd– Covering for outside area at the Engagement Hub
  - o Space2b Social Design – COVID-19 project: Space2b in your Home

- Australian National Memorial Theatre - Upgrade to Infrastructure to allow both classes and performances to be delivered online
- Theatrical Incorporated– Funding for a Theatrical Workshop
- Elwood Toy Library– New scooters and Ezyrollers at the toy library
- Rawcus Theatre Company Inc – Funding a Portal Pop Up project

Here are a few images and comments from Round 5:

**Space2b (Round 5)**

*“This grant supported Space2b’s crucial transition online during COVID. Through videos, photos, social media, a new online shop and a lot of training, we supported our most vulnerable participants to sell and promote their work, to learn new skills, to share their art & culture so that they felt included and heard. .”*



**The National Theatre (Round 5)**

*“The funds provided were used to purchase computers, webcams and infrastructure (cabling etc...) to allow us to run classes on line from our studios and give our theatre hirers the ability to live stream performances from the stage.”*



PTCF Community Fund 2019/20					
Year	Month	Deposits - 50c / ticket sold	Payments	Description	Balance
2020	May	\$0.00			\$34,438.69
2020	Jun	\$0.00	(\$32,620)	Round 5 Grants	\$1,818.69
2020	Jul	\$0.00	(\$20.00)	Account Fees	\$1,798.69
2020	Aug	\$0.00	(\$20.00)	Account Fees	\$1,778.69
2020	Sep	\$0.00	(\$20.00)	Account Fees	\$1,758.69
2020	Oct	\$0.00	(\$20.00)	Account Fees	\$1,738.69
2020	Nov	\$0.00	(\$20.00)	Account Fees	\$1,718.69
2020	Dec	\$0.00	(\$19.72)	Account Fees	\$1,698.97
2020	Jan	\$761.50	(\$19.74)	Account Fees	\$2,440.73
2020	Feb	\$917.00	(\$19.75)	Account Fees	\$3,337.98
2020	Mar	\$3,925.00	(\$19.70)	Account Fees	\$7,243.28
2021	Apr	\$1,743.00	(\$19.74)	Account Fees	\$8,966.54

\*This account has now been transferred to a fee free account

### Community Advisory and Community Fund Committee

The Palais Theatre Community Fund has continued to operate via Melissa Grenville, Liz Johnstone Julie Mundy, Sue Roff, and Jaimie Brunton. The committee met several times in 2020 to discuss the running of the program and to successfully allocate funding for community projects for Round 5. It was decided in September 2020 to place the next round on hold until the Venue was able to operate again. We also extended the term for all members of the committee for another year to end of 2021, due to the fund being on placed into hibernation during COVID-19. In late 2021, half of the committee members positions will be made available for nominations, with two positions remaining on the committee for consistency until late 2022, These vacant positions will be advertised again publicly during Quarter 4, 2021.

### D) Grants and Support

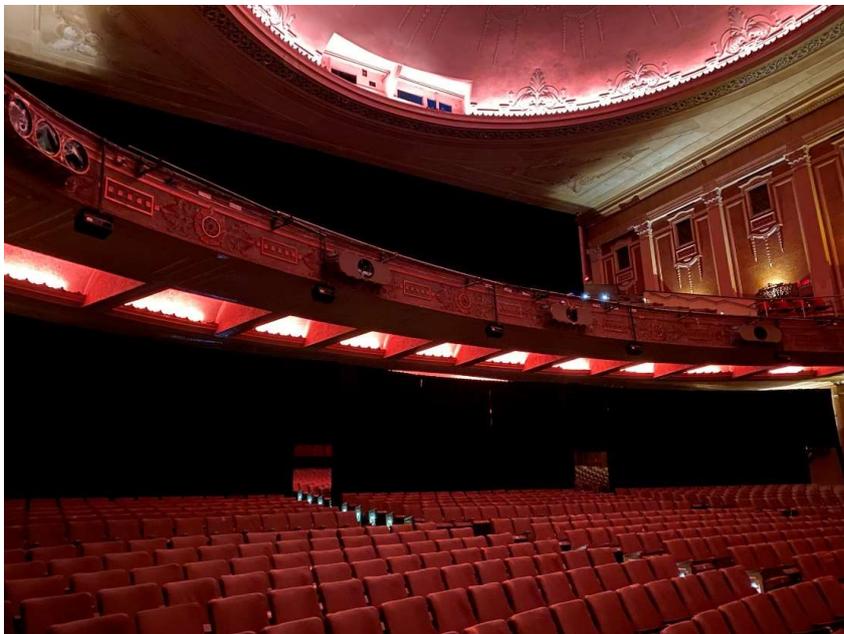
During 2020, Live Nation Australia Venues sought any available funding for business support & grants, both at state & federal level Successful outcomes as follows. JobKeeper was received for the business due to the decline in turnover, and supported all FT staff, along with 26 casuals.

Business Support Fund	\$10,000	Generic operating costs.
Business Support Fund	\$15,000	Generic operating costs.

During 2020, Live Nation Australia Venues were successful in applying for two grants – the Live Music Australia Funding via the Department of Infrastructure, Transport, Regional Development & Communications, and the Energy Efficient Communities Program – via the Department of Industry, Science, Energy & Resources.

- i) Through the Live Music Australia fund, LNAV were able to purchase and install a new intimate mode temporary curtain system, costing \$28,340, for the stalls seating area in the auditorium. This was completed in May 2021 and will provide the venue with further solutions for a) Provide a more intimate environment during capacity restrictions and b)

offer community groups and artists a space that can accommodate their needs, as in the past they considered the venue too large.



- ii) Via the Energy Efficient Communities Program, LNAV were able to purchase and install an energy monitoring system, costing \$19,120. This was installed in May 2021. This has immediately provided the venue with a clearer understanding of energy use throughout the venue, as previously we had only one meter covering the whole venue. Now we see energy usage from different areas of the venue and where they may be options to reduce energy use.

We continue to pursue other available grant opportunities, including most recently the RISE funding.

## 16.2 Annual Forecast

### A) Management of Assets & Facilities.

As agreed on completion of the Year 3 annual report, the total agreed spend as per the BISF was \$2,514,060. This resulted in Live Nation having a credit balance in the BISF for an amount of \$1,004,380.

For the 2010/21 period the indexed BISF obligation (@ 2.7%) was \$531,619. Due to the significant amount of BISF spend brought forward during 2017/18, Live Nation has no contractual obligation under the lease to undertake further BISF works until the year 2021/22, however, we continue to reserve the right, in consultation with the CoPP, to bring forward future BISF expenditure as appropriate.

During the 2020/21 period, we believe that one item of capital expenditure was incurred and counted towards the BISF, which was paid for by government grant as above.

BMS & Metering Systems	20/21	\$ 19,120.00
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Whilst there were many other projects in progress when COVID-19 pandemic arrived and the mass gathering ban was enacted, with no revenue coming in since 13th March 2020, the need was created for Live Nation Australia Venues to place on hold the tender process for the seating, feasibility studies for both the solar array & air conditioning systems. These will be resumed once the business has reopened and built up enough cash reserves to complete these projects.

Attached to this report is a summary of the current BISF status, refer Attachment A.

LNAV has incurred expenditure for the following non BISF item:

- Small Mobile F&B Outlet - \$11,095.00 – Deposit only. To be completed in June.

Therefore, the list of BISF works below that have been pre-approved by COPP :

Description of BISF Works	Year as per BISF Schedule	Amount as per BISF
Feasibility Study of 300kw Solar Array	2018 – 2019	\$50,000.00
Upgrade of Air Conditioning System	2026 - 2027	\$50,000.00
Seating, Reconditioning	2018 - 2023	\$300,000.00
Seating, GA Floor	2019 - 2020	\$250,000.00
Additional Seating Costs	2028 - 2033	\$410,000.00
Stage Proscenium Valance	Additional Item	\$35,000.00
Fire Escape Cladding	Outstanding HV Permit Requirement	Non BISF

Note: The following items will be undertaken as part of the Airconditioning Upgrade Project – we are currently undertaking feasibility study to ascertain how & the cost to deliver the system. Once the feasibility study is complete, we will apply to COPP for the approval for the air-conditioning works, originally scheduled for 26/27, to be brought forward and the seating upgrade project will be delayed by a year or two

Installation of Heat Pump System	2019/20	\$ 200,000.00
Replace Existing Split Systems	2017 - 2023	\$ 70,000.00
Replacement Raypak Boilers	22/23	\$ 80,000.00
TOTAL		\$ 350,000.00

Note: Items listed within the original BISF schedule to be undertaken between 2017/23 not currently listed for completion, due to other works being evaluated more critical and were brought forward are as follows. However, an adjustment has been made to the Metering Systems.

Solar Panels	18/19	\$ 500,000.00
Rainwater Harvesting	20/21	\$ 150,000.00
BMS & Metering Systems*	20/21	\$ 130,880.00
Replacement Domestic Hot Water Systems	2017 – 2023	\$ 50,000.00
TOTAL		\$ 830,880.00

- Subject to approval of \$19,120.00 above

Included as Attachment B is the 30 Year Expenditure Profile – Tenant, which has been populated with actual data for Years 1 - 4 and original BISF schedule timing for the balance.

#### B) 2021 Event Schedule

- Live Nation Australia Venues had budgeted to undertake 79 ticketed performances in 2021, exclusive of the 8 community dates.
- As of 25 June 2021 we had 116 performances contracted.
- We currently have 47 ticketed performances booked for 2022, some of these are 2020 shows that are rescheduled, including international artists who are not able to enter Australia yet.
- Providing there are no capacity restrictions and international travel is permitted during 2022, all indications are that 2022 will be a very busy year.
- The Palais Theatre continues to offer a diverse range of events, including music concerts of all genres, family, community, comedy, opera, ballet, speaking events, functions and the like.

Please note the booking schedule is subject to change, shows can be added or cancelled for varying reasons. The below is as of May 28<sup>th</sup>, 2021.

EVENT	2021	HIRER
TOGETHER AGAIN	8-30 January 2021	Live Nation Australasia
TAYLOR SHERIDAN	Wednesday, 13 January 2021	Palais Theatre
THE SLEEPING BEAUTY	Tuesday, 23 February 2021	Victorian Opera
THE SLEEPING BEAUTY	Wednesday, 24 February 2021	Victorian Opera
THE SLEEPING BEAUTY	Thursday, 25 February 2021	Victorian Opera
THE SLEEPING BEAUTY	Friday, 26 February 2021	Victorian Opera
WE CAN BE HEROES: THE MUSIC OF BOWIE ORCHESTRATED	Friday, 5 March 2021	Metropolis Touring
RUSSELL HOWARD	Thursday, 11 March 2021	Live Nation Australasia
RUSSELL HOWARD	Friday, 12 March 2021	Live Nation Australasia
RUSSELL HOWARD	Saturday, 13 March 2021	Live Nation Australasia
RUSSELL HOWARD	Saturday, 13 March 2021	Live Nation Australasia
MELBOURNE INTERNATIONAL COMEDY FESTIVAL GALA FOR OXFAM	Wednesday, 17 March 2021	Melbourne International Comedy Festival
MELBOURNE INTERNATIONAL COMEDY FESTIVAL OPENING NIGHT	Wednesday, 24 March 2021	Melbourne International Comedy Festival
TONES & I	Friday, 23 April 2021	Lonely Lands Agency
TONES & I	Saturday, 24 April 2021	Lonely Lands Agency
JAMES REYNE	Friday, 7 May 2021	The Harbour Agency
GREEK LEGENDS OF THE 20TH CENTURY	Saturday, 8 May 2021	Giant Entertainment
CAROLE KING'S TAPESTRY – 50TH ANNIVERSARY IN CONCERT	Friday, 14 May 2021	Live Nation Australasia
CAROLE KING'S TAPESTRY – 50TH ANNIVERSARY IN CONCERT	Saturday, 15 May 2021	Live Nation Australasia
URZILA CARLSON	Friday, 21 May 2021	Live Nation Australasia
URZILA CARLSON	Friday, 21 May 2021	Live Nation Australasia
URZILA CARLSON	Saturday, 22 May 2021	Live Nation Australasia
LORELEI	Wednesday, 30 June 2021	Victorian Opera
LORELEI	Thursday, 1 July 2021	Victorian Opera

Attachment 1: Palais Theatre Annual Report - Year 4

LORELEI	Friday, 2 July 2021	Victorian Opera
THE TEN TENORS	Friday, 16 July 2021	Mellen Events
STICKY FINGERS SHOW	Saturday, 17 July 2021	TEG Empire
RICHARD CLAPTON	Wednesday, 21 July 2021	The Frontier Touring Co.
JIMMY BARNES	Thursday, 22 July 2021	The Frontier Touring Co.
JIMMY BARNES	Friday, 23 July 2021	The Frontier Touring Co.
JON STEVENS	Saturday, 24 July 2021	Regional Touring
LET IT BE	Sunday, 25 July 2021	Live Nation Australasia
PARKDALE PRIMARY SCHOOL CONCERT	Thursday, 29 July 2021	Parkdale Primary School
JOHN BUTLER	Saturday, 31 July 2021	Jarrah Records
VOSS IN CONCERT	Sunday, 1 August 2021	Victorian Opera
THE WHO'S TOMMY	Monday, 2 August 2021	Victorian Opera
THE WHO'S TOMMY	Wednesday, 4 August 2021	Victorian Opera
THE WHO'S TOMMY	Friday, 13 August 2021	Victorian Opera
THE WHO'S TOMMY	Saturday, 14 August 2021	Victorian Opera
THE WHO'S TOMMY	Tuesday, 17 August 2021	Victorian Opera
THE WHO'S TOMMY	Wednesday, 18 August 2021	Victorian Opera
THE WHO'S TOMMY	Wednesday, 18 August 2021	Victorian Opera
THE WHO'S TOMMY	Thursday, 19 August 2021	Victorian Opera
THE WHO'S TOMMY	Friday, 20 August 2021	Victorian Opera
THE WHO'S TOMMY	Saturday, 21 August 2021	Victorian Opera
WE CAN BE HEROES: THE MUSIC OF BOWIE ORCHESTRATED	Sunday, 22 August 2021	Metropolis Touring
APIA GOOD TIMES	Monday, 23 August 2021	Premier Artists
CAMERON SMITH	Wednesday, 25 August 2021	Major Events Live
SEVEN WONDERS: THE MUSIC OF FLEETWOOD MAC ORCHESTRATED	Thursday, 26 August 2021	Metropolis Touring
THE EMPIRE STRIPS BACK	Saturday, 28 August 2021	Tenderloins
ATHOL WILLOUGHBY MEMORIAL	Monday, 30 August 2021	Cecchetti Ballet Australia-Victoria
ELWOOD PRIMARY SCHOOL	Wednesday, 1 September 2021	Elwood Primary School
THE PAPER KITES	Thursday, 2 September 2021	Select Music
BEATLES ORCHESTRATED	Friday, 3 September 2021	Metropolis Touring
ELTON JOHN ORCHESTRATED	Saturday, 4 September 2021	Metropolis Touring
ST MICHAEL'S GRAMMAR HOUSE ARTS FESTIVAL	Tuesday, 7 September 2021	St Michael's Grammar School
MURRUMBEENA PS CONCERT	Thursday, 9 September 2021	Murrumbreena Primary School
JOHN WILLIAMSON 50TH ANNIVERSARY	Friday, 10 September 2021	Regional Touring
KASEY CHAMBERS & BUSBY MAROU	Saturday, 11 September 2021	Premier Artists
CAULFIELD JUNIOR COLLEGE CONCERT	Tuesday, 14 September 2021	Caulfield Junior College
PUB CHOIR	Wednesday, 15 September 2021	Pub Choir
CELEBRATING NEIL YOUNG'S LIVE RUST	Thursday, 16 September 2021	Liberty Stage
TBA	Friday, 17 September 2021	TEG Empire
BOY & BEAR	Thursday, 23 September 2021	Maven & Muse
TBA	Friday, 24 September 2021	Metropolis Touring
RUPAUL'S DRAG RACE	Saturday, 25 September 2021	Live Nation Australasia
CALISTHENICS VICTORIA STATE CHAMPIONSHIPS	Saturday, 2 October 2021	Calisthenics Victoria

TBA	Saturday, 9 October 2021	The Harbour Agency
TBA	Saturday, 16 October 2021	DRWE
KATE MILLER-HEIDKE	Thursday, 21 October 2021	The Frontier Touring Co.
BOHEMIAN SYMPHONY: THE MUSIC OF QUEEN ORCHESTRATED	Friday, 22 October 2021	Metropolis Touring
BOHEMIAN SYMPHONY: THE MUSIC OF QUEEN ORCHESTRATED	Saturday, 23 October 2021	Metropolis Touring
LEAVING JACKSON	Thursday, 28 October 2021	Jeff Carter Music
JOEL CREASEY	Friday, 29 October 2021	Live Nation Australasia
ROCKWIZ	Saturday, 30 October 2021	Something Fantastic
TBA	Friday, 5 November 2021	Giant Entertainment
GREAT AUSTRALIAN PODCAST FESTIVAL	Saturday, 6 November 2021	Live Nation Australasia
GREAT AUSTRALIAN PODCAST FESTIVAL	Sunday, 7 November 2021	Live Nation Australasia
TBA	Friday, 12 November 2021	TEG Empire
SYMPHONY OF ANGELS	Saturday, 13 November 2021	The Harbour Agency
BILL BAILEY	Monday, 15 November 2021	Adrian Bohm Presents
BILL BAILEY	Tuesday, 16 November 2021	Adrian Bohm Presents
TBA	Saturday, 20 November 2021	The Frontier Touring Co.
WORLD OF MUSICALS	Sunday, 21 November 2021	Rockitz Entertainment
KINGSWOOD	Saturday, 27 November 2021	The Harbour Agency
TBA	Wednesday, 1 December 2021	Live Nation Australasia
CHOCOLATE STARFISH	Friday, 3 December 2021	The Harbour Agency
TBA	Saturday, 11 December 2021	Metropolis Touring
<b>Location Hire</b>		
JACK IRISH - LOCATION SHOOT	Monday, 18 January 2021	Easytiger Productions
TINA ARENA REHEARSALS	Tuesday, 27 April 2021	Media Talent Management
TINA ARENA REHEARSALS	Wednesday, 28 April 2021	Media Talent Management
TONES & I VIDEO FILMING	Monday, 3 May 2021	Visible Studios
MASTERCHEF	Monday, 8 February 2021	Endemol Shine
WHO DO YOU THINK YOU ARE?	Sunday, 28 February 2021	Warner Brothers
CINEMA SPACES	Wednesday, 31 March 2021	Cinema Spaces
MAPLE GLIDER VIDEO	Tuesday, 6 April 2021	Maple Glider
JULIA STONE PHOTO SHOOT	Tuesday, 6 April 2021	NME
LOVE JOURNAL PHOTOGRAPHY WEDDING SHOOT	Wednesday, 5 May 2021	Love Journal Photography
BACK TO LIVE	Thursday, 20 May 2021	Ticketmaster

#### E) Community Benefit & Activities

- Under the Palais Theatre lease agreement, Live Nation are to provide up to 8 days a year for Community use at a rental rate of \$1 per day, plus costs and GST.
- In 2020/2021, City of Port Phillip Palais Theatre Community Reservations grant was put on hold. Sacred Heart Mission and St Kilda Film Festival have ongoing grants. Due to COVID-19 Sacred Heart Mission's Dine with Heart and St Kilda Film Festival were not able to go ahead at the Palais Theatre in 2021. Sacred Heart Mission's Heart of St Kilda Concert is intending at this stage to proceed in Q4 2021.

- Live Nation's partnership with Get Skilled Access, co-founded by Dylan Alcott OAM continues to improve accessibility, and set new standards in the live event industry. The partnership has already seen Get Skilled Access provide accessibility training to 150 Live Nation employees across Australia and New Zealand. Ongoing online modules are required to be completed annually across the business. The Palais Theatre continues to review and revise the way we communicate and help those with accessibility needs. In 2020, the Palais Theatre website created a detailed run through of the customer journey for those with access needs, with those in the community providing feedback:

*"Just wanted to say thank you so much for the wonderful accessibility information you have provided on your website. Should be the flag ship for all! I'm new to this world but it's been quite the eye opener. Sadly too many organisation websites (particularly hotels) provide nothing at all. Not a single word. It's devastating. So to see something like the effort you have gone to with pictures and all is just truly amazing. People don't understand the difference this makes and adding the pictures so you can actually see the facilities is gold."*

*Rod, Palais Theatre Patron*

- As part of the commitment to the Palais Theatre's Sustainability Goal, The Palais Theatre have initiated a strategy to introduce compostable cups and eliminate single use plastics by 2022 and this is now well advanced. We previously used standard PET plastic cups for all tap and can products as due to our liquor license we cannot allow glass or cans in the auditorium. We are working smarter and harder than ever to reduce the amount of non recyclable waste and make the venue greener.

Over the last 18 months, the Palais Theatre has worked with BioPak, who are a green cup solution, to develop a waste management system that has allowed the venue to adopt compost designed cups made of plant materials, allowing us to remove most of the chemical-based plastics previously housed in the venue. Over 20,000 units of custom designed plant-based cups have moved through the Theatre since we introduced these in 2020, with the final stages of the implementation scheduled to occur over the next 12 months, including specific compostable bins to ensure the end to end process is complete.

We saw an immediate positive reaction from our staff and patrons who really loved seeing the venue move further in to a greener space. Although this change has eliminated most of the single use plastic moving through the venue, the Palais Theatre are continuing to explore ways to eradicate single use plastic entirely. Discussions with stock suppliers are underway to minimize the venue's environmental impact further including ensuring any PET bottles are made from recyclable plastics.

Please do not hesitate to contact us if you have any queries in relation to this report.

Yours sincerely



Lloyd Jones  
Venue Manager

## Attachment A – BISF Status

### Palais Theatre - Building Improvement Sinking Fund Overview

Last Updated: 21-Jul-21

Lease Commencement Date: 1 April 2017  
 Annual BISF Commitment: \$ 500,000  
 Annual Indexation: CPI

	1/5/2017 to 30/4/2018	1/5/2018 to 30/4/2019	1/5/2019 to 30/4/2020	1/5/2020 to 30/4/2021	1/5/2021 to 30/4/2022	1/5/2022 to 30/4/2023	1/5/2023 to 31/4/2024	1/5/2024 to 30/4/2025	1/5/2025 to 30/4/2026	1/5/2026 to 30/4/2027	1/5/2027 to 30/4/2028
Previous Year BISF Value	\$ -	\$ 500,000	\$ 511,000	\$ 517,643	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619
CPI for 12 months to March		2.2%	1.3%	2.7%							
Current Year BISF Value	\$ 500,000	\$ 511,000	\$ 517,643	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619	\$ 531,619
<b>Accumulated Minimum Sinking Fund Contribution</b>	500,000	1,011,000	1,528,643	2,060,262	2,591,882	3,123,501	3,655,120	4,186,740	4,718,359	5,249,979	5,781,598
Actual agreed BISF Expenditure (current year)	2,311,842	117,958	84,260	19,120							
Accumulated agreed BISF expenditure	2,311,842	2,429,800	2,514,060	2,533,180	2,533,180	2,533,180	2,533,180	2,533,180	2,533,180	2,533,180	2,533,180
Indexation on any Surplus Balance (ie negative)	-	39,861	18,963	27,118	-	-	-	-	-	-	-
<b>Total Accumulated &amp; Agreed BISF expenditure</b>	2,311,842	2,469,661	2,533,023	2,560,298	2,533,180	2,533,180	2,533,180	2,533,180	2,533,180	2,533,180	2,533,180
<b>Balance in Sinking Fund</b>	<b>-1,811,842</b>	<b>-1,458,661</b>	<b>-1,004,380</b>	<b>-500,036</b>	<b>58,702</b>	<b>590,321</b>	<b>1,121,940</b>	<b>1,653,560</b>	<b>2,185,179</b>	<b>2,716,798</b>	<b>3,248,418</b>

\* Corrected from 1.2% as per last annual report

**Attachment B – 30 Year Expenditure Profile – Tenant**

30 year Expenditure Profile Tenant										
	Annual Expenditure					5 Year Blocks				
Expenditure by Category <sup>1</sup>	Year 1	Year 2	Year 3	Year 4	Year 5	Years 6-10	Years 11-15	Years 16-20	Years 21-25	Years 26-30
	<i>Actual</i>	<i>Actual</i>	<i>Forecast</i>	<i>Projected</i>						
<b>CAPEX</b>										
Renewal Program										
Upgrade Program	\$ 2,311,842	\$ 117,958	\$ 84,260	\$ 19,120	\$ 1,650,000	\$ 1,840,200	\$ 2,333,250	\$ 2,825,490	\$ 7,688,250	\$ 4,748,750
<b>TOTAL</b>	<b>\$ 2,311,842</b>	<b>\$ 117,958</b>	<b>\$ 84,260</b>	<b>\$ 19,120</b>	<b>\$ 1,650,000</b>	<b>\$ 1,840,200</b>	<b>\$ 2,333,250</b>	<b>\$ 2,825,490</b>	<b>\$ 7,688,250</b>	<b>\$ 4,748,750</b>
<b>OPERATIONAL COSTS</b>										
Utilities	not tracked	\$ 51,645	\$ 49,661	\$ 25,759						
Essential Safety Measures	Inc. in Routine R&M									
OH&S	Inc. in Routine R&M									
<b>TOTAL</b>	<b>\$ -</b>	<b>\$ 51,645</b>	<b>\$ 49,661</b>	<b>\$ 25,759</b>	<b>\$ -</b>					
<b>MAINTENANCE COSTS</b>										
Routine	\$ 22,152	\$ 30,895	\$ 29,494	\$ 24,209						
Reactive, inc labour & consultants	\$ 39,199	\$ 84,934	\$ 123,999	\$ 39,379						
<b>TOTAL</b>	<b>\$ 61,351</b>	<b>\$ 115,829</b>	<b>\$ 153,493</b>	<b>\$ 63,588</b>	<b>\$ -</b>					
<b>GRAND TOTAL</b>	<b>\$ 2,373,193</b>	<b>\$ 285,431</b>	<b>\$ 287,414</b>	<b>\$ 108,467</b>	<b>\$ 1,650,000</b>	<b>\$ 1,840,200</b>	<b>\$ 2,333,250</b>	<b>\$ 2,825,490</b>	<b>\$ 7,688,250</b>	<b>\$ 4,748,750</b>

\* Subject to COPP approval

1. Years are based on 1 May to 30 April period