

Central Coast Conservatorium Incorporated

# Annual Report

2009 - 2010



Cnr. Mann Street and Georgiana Terrace  
Gosford NSW 2250  
ABN 17 615 618 823

Central Coast Conservatorium Incorporated

Management Committee Members

2009-2010

**John Pinn** – President

**Patrick Brislan** – Vice President

**Jan Caldwell** – Treasurer (retired from 1 March 2010)

**Lorraine Parks** – Secretary

**Jim Buultjens**– Member

**Peter Brandon**– Member

**Malcolm Angus** – Member

**Hillary Day** – Member and Central Coast Symphony Orchestra representative

**Hendrik Keulemans** – Member

**Professor Stephen Crump** – Newcastle University representative

**Kreenah Yelds** - Newcastle University representative

**CENTRAL COAST CONSERVATORIUM INCORPORATED**  
**PRESIDENT'S REPORT TO THE ANNUAL GENERAL MEETING**  
2 SEPTEMBER 2010

The financial reports and the Director's report tell the story very effectively. Your Conservatorium is in its strongest position ever. We have weathered the financial crisis of the past couple of years and are well-positioned to resist another.

The Association of Regional Conservatoriums of which your Conservatorium is one, has been recognised and accorded appropriate status by the State government, resulting in an increased funding allocation. The triennial nature of this funding giving us an assured source of support from both the Department of Education and Training and Arts NSW through 2013, is a boon for our planning.

Locally, the Conservatorium's profile in the community has been lifted considerably, the prospects of sponsorships are improving, and student enrolments are rising again. The fees from our students, that is, from you, the members of the Association, are the lifeblood of the Conservatorium, contributing by far the majority of the income and it is heartening for the management, tutors and staff to see that you are continuing to find value in the high standards of tuition and service that they strive to deliver. Your loyalty is invaluable.

Our strategy of building the Association's reserves is being vindicated as under the impetus provided by the Gosford Challenge, the prospect of new teaching premises and performance spaces draws closer – although realistically they may be still some years away. New facilities however will come at a price. Thanks to the support of the Newcastle University through the Ourimbah Campus, which under a trust provides and maintains our current 'old Court House' premises, and of Gosford City Council which contributes community and parking spaces, our accommodation costs to date have been negligible. This situation will change dramatically when the proposed new Performing Arts Centre is occupied. In the meantime, Director Chris Bearman and Business Manager Frank Cubirka have been seeking innovative interim solutions in the Gosford CBD to our space constraints and some announcement is likely shortly.

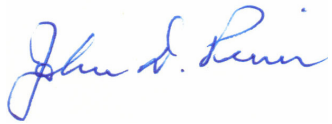
Director Chris Bearman has continued to develop and expand the teaching programs and the performance opportunities for students and tutors and is to be congratulated on the results to date. The measurement of the academic progress of the students is being made easier and of greater benefit to them by the assessment processes now in place and continually being upgraded. A most important development for the prospects of the Conservatorium and its students is the status of Registered Training Organisation allowing us to provide recognised Certificate IV and Diploma courses. With the Director, Business Manager Frank Cubirka has contributed significantly to these developments.

The challenges ahead lie in maintaining and expanding the Conservatorium's programs and stabilising our income sources. This will require sustained contributions from you

volunteer Management Committee members, and from the 3 managers, the staff and the tutors, in the promotion of the value and high standards of our training programs and in continuing to lift the profile of the Conservatorium in the community through demonstrated performance by tutors and students. We have a great story to tell and we must make sure everybody in the Central Coast community hears it.

It will also require continuing support from parents and senior students and I appeal to you as members of your Association to be interested and active in what after all is your institution. It is a fine organisation, one that this community is very fortunate to have, especially with the quality of leadership and professionalism it offers. There are many valuable things that you could do to help. Unlike local sporting organisations and schools, your Conservatorium has to date had to get by with very little parental participation. I would like to see that change; it needs it to happen. Big things are afoot; please become a part of what is happening.

Thank you to my colleagues on the Management Committee for their contributions and their personal support, to Chris and Frank for giving above and beyond at all times, to all the tutors for their loyalty and patience, the staff for their conscientious service and to you, the students and parents, for your on-going patronage.



John D Pinn  
President, Management Committee

**CENTRAL COAST CONSERVATORIUM INCORPORATED**  
**DIRECTORS'S ANNUAL REPORT**  
**TO THE ANNUAL GENERAL MEETING**  
**2 SEPTEMBER 2010**

During this year further progress has been made in consolidating the Central Coast Conservatorium's position as the primary Education and Training Institution for Music in the Region.

The work of all Regional Conservatoriums was recognised by the NSW State Government in the 2009 budget when a long awaited increase in funding was granted. CCC has positioned itself to receive the maximum benefit from this increase which has already relieved some financial pressure from the previous year. The triennial basis of this funding will also allow us to plan ahead and build on the platform we have created.

The funding also recognises the CCC as a significant contributor to concert presentation in the region and the Arts NSW component of the funding agreement allows us to maintain a high quality concert calendar throughout the year. This concert and recital series keeps the Conservatorium highly profiled and is a vital promotional tool for our tutoring faculty.

The Conservatorium's position in the community has also been recognised by its inclusion in the latest proposal for a new Performing Arts Centre in Gosford CBD. While this proposal is still in the concept stage the inclusion confirms the community recognition of the work of the Conservatorium over a significant period.

Much of work in providing the underpinning knowledge and skills required to maximise students potential goes unnoticed behind the scenes, however those skills do not only benefit the students and the Conservatorium but also the music community. Many students trained at the Conservatorium increasingly filter into community music productions which has raised the standard significantly over the last few years. Another growing element of the Conservatorium programme is the increasing number of students requesting assistance with HSC course work both in practical and theoretical studies. Many students have also performed well and received excellent results in external exams and competitions.

The enrolment audit reveals that we have weathered the economic downturn with minimal impact and hours delivered are climbing slowly to the 2008 level.

2010 has seen the birth of Contemporary Music Studies. The programme includes Jazz studies which previously stood alone as a separate department. This initiative was undertaken to broaden the programmes available to the community. Under the direction of Guy Strazzullo Certificate 4 and Diploma Courses have been developed in readiness for 2011. With quality tutors across the board within this department we see this as a potential growth area.

Once again this year the Conservatorium has provided well over 70 performance events. This indicates the impact that CCC now has on the Arts Community of the Central Coast.

These events are divided between educational/ training opportunities for students and professional and community presentations. The Concert Series has also supported two major Central Coast music festivals with funding from Arts NSW. Pearl Beach Music Festival and Crossroads Chamber Music Festival included tutors and students from the Central Coast Conservatorium in their 2009 and 2010 programmes.

Visiting Artists for this year included; Charmian Gadd; Simon Tedeschi; Sally-Anne Russell; Mark Walton ;Christian Marsh; Oleg Stepanov and Natasha Vlassenko.

Tutors of the Conservatorium who performed as part of the series included; Guy Strazz; Rosemary Witcomb; Trish O’Hearn; Don Andrews; Carl Schmidt; Con Spirito and Concertante Ensembles.

The highlight of the ensembles programme year was the visit by Members of the Sydney Symphony Orchestra to Central Coast Conservatorium as part of their education tour in May; the workshop was conducted by Nicholas Carter assistant to Vladimir Ashkenazy Principal Conductor of the Sydney Symphony Orchestra.

Writing this report is my opportunity to thank the dedication of tutors; management and Board members who have worked tirelessly to produce another successful year at the Central Coast Conservatorium which has concluded with a comforting surplus showing on the balance sheet.

Summing up this year in a colloquial term we could liken the Conservatorium to “a horse in the stalls ready to run”. Much of our investment over the past few years has been in programme and administration development. The Conservatorium is now in a position to maximise the benefit of this development in finding new areas for growth and moving further into the community. Prudent management over the development stage can allow us to invest in this area however with increased competition in all areas across the Central Coast this investment will need to be wise and relatively low risk. As a first step much can be achieved by marketing the current programme more intensely especially within the Conservatorium. This could result initially in retention of the more transient student population already enrolled. It must be remembered that in every area of activity that the Conservatorium practises change however minor represents a change of culture for students; parents; tutors; management and governance bodies.

We have to believe that the changes we make are undertaken to “make a difference” to future generations of community members of all ages who wish to make music part of their life.



Christopher Bearman OAM A.G.S.M.  
Director

## **EVENTS:**

AUG 1 <sup>st</sup>	Children's Music Programme Workshop Gary and Carol Crees (Helen Ford)	D1
AUG 8/9 <sup>th</sup>	Brudibar 'Children's Opera' Vocal Dept and Youth Orchestra (Judy Marshall-Schutte, Liliija Sile and John Nottle)	Liberty Family Church
AUG 9 <sup>th</sup>	Concertante Ensemble (Guest Rachel Tolmie Cor Anglais)	Greenway Chapel
AUG 16 <sup>th</sup>	CC Philharmonia 'Songs of the Mediterranean' (Acc. By Leo Dellolio)	St. Patrick's Church
AUG 18 <sup>th</sup>	Piano Students H.S.C. Concert (Rosemary Witcomb)	RKH
AUG 22 <sup>nd</sup>	CCSO 'Music from Ballet & Opera' (Featuring Angela Brewer)	Brentwood Village
AUG 23 <sup>rd</sup>	CCSO Annual Concert 'Music from Ballet & Opera' (Featuring Angela Brewer)	Mingara Rec Club
AUG 23 <sup>rd</sup>	Woodwind & Piano Concert '4 Heads 2 Hands 1 Voice (David Dallinger & Carl Schmidt)	RKH
AUG 28/30 <sup>th</sup>	Jnr String Orchestra trip to Riverina Conservatorium (Suzanne Borrett and Chris Bearman)	Wagga Wagga
SEPT 5 <sup>th</sup>	Snr String Orchestra combined with Concertante Ensemble as part of the Crossroads Festival (Chris Bearman)	Brentwood Village Kincumber
SEPT 5 <sup>th</sup>	Conservatorium Snr String Chamber Music Ensemble NSW School Chamber Music Competition (Awarded the prize for most potential)	Barker College
SEPT 12 <sup>th</sup>	Performance Practice	RKH
SEPT 13 <sup>th</sup>	Passion Fruit Jazz Ensemble Greenway Series (Guy Strazzullo)	Greenway Chapel
SEPT 15 <sup>th</sup>	Concertante at Sutherland Music Club	
SEPT 14/16 <sup>th</sup>	Conservatorium School Band Camp Attended by 55 students in the Con Schools Programme (Phil Rutherford)	Challenge Ranch Somersby

**EVENTS CONT:**

SEPT 19 <sup>th</sup>	Performance Practice WW and Strings	RKH
SEPT 22 <sup>nd</sup>	Piano Dept. Students Concert (Rosemary Witcomb)	RKH
SEPT 26 <sup>th</sup>	Performance Practice	RKH
SEPT 27 <sup>th</sup>	CCSO Subscription Concert 3 Charmian Gadd Chris Bearman	GHS
OCT 4 <sup>th</sup>	FOPAP fundraising concert Simon Tedeschi Conservatorium Box Office used.	Kincumber Uniting Church
OCT 18 <sup>th</sup>	Lakeside Brass Quintet	Greenway Chapel
OCT 31 <sup>st</sup>	Reginald Byers Workshop (Michael Archer)	RKH
NOV 1 <sup>st</sup>	Concertante with Chris Berenson Harpsichord	Greenway Chapel
NOV 7 <sup>th</sup>	Performance Practice	RKH
NOV 14 <sup>th</sup>	Performance Practice	RKH
NOV 15 <sup>th</sup>	Folk to Gershwin (Conservatorium Piano Tutors)	RKH
NOV 17 <sup>th</sup>	Piano Students Concert	RKH
NOV 21 <sup>st</sup>	Performance Practice	RKH
	Conservatorium Youth Band	Leisure Living Village
	CONSERVATORIUM OPEN WEEK	
Nov 22 <sup>nd</sup>	Battle of the Bands (1 <sup>st</sup> School Band Comp. Phil Rutherford)	GHS
	Saxophone Quartet Concert (David Dallinger)	
NOV 23 <sup>rd</sup>	Flute Choir Concert (Paul Curtis & Lynn Brislan)	RKH



**EVENTS CONT:**

NOV 26 <sup>th</sup>	Jazz Dept Concert (Guy Strazz & Don Andrews)	RKH
NOV 27 <sup>th</sup>	Conservatorium Youth Orchestra Concert (John Nottle & Chris Bearman)	GHS
NOV 28 <sup>th</sup>	CC Philharmonia Choir Carmina Burana (Philip Rees)	
NOV 29 <sup>th</sup>	Trevor Haines Scholarship Final (Adjudicator Phillip Shovk)	RKH
	Brass Students Concert (Phil Rutherford)	RKH
DEC 5 <sup>th</sup>	CCSO Concert Elgar with Soloist Sally-Anne Russell	GHS
DEC 6 <sup>th</sup>	End/Year Ensembles Concerts Woodwind/Strings/Percussion	GHS
DEC 7 <sup>th</sup>	Students of Kim Cannon (Guitar)	RKH
DEC 10 <sup>th</sup>	Guitar Dept Concert (Don Andrews)	RKH
DEC 11 <sup>th</sup>	Lakes Strings Concert (Amanda Elkington)	Kanwal P.S.
DEC 13 <sup>th</sup>	Concertante Ensemble with Soloist Patricia O’Hearn (Trumpet)	Greenway Chapel
DEC 13 <sup>th</sup>	Students of David Dallinger	RKH
DEC 13 <sup>th</sup>	End/Year Vocal Dept Concert (Lilija Sile, Michael Archer, Judy Marshall-Schutte)	GHS

**2010**

JAN 11/15 <sup>th</sup>	Vocal & Drama Workshop FUTURE MUSIC with Judy Marshall-Schutte, Michael Archer & Phillip Rees (9 students)	CON
JAN 19 <sup>th</sup> /22 <sup>nd</sup>	String Summer School (46 students) with Suzanne Borrett, Alexandria Harris, Karina Hollands, Trish McMeekin & Chris Bearman	CON
JAN 23 <sup>rd</sup> /24 <sup>th</sup>	Woodwind Summer School (10 students) (David Dallinger)	CON

## **EVENTS CONT:**

JAN 24/25 <sup>th</sup>	Concertante Ensemble recording music by Sainsbury and Brumby with Soloist Rachel Tolmie	Greenway and Lindfield Uniting Church
Feb 21 <sup>ST</sup>	Saxophone Quartet at C.C Chinese New Year Celebrations (David Dallinger)	Niagara Park
MAR 6 <sup>th</sup>	Concert Practice (Suzanne Borrett)	RKH
MAR 7 <sup>th</sup>	Charmian Gadd and Friends	Greenway Chapel
MAR 11 <sup>th</sup>	String Students at Kariong Rotary Club	Phillip House
MAR 13 <sup>th</sup>	Con Spirito Ensemble	Rylstone Music Club
MAR 20 <sup>th</sup>	Snr String Orchestra & Guest Wind players (Chris Bearman)	Pearl Beach Opera in the Arboretum
MAR 23 <sup>rd</sup>	Piano Dept. Concert Practice (Rosemary Witcomb)	RKH
MAR 25 <sup>th</sup>	Sydney Symphony Orchestra Workshop For Central Coast School Teachers; attendees 6 (Kim Waldock SSO Education Director)	RKH
MAR 25 <sup>th</sup>	Don Andrews George Golla Concert	RKH
MAR 26 <sup>th</sup>	Woodwind Chamber Music Concert (Paul Curtis)	RKH
MAR 27 <sup>th</sup>	Woodwind Concert Practice (David Dallinger)	RKH
MAR 28 <sup>th</sup>	Flute Choir at Sydney Conservatorium Open Day (Paul Curtis)	Sydney Con
APR 1 <sup>st</sup>	Guy Strazz Trio	Greenway Chapel
MAY 1 <sup>st</sup>	Clarinet and Saxophone Workshop (Mark Walton)	RKH
MAY 2 <sup>nd</sup>	Concertante Ensemble with Mark Walton And Nicholas Carter – Conductor	Greenway Chapel

## **EVENTS CONT:**

MAY 7 <sup>th</sup>	Youth Orchestra Workshop with SSO And Nicholas Carter – Conductor	GHS
MAY 8 <sup>th</sup>	Concert Practice	RKH
MAY 9 <sup>th</sup>	Clarinet and Saxophone Concert Practice	RKH
MAY 15 <sup>th</sup>	Concert Practice	RKH
MAY 16 <sup>th</sup>	Pearl Beach Progress Assoc. Scholarship Concert (Adjudicator Felicity Tsai)	Pearl Beach Hall
MAY 22 <sup>nd</sup>	Concert Practice	RKH
MAY 23 <sup>rd</sup>	Rotary Gala Concert	CC Leagues Club
MAY 29 <sup>th</sup>	Clarinet and Saxophone Concert Practice (David Dallinger)	RKH
JUN 5 <sup>th</sup>	String Festival. (Mid Year String Dept) (Suzanne Borrett)	GHS
JUN 6 <sup>th</sup>	Musical Milestones (Final in a series of audience development lectures by Phil Rutherford)	Greenway Chapel
JUN 11 <sup>th</sup>	Woodwind Chamber Concert (Paul Curtis)	RKH
JUN 13 <sup>th</sup>	Con Spirito at Pearl Beach Music Festival	Pearl Beach Hall
JUN 14 <sup>th</sup>	Piano Dept. Concert (Rosemary Witcomb)	RKH
JUN 18 <sup>th</sup>	Mid Year Ensembles Concert Youth Orchestra, Youth Band Brass Ensemble (John Nottle, E-Yang & Ossie Jellyman)	GHS
JUN 19 <sup>th</sup>	Woodwind and Strings Concert Practice (Suzanne Borrett and David Dallinger)	RKH & D1
JUN 20 <sup>th</sup>	Con Spirito with Rosemary Witcomb and Carl Schmidt	RKH
JUN 21 <sup>st</sup>	Woodwind Showcase (Paul Curtis)	RKH

## **EVENTS CONT:**

JUN 22 <sup>nd</sup>	Piano Concert Practice	RKH
JUN 24 <sup>th</sup>	Guitar Dept. Concert (Don Andrews)	RKH
JUN 25 <sup>th</sup>	Music Programme Presentation for Youth Connections (David Kimpton, Kim Cannon & Chris Bearman)	Youth Connections Tuggerah
JUN 26 <sup>th</sup>	Strings Chamber Music Concert (Suzanne Borrett)	RKH
JUN 27 <sup>th</sup>	CCSO with Christian March	LST
June 28 <sup>th</sup>	Big Day Out School Band Workshop (Phil Rutherford)	Challenge Ranch
JUN 29/30 <sup>th</sup>	Vocal Dept. Concert (Michaele Archer, Angela Brewer, Liliya Sile and Judy Marshall-Schutte)	RKH
JUL 14/15 <sup>th</sup>	Clarinet and Saxophone HSC Workshop (David Dallinger)	RKH
JUL 10 <sup>th</sup>	Jazz Band	Wyong Festival (Engagement)
AUG 4 <sup>th</sup>	Conservatorium CMS Tutors and Strings (PAC Presentation)	CC Leagues Club (Marketing)
AUG 5 <sup>th</sup>	Con Spirito at Crossroads Festival	Worthington BMW (Engagement)
AUG 8 <sup>th</sup>	Consertante and Senior Strings Crossroads Festival	Greenway Chapel (Engagement)
AUG 11 <sup>th</sup>	Concert Practice	RKH (Ed.)

**George H. Middleton** B.Ec., A.C.I.S.

PUBLIC ACCOUNTANT

REGISTERED COMPANY AUDITOR AND TAX AGENT

**Public Accountant , Registered Tax Agent No. 25277 009, Registered Company Auditor No. 1341**  
6 Aquarius Close, Kincumber, NSW 2251

Phone/ Fax (02) 4368 1539

E.Mail [georgehm@bigpond.com.au](mailto:georgehm@bigpond.com.au)

**AUDIT CERTIFICATE**

I, George Henry Middleton of 6 Aquarius Close, Kincumber , N.S.W. being a Registered Company Auditor , certify that I have examined the financial records of Central Coast Conservatorium. for the year ended on 30<sup>th</sup>. June 2010. in accordance with Australian Auditing Standards.

In my opinion, the Statement of Financial Performance and Statement of Financial Position are properly drawn up so as to give a true and fair view of the state of affairs of the Conservatorium as at 30<sup>th</sup>. June 2010. and for the year ended on that date, in accordance with Corporation Law and relevant Australian Accounting Standards.

Signed.....

George Henry Middleton B.Ec., A.C.I.S.  
Registered Company Auditor No. 1341.  
Dated this 24th day of August 2010

Central Coast Conservatorium Inc.

P.O. Box 1303  
Gosford NSW 2205

**Statement of Financial Position**

as at 30 June 2010

Notes		2009/10	2008/09
	<b>Assets</b>		
	Cash		
	Bank - Tuition Fees Account	4,400	
	Bank - Operating Account	25,374	4,191
	Bank - LSL Account	26,362	18,419
	Bank - Development Account	17,720	43,560
	Cash on Hand	500	500
	Business Account	97,290	431,864
	Term Deposit	<u>350,000</u>	
	Total Cash	521,646	498,534
1	Fees in Arrears	50,871	38,058
	Non Current Assets		
	Office Furniture and Equipment	86,886	83,793
	Less Accumulated Depreciation	-71,803	-67,975
	Musical Instruments & Equipmen	162,575	157,044
	Less Accumulated Depreciation	<u>-116,169</u>	-111,043
	Total Non Current Assets	61,490	61,819
	Prepayments	8,784	180
	<b>Total Assets</b>	<b>642,791</b>	<b>598,591</b>
	<b>Liabilities</b>		
2	Trade Creditors	9,559	1,543
	Superannuation Payable	0	20,912
	Funds held in Trust	1,865	
3	Provision for Long Service Leave	31,570	23,560
	Provision for Annual Leave	2,634	
	Provision for Sick Leave	419	
	Provision for Audit & Accounting	4,500	4,500
4	Provision for Bad Debts	2,000	2,000
5	Accrued Tutors Payments	24,878	77,966
6	Accrued Wages	3,378	4,342
7	Unspent Grants & Accruals	105,883	99,633
8	Prepaid Fees and Deposits	71,891	51,610
	<b>Total Liabilities</b>	<b>258,577</b>	<b>286,066</b>
	<b>Net Assets</b>	<b>384,214</b>	<b>312,525</b>
	<b>Equity</b>		
	Retained Surplus	312,525	355,062
	Current Year Surplus/Deficit	71,689	-42,537
	<b>Total Equity</b>	<b>384,214</b>	<b>312,525</b>

Central Coast Conservatorium Inc.

**Notes to the Statement of Financial Position  
as at 30 June 2010**

Note 1	<b>Fees in Arrears</b>	
	Schools Program ( Schools directly Invoiced)	\$44,148
	Conservatorium Students Outstandings	\$12,032
	Students in Schools Program invoiced by CCC	\$ 238
	Other	\$ 2,237
	Credits Due to students	<u>-\$ 7,784</u>
	<b>Total</b>	<b>\$50,871</b>
Note 2	<b>Trade Creditors</b>	
	Gosford City Council	\$ 2,916
	Groovy Marbles	\$ 1,216
	Music Centre Gosford	\$ 1,095
	Origin Energy	\$ 985
	Other Creditors	<u>\$ 3,347</u>
	<b>Total</b>	<b>\$ 9,559</b>
Note 3	<b>Provision for Long Service leave</b>	
	increased by \$8,100 to \$31,570	
Note 4	<b>Provision for Bad Debts</b> remains at	\$ 2,000
Note 5	<b>Accrued Tutor Payments</b>	\$24,878
	last fortnightly pay for Term 2,10 paid in July 10	
Note 6	<b>Accrued Wages</b>	\$ 3,378
	last fortnightly pay for Term 2,10 paid in July 10	
Note 7	<b>Unspent Grants and Accruals</b>	
	Grants	\$ 61,392
	Scholarships	\$ 3,970
	Business Activity Statement Return	\$ 15,838
	Central Coast Symphony Orchestra funds	\$ 5,500
	Tutor On-costs	\$ 12,500
	Other Accruals	<u>\$ 6,683</u>
	<b>Total</b>	<b>\$105,883</b>
Note 8	<b>Prepaid Fees and Deposits</b>	
	Student prepaid fees	\$ 70,091
	Deposits for Instrument hire	<u>\$ 1,800</u>
		<b>\$ 71,891</b>

**Central Coast Conservatorium Inc.**  
P.O. Box 1303  
Gosford NSW 2250

**Statement of Financial Performance.**

**1/07/2009 through 30/06/2010**

Notes		2009/10	2008/09
	<b>Revenue</b>		
1	Conservatorium Tuition	1,007,270	1,010,567
2	D.E.T. Grants	319,000	195,750
3	Other Revenue	39,731	35,864
	<b>Total Revenue</b>	<b>1,366,001</b>	<b>1,242,181</b>
	<b>Tuition Costs</b>		
	Tutor Payments	773,791	790,591
	Department Heads	20,075	18,600
	Ensemble Directors Fees	5,360	5,210
	Tutors Travel Subsidy	8,300	6,900
	School Coordinator	18,060	8,250
	Superannuation Tutors	70,223	71,087
	Tutor On Costs	5,000	5,000
	<b>Total Tuition Costs</b>	<b>900,809</b>	<b>905,638</b>
	<b>Gross Surplus</b>	<b>465,192</b>	<b>336,543</b>
	<b>Expenses</b>		
4	Administration- Salaries & Superannuation	232,557	212,101
	Audit	600	600
	Bank Charges	7,833	7,742
	Bad Debts	850	582
	Cleaning	4,684	3,850
	Facility Equipment	0	2,820
	Depreciation	8,872	9,246
	Electricity	9,056	6,880
	Ground Maintenance	568	978
	Half/Demountables Hire	22,149	22,002
	Insurances	10,072	10,047
	ISP Provider	1,881	1,097
	Long Service Leave	8,010	5,000
5	Marketing / PR	20,973	20,774
	Music Hire/Purchase	2,759	3,337
	APRA	951	
	Postage	3,701	3,323
	Printing&Stat./Office supplies	11,902	10,029
	R & M - Buildings	1,758	1,636
	R & M - Plant & Equipment	4,835	4,605
	R & M - Instruments	5,495	6,488
	Rates&Rent	1,696	1,586
	Security	989	1,356
	Staff Amenities	3,410	4,563
	Training Programs	1,774	1,916
	Subscriptions	1,425	1,173
	Telephone	8,323	8,831
	Travel & Hospitality	1,801	1,303
	Tutor Orientation Expenses	1,343	1,054
	Workers Compensation	13,237	14,605
	Sundry Expenses	0	1,922
	<b>Total Expenses</b>	<b>393,503</b>	<b>371,445</b>
	<b>Operating Surplus / (Shortfall)</b>	<b>71,689</b>	<b>-34,902</b>
	Abnormal Expense	0	-7,635
	<b>Net Surplus/(Deficit)</b>	<b>71,689</b>	<b>-42,537</b>



Central Coast Conservatorium Inc.

**Notes to the Statement of Financial Performance  
for period 1/7/09 to 30/6/10**

Note 1	Tuition Fees	\$1,075,121
	less Bursaries and Scholarships	<u>\$ 67,851</u>
	Conservatorium Tuition	\$1,007,270
Note 2	D.E.T. Grants increase of \$123,250 from \$195,750 in 2008-09 to \$319,000 in 2009-10 year.	
Note 3	Other Revenue	
	Instrument Hire	\$ 10,914
	Commission Income	\$ 1,019
	Hall Rental	\$ 2,000
	Interest Received	\$ 16,092
	Late Fees Collected	\$ 818
	Assessments	\$ 2,000
	Donations	\$ 2,600
	Net Projects / Concerts	\$ 811
	Other	<u>\$ 3,477</u>
		\$ 39,731
Note 4	Administration Expenses	
	Management	\$ 162,202
	Administration Staff	\$ 50,501
	Superannuation	<u>\$ 19,854</u>
		\$ 232,557
Note 5	Marketing / PR	
	Program Advertising / PR	\$ 16,983
	Promotions / Signage	<u>\$ 3990</u>
		\$ 20,973