

2003 Annual Report

of

The Western Australian Music Industry Association Inc.

WAM exists "...to develop the Western Australian contemporary music industry "



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President's Report

The last 12 months has been a year of expansion for WAM. We have increased our staff, expanded our project areas of support for contemporary music and organised a larger WAMi festival than ever before.

Joining our team this year were Fred Gesha as Indigenous Music Officer, Nigel Bird as Regional Support Coordinator and Emma Jack as Communications and Education Coordinator. All have been working hard at expanding WAM's role in their respective project areas with promising beginnings.

On top of this WAM also developed its international support for WA music with our involvement with this year's South by Southwest Music Festival and Conference in Austin, Texas. This is one of the largest music industry events in the world, and WAM coordinated a special WA showcase as part of the festival.

□

Last year's Kiss My WAMi festival was the largest in WAM's history, with continued growth in regional touring and the number of public events. The media support for the festival also increased dramatically. The West Australian expanded their commitment to the festival, while Channel 10 gave the festival some commercial television exposure for the first time. Special thanks must also go to Xpress magazine and RTR FM, who have been long-term supporters of WAM, as well as NOVA and Triple J for their continued support.

The next Kiss My WAMi festival has been delayed to early in 2005 to allow us to continue to build on the festival's success. This will allow us to hold the festival during summer, making better use of WA's many outdoor facilities and encouraging larger crowds to WAMi events.

This means there will effectively be no Kiss My WAMi festival for 2003, and to fill the gap WAM will be hosting the WAMi Weekender. Scheduled for June, this six-day music festival will showcase 100 WA bands in 25 events around the State.

I would like to thank the staff Paul Bodlovich, Harvey Rae, Kath Robinson, Emma Jack, Jason Brice, Lisa Schreiber, Nigel Bird, Fred Gesha, and Joel Louie. You've all worked hard to continue to expand WAM's activities and I look forward to your continued hard work in the future.

A huge thanks to all the volunteers and committee members who give up their time to contribute to WAM's success. There's no way WAM could have come close to achieving what it has in the last year without your voluntary support. Special mention also to WAM's previous President Pete Stone, who resigned from the festival following last year's WAMI festival to pursue his music career full time. Pete has volunteered his time to WAM's board for many years and will be sorely missed.

Finally a big thanks to all the members who have supported WAM for the past year. WAM's membership has increased again this year and this looks set to continue.

Thank you.

Dan Stinton
President
30 March 2004

Executive Director's Report

Introduction

2003 was a year of unprecedented growth for WAM – a year that has taken us to a new level of operation. This process is by no means complete, and the growing pains have been evident, but we are on track to meet the broad objectives and visions contained in our 2002 Business Plan.

It should be noted that we currently operate in a very positive environment in which we have outstanding successes coming from our state, and concurrent government support which is easily the most significant in Australia. On the one hand, we need to work to ensure that both of these factors remain in place, however we also need to remind ourselves that one or both may not always be the case, and plan for this.

Three staff members joined WAM in newly created permanent positions. Nigel Bird as Regional Support Coordinator, Fred Gesha as Indigenous Music Officer, and Emma Jack as Communications and Education Coordinator. This took us to a structure of five fulltime and three parttime staff.

In 2003 we co-opted Gina Williams to a position on the Management Committee, as a representative of the Indigenous music community.

Importantly, 2003 was a year of consolidation in what is essentially a new role as the peak representative body for the contemporary music industry. There is still a long way to go in this respect – and of course this was reflected in our 2002 business plan as the five year vision for WAM – however its heartening to be constantly finding more and more people operating around the industry who are interested in WAM's operations, and in using WAM as a vehicle to represent their interests. It is an ongoing challenge for those who see themselves as important in our industry to become engaged with our new direction, and to look beyond their perception and understanding of WAM's role as developed through the nineties.

Revenue in 2003 grew to over \$624,000 up from around \$429,000 in 2002. This largely represented a broadening of our funding base, and in particular the scope of our key events, the Kiss My WAMi Festival and the WAM Song of the Year both of which saw significant growth in 2003.

2003 was a year which saw some fairly heavy expenditure in a couple of program areas, particularly regional touring during the WAMi's and the schools program. Both of these resulted in some strategic gains, and in particular the schools program goes into 2004 fully funded to expand through a new partnership with Woodside Energy. We finished the year with our cashflow requiring tight control and this is going to continue to be an issue for us to manage right through the coming year. The regional tour to the north of the state was always intended as a one off and delivered excellent outcomes to underpin both our regional and indigenous program areas.

2003 also saw two significant balance sheet adjustments, which are reflected in the bottom line. An historical adjustment to balance the GST ledger, and provisioning for employee entitlement totalling over \$20 000 between them, have resulted in a larger deficit being reported for the year.

Program Areas

Advocacy and Policy

WAM has continued to track the issue of noise regulations and how they affect the live music industry. At the end of 2003 we were still awaiting a formal response from a state government

interdepartmental committee on the issue, convened by the Department for Culture and the Arts. WAM sees a combination of industry and government initiative as the way forward in effecting some genuine and useful progress in this area, and is looking beyond precedents being set in other states.

WAM continues to be the leader in the ongoing development of AMIN, The Australian Music Industry Network, a network of the music industry associations in each state and territory. AMIN has in 2003 represented the independent music sector in particular with respect of the USA- Australia Free Trade Agreement, and has been a key instigator in the ongoing work arising from the Australia Council brokered Contemporary Music Roundtable.

In 2003 WAM submitted responses to two state government documents - regarding a new Performing Arts Venue to be built by the state government, and a draft policy document relating to Cultural Tourism. We also had input into ArtsWA's Indigenous Music Strategy - as at the end of 2003 we were awaiting the outcome of this.

WAM has regularly represented a perspective on industry issues through RTR's Morning Magazine - a regular weekly slot, and Groove Magazine (quarterly).

During 2003 WAM represented WA music at MIDEM, France, and Australian Music Week (Melbourne), Australian Music Business Conference (Sydney), Music Manager' Forum October Sessions (Sydney), Big Sound (Brisbane) and FUSE Festival (Adelaide).

Access, Education and Communications

Newly defined as a program area, this encompasses a range of ongoing activities. WAM continues to communicate closely with the education and training sector in advocating for the inclusion of contemporary music in policy and course content decisions, and in 2003 conducted an expanded school incursion program visiting 47 schools in total, including a number of primary schools for the first time. Later in the year we commenced a program of professional development workshops for teachers to introduce them to our schools resources.

September saw the introduction of a fortnightly e-news bulletin, currently going out to over a thousand subscribers each issue.

Industry Support - Regional

As part of Kiss My WAMi 2003, we undertook substantially increased regional touring activity. Significantly Downsyde and The Fuzz toured through the Kimberley and Pilbarra regions, including all ages and school performances, and similarly End of Fashion and Ruby's Grace toured through the southwest.

Planning for the ongoing undertaking of regional support activity was commenced late in 2003.

Industry Support - International

WAM has commenced an ongoing strategy to assist in the development of touring networks and export markets. Early in 2003 WAM was represented at MIDEM, in Cannes, France. We are developing a number of relationships that arose from this, as well as building possible partnerships with government instrumentalities including AUSTRADE.

WAM commenced planning for the presentation of a WA showcase at South by Southwest, to be held in March 2004 in Austin, Texas. It is hoped that this can become an ongoing representation.

Indigenous

WAM commenced the implementation of our Indigenous Program Area in 2003, and at this stage have representation from the indigenous community at both committee and staff level. We have developed a draft Protocols and Policy document, and are developing a strategy for this program area. This strategy should closely align with the outcomes of ArtsWA's Indigenous Contemporary Music Strategy, and also be undertaken in close alignment with key organizations such as Abmusic and Goolarri.

Events

September 2003 saw the 10th annual undertaking of the Kiss My WAMi Original Contemporary Music Festival. Some key achievements were:

- an increased free daytime public events program;
- a substantially broader reaching promotional campaign;
- an increased regional presence;
- growth in the schools program;
- the growth of the compilation CD to a widely acclaimed 4-disc, 64 track set (the most played CD on community radio in Australia in September)
- increased corporate support;
- overall increase in box office receipts of approximately 17%;
- over 40 industry visitors from the eastern states.

The WA Song Contest, last conducted in 2001, was rebranded as the WAM Song of the Year and conducted in the early part of the year. A record number of entries (1247) were received. Andrew Horabin's "Georgie Boy" was judged the overall winner.

WAM also auspiced Healthway funding for The Next Big Thing band competition.

Into 2004

2004 looks to be a most exciting year, especially as we start to see fully the impact of WAM's recent development. A big part of this will be the commencement of projects in new program areas.

WAM will continue to develop in our role as an advocate to and on behalf of the contemporary music industry in WA. This will be both from a marketing perspective and a political one. 2004 being a federal election year, and the leadup to the next state election, will see us promoting the development of policy by all parties in the area of contemporary music.

Considerable emphasis is being placed on the development of our internal systems to meet the demands of our increased level of operation. We will be placing the requirements of responsible corporate governance firmly at the top of our agenda in 2004.

We will also undertake a consultative process in the development of a range of policy perspectives.

The second half of 2004 will see a substantial effort made in the recruitment of new members. It is considered that our potential for membership levels is not even close to being realized.

Its also pertinent to note that the coming year (2004) will see a major overhaul of our website, including the incorporation of a number of interactive elements and a fully integrated database backend making access to the information that we maintain more effective for all.

Thank you....

A number of thank yous must go out at this point, in no particular order.

Firstly, I'd like to thank the WAM Management Committee for their ongoing support, and voluntary commitment of time, energy and expertise. In particular, the outgoing president Mr Pete Stone is deserving of a special mention for his leadership during what was a time of great change in the organisation. His very big shoes have been most capably filled by Dan Stinton. Two long standing committee members retired at the previous AGM and also deserve recognition - Felicity Dear and Ian Campbell.

We are very lucky at WAM to have an extremely dedicated and talented staff group, now at its highest level ever. My personal thanks go out each day to these people for their efforts in helping to bring the vision for the organisation to reality.

WAM relies to a certain degree on the dedication of volunteers. Too many to mention individually, I thank you all for your contribution.

WAM receives the substantial bulk of its revenue from government funding sources. ArtsWA is our principal funding partner, and have been a wonderfully supportive agency. Heathway continue to be our principal Events Program funding partner. Other support came from The Australia Council for The Arts, The Department for Communications, Information Technology and The Arts, The City of Perth and The Shire of Swan. Triple J and the ABC, as public broadcasters continued to be exceptionally supportive.

Non-government grant funding was received from APRA (The Australasian Performing Rights Association) and Country Arts WA.

WAM received substantial support from corporate sponsorship in 2003, and this is an area in which we expect to see continual growth into the medium term. All sponsors are listed separately, but special mention should be made of Woodside Energy, Festival Mushroom Records and Publishing, Ministry of Sound, EMI and Sony Music.

Our media partners get our messages out, and all give generously. Triple J, NOVA FM, Channel 10/WIN, The West Australian, RTR FM and Xpress Magazine were our principal media partners in 2003.

Finally thanks to all the other sponsors, partners, studio and production partners etc, without whom WAM would not be in a position to take our support for the local industry to the next level.

Paul Bodlovich
Executive Director

29/3/04

Kiss My WAMi 2002 Award Winners

INDUSTRY VOTED AWARDS

Golden WAMi For Contribution to the Industry - **Luke Rinaldi**
Best Record Producer/Engineer - **Shaun O'Callaghan**
Best Live Sound Engineer - **Ian Stuart**
Best Lighting Engineer - **Jared Hawke**
Best Act Management - **Phil Stevens Management**
Best Reviewer/Presenter (Media Award) - **Mark Genge**
Best Music Photographer - **Chris O'Halloran**

PUBLIC VOTED AWARDS

Most Popular Local Original Act - **The Panics**
Most Popular Local Original Album - **"Land Of The Giants" Downsyde**
Most Popular Local Original Single or EP - **"Let Your Love Be Love" The Sleepy Jackson**
Most Popular Local Original Live Act - **Karnivool**
Most Popular Local Original New Act - **Little Birdy**
Most Popular Local Original Indigenous Act - **Gina Williams**
Most Popular Local Original Music Video - **"El Questro" Downsyde**
Most Popular Local Original Music Website - **Perthbands [perthbands.com]**
Most Popular Local Original Venue - **Rosemount Hotel**
Most Popular Local Original Music Event - **In The Pines**
Most Popular Local Original Indie Rock Act - **The Fergusons**
Most Popular Local Original Heavy Rock Act - **Karnivool**
Most Popular Local Original Urban Music Act - **Downsyde**
Most Popular Local Original Blues & Roots Act - **John Butler Trio**
Most Popular Local Original Jazz Act - **Hip Mo Toast**
Most Popular Local Original World Music Act - **B Movie Heroes**
Most Popular Local Original Country Act - **Pete Stone & The Assistance**
Most Popular Local Original Electronic Producer - **Soundlab**
Most Popular Local Original Live Electronic Act - **Rhibosome**
Most Popular Local Original Male Vocalist - **Nathan Gaunt, Nathan Gaunt & The Blackeyed Dogs**
Most Popular Local Original Female Vocalist - **Katy Steele, Little Birdy**
Most Popular Local Original Guitarist - **Nathan Gaunt, Nathan Gaunt & The Black Eyed Dogs**
Most Popular Local Original Bassist - **Matt Geary, The Nordeens**
Most Popular Local Original Drummer - **Matt Maguire, Adam Said Galore**
Most Popular Local Original Instrumentalist - **Stevie C, Rollerskates**

Kiss My WAMi CD Track Listing

Disk 1 - Popcorn & Rock Cake [an indie rock mix]

- 1 End Of Fashion "Rough Diamonds"
- 2 Little Birdy "Relapse"
- 3 The Hampdens "The Belljar"
- 4 Red Jezebel "Ocean Blue Eyes"
- 5 Ikey Mo "Evil Knievel"
- 6 The Fergusons "Die"
- 7 Gyroscope "Midnight Express"
- 8 Nathan Gaunt and the Blackeyed Dogs "Come Away"
- 9 Fourth Floor Collapse "Sun"
- 10 Eskimo Joe "Smoke"
- 11 The Sleepy Jackson
- 12 Gata Negra "Taste Of Iron"
- 13 The Nordeens "Out Of My Mind"
- 14 Spencer Tracy "Ocean"
- 15 Showbag "Mean To You"
- 16 Tucker B's "The More You Smoke"

Disk 2 - Molotov Mocktail [an eclectic mix]

- 1 bsyde "I Like"
- 2 Persuasion "Perfect Lover"
- 3 Yara "Hands Together"
- 4 the jive express "Time Bomb"
- 5 D.S.A (Dylan's Second Agenda) "Minddata"
- 6 FCD Project "In The Darkness"
- 7 Pablo Dali "The Stitch"
- 8 Ele-mental "Nigh on Nothing"
- 9 Halogen "Wired"
- 10 Matzal "Stotteren"
- 11 Heavy Weight Champ "Filters"
- 12 Civilised "If Only You'd Been Paying Attention..."
- 13 PC Thug "Corrosion From Excess"
- 14 Jed Whitey "Bad Taste Antidote"
- 15 Headshot "Burning Flag"
- 16 Voyager "To The Morning Light"

Disk 3 - Café Del WAM [a lounge mix]

- 1 Federico Duende "The Message [Adrian Sardi Dub Remix]"
- 2 Rawbone "Time Off"
- 3 Lava "Thirsty"
- 4 Nikosono "Monsieur De Furzac"
- 5 Salamander "Out West"
- 6 HiRO? "You Know What Time It Is"
- 7 DJ Fdel "Lesson One"
- 8 Downsyde "Undefined"
- 9 Monumental "Boy X Girl Y"
- 10 Ewan Jansen "Raindown Sunrise"
- 11 Ralphski "Double Dealing"
- 12 Greg Packer "Liquid Crystal Part 2"
- 13 Music By Numbers "Viola"
- 14 K "The Playoff"
- 15 Ambidexter "People in the Stands"
- 16 Rollerskates "PolyEther 1944"

Disk 4 - Aural Health Spa [an adult contemporary mix]

- 1 The Waifs "Fisherman's Daughter"
- 2 The Pigram Brothers "Rosita"
- 3 Lynn Hazelton with Kerriane Cox & Lorrae Coffin "Tjamii Tree"
- 4 Natalie Gillespie "Shine A Light"
- 5 Jillian Jake "I've Changed My Mind"
- 6 Bernard Carney "Refuge To A Refugee"
- 7 John Butler Trio "Home Is Where The Heart Is"
- 8 Shangara Jive "Play With Fire"
- 9 Tok Pan Tok "Hippo Me Hippo"
- 10 Myles Wright feat. The University Of Miami Concert Jazz Band "Run & Jump"
- 11 Hip Mo' Toast Big Band "Mischievous Girl"
- 12 Magnifi cent Seven "Yes Or No"
- 13 Pete Stone & The Assistance "Pale Moon"
- 14 Carus "Cup A Tea"
- 15 Jayco Brothers "Asbestos Fibro"
- 16 The Automasters "Damned River"

Kiss My WAMi Gig Attendance Breakdown

<i>DATE</i>	<i>VENUE</i>	<i>ATTENDANCE</i>
LICENSED METRO GIGS		
Thursday, 4 September 2003	Hyde Park Hotel	292
Friday, 5 September 2003	Fly By Night	278
Friday, 5 September 2003	Amplifier Bar	745
Friday, 5 September 2003	Rosemount Hotel	468
Friday, 5 September 2003	Hyde Park Hotel	150
Friday, 5 September 2003	Bar 120 (Hillarys)	203
Friday, 5 September 2003	The Kitchen	131
Saturday, 6 September 2003	Rosemount Hotel (inside 1)	1181
Saturday, 6 September 2003	The Apartment At The Big Apple	380
Saturday, 6 September 2003	Parkerville Hotel	340
Saturday, 6 September 2003	Norfolk Basement (Triple J Mix Up live broadcast)	280
Sunday, 7 September 2003	Swan Basement	238
Sunday, 7 September 2003	Hyde Park Hotel	104
Monday, 8 September 2003	Hyde Park Hotel (lounge bar)	451
Monday, 8 September 2003	Rosemount	161
Monday, 8 September 2003	Live @ The Wireless	250
Tuesday, 9 September 2003	Rosemount	300
Tuesday, 9 September 2003	Mustang	181
Tuesday, 9 September 2003	The Velvet Lounge	95
Wednesday, 10 September 2003	Newport Hotel	234
Wednesday, 10 September 2003	Rosemount Hotel	367
Thursday, 11 September 2003	Fly By Night Club	189
Thursday, 11 September 2003	Velvet Lounge	185
Friday, 12 September 2003	Swan Basement	231
Friday, 12 September 2003	Amplifier Bar	344
Friday, 12 September 2003	Carlton Hotel	242
Friday, 12 September 2003	Bar 120	257
Friday, 12 September 2003	Rosemount Hotel	376
Friday, 12 September 2003	Mojos Bar	254
Friday September 12 2003	Heat Nightclub	450
Saturday, 13 September 2003	Amplifier Bar/Globe Theatre	1145
ALL AGES METRO GIGS		
Friday, 5 September 2003	Kenwick Youth Centre	80
Saturday, 6 September 2003	Craigie Leisure Centre	170
Sunday, 7 September 2003	George Burnett Leisure Centre	280
Thursday, 11 September 2003	Swan View Youth Centre	200
Sunday, 14 September 2003	HQ	500
WORKSHOPS		
Friday, 5 September 2003	TAFE	100
Saturday, 6 September 2003	Rosemount	30
EXHIBITIONS (Video Screening)		
Wednesday, 3 September 2003	Cinema Paradiso	104

SCHOOLS SHOWS- Metro (35)		10500
Workshops		1225
SCHOOLS SHOWS- Regional (9)		900
Workshops		315
UNIVERSITY GIGS		
Shows held at Curtin, Murdoch & UWA from Fri Sept 5 - Fri Sept 12		1980
FREE CITY PROGRAMME		
Public performances from Mon Sept 8 - Fri Sept 12		
Held in the Murray St Mall, Forrest Place and Perth Cultural Centre		31625
SOUTH TOUR LICENSED		
Thursday, 11th September 2003	Settlers Tavern	100
Friday, 12 September 2003	Prince of Wales Hotel	148
Sunday, 14th September 2003	Crown Hotel	166
Wednesday, 17th September	Katanning Unit Hotel	78
Friday, 19th September 03	Denmark Tavern	624
Saturday, 20th September 03	White Star, Albany	182
SOUTH TOUR ALL AGES		
Thursday, 18th September 2003	Albany, Southern Edge Arts	20
NORTH REGIONAL LICENSED		
Thursday, 11th September 2003	Hotel Kununarra	190
Friday, 12 September 2003	Kimberley Hotel - Halls Creek	180
Friday, 12 September 2003	Breakers Tavern	250
Saturday, 13 September 2003	Gilgai Tavern - Kalbarri	70
Wednesday, 17th September	Roebuck Bay Hotel (Oasis Bar) - Broome	242
Thursday, 18th September 2003	The Pier Hotel - Port Hedland	244
NORTH REGIONAL ALL AGES		
Sunday, 14th September 2003	West Kimberley Turf Club- Derby - Rammpaage All Ages Event	120
Saturday, 20th September 03	Clem Thomson Oval No 1 - Tom Price Rammpaage Event	200
Sunday, 21st September 2003	The Garden Youth Centre - Karratha - Rammpaage Event	134
TOTAL		61459

WAM Song of The Year Winners

Category	Songwriter	Song Title
Grand Prize Winner	Andrew Horabin	Georgie Boy
Political	Andrew Horabin	Georgie Boy
Children	Wesley Fuller	Something More
Country	ADM Powell	Asbestos Fibro
Electronic/ Hip Hop	Kevin Johnson & Kelly Mae Vernie	Boy X Girl Y
Hard Rock/ Metal/ Punk	Neptune Bloom	Reprisal
Jazz/ Funk	Myles Wright	That Hurt
Soundtrack/ Film Score/ Experimental	Johannes Luebbers	Green Lantern
Youth	Ryan Blair/ Justin Flamer	On My Own
Love Sam & Ben Dunn	Walking Over Sea	
Easy Listening Pop/ RnB	Chanelle	Back 2 those Timez
Indi Pop/ Rock	Little Birdy	I Should Of Known
Indigenous	George Walley	Raining On Djilba
Roots	Lynn Hazelton	Sheba Lane
Songs For Kids	Lynn Hazelton/ A. Ovi/ S. Stanford	Pirlpirltji
World/ Multicultural	Eloy Cardenas	Day Oh

2003 Sponsors

Audex
Cakebox
Embryo Records
EMI
Festival Mushroom Records
Foghorn Records
Goolarri Media Enterprises
iinet
JB HI-FI
Live Clothing
MGM
Ministry of Sound
Musgroves Music
Music Managers' Forum
Network 10
Nova 93.7
Premier Harbor Agency
Quay Sounds
Roadrunner Records
RTR-FM
Sony Records
St John Ambulance
Summit Technology
The West Australian
Triple J
WIN
Woodside Australia Energy
X-Press Magazine

Auditor's Statement

See following page

**AUDITOR'S REPORT
TO THE MEMBERS OF
WESTERN AUSTRALIAN MUSIC
INDUSTRY ASSOCIATION INC**

Scope

We have audited the financial statements of the Western Australian Music Industry Association Inc for the year beginning 1 January 2003 and ending 31 December 2003. The Association's Committee is responsible for the financial statements and the information contained therein. We have conducted an independent audit of the financial statements in order to express an opinion on them to the members of the Association.

Our audit has been conducted in accordance with Australian Auditing Standards to provide reasonable assurance as to whether the financial statements are free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial statements, and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion as to whether, in all material respects, the financial statements are presented fairly in accordance with accounting standards and other mandatory professional reporting requirements so as to present a view of the Association which is consistent with our understanding of its financial position and the results of its operations.

The audit opinion expressed in this report has been formed on the above basis.

Qualification

1. A substantial proportion of the Association's income is cash, derived from operations which cannot be fully controlled prior to entry into the accounting records. Accordingly, it is not practicable for us to determine if all income has been recorded and our verification of the Association's income has been restricted to the amounts recorded in the accounting records.

Qualified Audit Opinion

In our opinion, except for the financial effects, if any, on the financial statements of the matters referred to in the qualification paragraph, the financial statements present fairly the financial position of the Western Australian Music Industry Association Inc as at 31 December 2003, and its results for the period then ended in accordance with applicable Accounting Standards and other mandatory professional reporting requirements.

MOORE STEPHENS BG
CHARTERED ACCOUNTANTS

NEIL PACE
PARTNER

Dated this day of 2004 in Perth, WA

Financial Statements

See following pages

**THE WESTERN AUSTRALIAN MUSIC INDUSTRY ASSOCIATION INC
STATEMENT BY DIRECTOR
FOR THE YEAR ENDED 31 DECEMBER 2003**

I, Paul Bodlovich, director of the Western Australian Music Industry Association Inc declare that:

1. The attached financial statements present a true and fair view of the Association's financial position as at 31 December 2003, and of its operations for the year then ended.
2. The Association will be able to continue as a going concern and subject to existing arrangements with creditors as at 31 December 2003 will be able to pay its debts as and when they fall due.

PAUL BODLOVICH
Director
Western Australian Music Industry Association Inc.

Date:

THE WESTERN AUSTRALIAN MUSIC INDUSTRY ASSOCIATION INC

STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2003

	Note	2003 \$	2002 \$
Current Assets			
Cash		16,945	32,719
Prepayments		1,786	2,030
Receivables	2	<u>25,932</u>	<u>24,591</u>
Total Current Assets		44,663	59,340
Non-Current Assets			
Property Plant and Equipment	3	<u>21,708</u>	<u>17,843</u>
<i>Total Non-Current Assets</i>		<u>21,708</u>	<u>17,843</u>
<i>Total Assets</i>		<u>77,183</u>	<u>66,371</u>
 <i>Current Liabilities</i>			
Accounts Payable		15,245	9,531
Bonds Held		-	400
Grants Received in Advance		7,596	4,200
Provisions and accrual	4	<u>48,319</u>	<u>16,938</u>
<u>Total Current Liabilities</u>		<u>71,160</u>	<u>31,069</u>
Total Liabilities		<u>71,160</u>	<u>31,069</u>
		(4,789)	46,114
Net Assets/(Liabilities)		=====	=====
 Represented by:			
Accumulated Funds			
Balance at beginning of year		46,114	(55,312)
Current year (loss)/earnings		(50,903)	101,426
		<u> </u>	<u> </u>
Accumulated Funds		(4,789)	46,114
		=====	=====

THE WESTERN AUSTRALIAN MUSIC INDUSTRY ASSOCIATION INC
STATEMENT OF INCOME AND EXPENDITURE
FOR THE YEAR ENDED 31 DECEMBER 2003

	2003	2002
	\$	\$
Income		
Box Office / Ticket Sales	47,220	42,787
Grant Income – Department of the Arts (Core)	300,000	255,663
Grant Income – Department of the Arts (Projects)	47,757	-
Healthways	35,000	-
Membership Fees	10,186	2,102
Other Grants	52,950	24,838
Other Income	49,003	8,429
Sponsorship	42,941	49,861
Sponsorship in Kind	19,776	-
Youth Traineeship	19,883	45,178
	624,716	428,858
Total Income	624,716	428,858
Expenses		
Accounting & Audit	1,989	2,790
Advertising	44,676	23,734
Bank Charges	1,752	869
Catering	12,235	829
Computer Costs	7,874	991
Courier & Freight	704	182
Depreciation	8,637	5,063
Events	42,082	8,303
General expenses	19,438	16,657
Insurance	3,732	743
Internet	2,000	26,726
Light & Power	2,334	726
Memberships	1,199	577
Petty cash expenditure	-	1,170
Printing	6,850	10,082
Postage & Photocopying	13,440	3,578
Prizes	16,728	-
Publishing Costs	15,490	11,243
Performance / Professional Fees	92,775	55,907
Rental of Premises	9,360	10,920
Repairs & Maintenance	633	1,046
Stationery & Printing	2,437	7,142
Subcontracting Services	-	366
Superannuation	19,424	6,987
Telephone & Fax	13,839	8,861
Training & Amenities	2,370	2,247
Travel & Accommodation	61,207	14,907
Wages	272,413	104,786
	675,618	326,932
Total Expenditure	675,618	326,932
Surplus/(Deficit)	(50,902)	101,426

THE WESTERN AUSTRALIAN MUSIC INDUSTRY ASSOCIATION INC

**STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 DECEMBER 2003**

	2003	2002
	\$	\$
<u>CASHFLOW FROM OPERATING ACTIVITIES</u>		
Grants Received	319,655	255,663
Other Income	12,061	45,726
Payments to suppliers & employees	(334,987)	(249,653)
	(3,271)	51,736
<u>CASHFLOW FROM INVESTING ACTIVITIES</u>		
Payments for property, plant, and equipment	(12,503)	(15,023)
	(12,503)	(15,023)
Net Increase/(decrease) in cash held	(15,744)	36713
Cash at 1 January 2003	32,719	(3,994)
	16,945	32,719
	=====	=====
Cash at 31 December 2003	16,945	32,719
	=====	=====
Cash balance at the end of the year is represented by Cash at Bank	16,945	32,719
	=====	=====
RECONCILIATION OF NET CASH FLOWS FROM OPERATING ACTIVITIES TO OPERATING SURPLUS		
Operating (deficit)/surplus	(50,902)	101,426
Depreciation	8,637	5,063
(Increase)/decrease in receivables	(1,341)	(16,228)
(Decrease)/increase in grants received in advance	3,396	-
(Decrease)/increase in creditors and accruals	5,314	(38,525)
(Increase)/decrease in prepayments	244	-
(Decrease)/increase in provisions	31,381	-
	(3,271)	51,736
	=====	=====

Western Australia Music Industry Association (Inc)

Notes To The Financial Statements For The Year Ended 31 December 2003

Note 1. Summary of Significant Accounting Policies

This general purpose financial report has been prepared in accordance with Accounting Standards and other mandatory professional reporting requirements (Urgent Issues Group Consensus Views) and statutory requirements.

It is prepared in accordance with the historical cost convention. The accounting policies are consistent with those of the previous year. Comparative information is reclassified where appropriate to enhance comparability.

The following is a summary of the material accounting policies adopted by the Association in the preparation of the financial statements.

(a) *Depreciation of Property, Plant and Equipment.*

Depreciation is calculated on a straight line basis to write off the net cost of each item of property, plant and equipment over its expected useful life. Estimates of remaining useful life's are made on a regular basis for all assets.

(b) *Taxation*

The Association is exempt from income tax by virtue of Section 50-45 of the Income Tax Assessment Act (1997).

(c) *Grants*

Grants received for specific projects are brought to account as income in the period to which they relate. Any grant monies received for specific projects in advance of the accounting period to which they relate are treated as a liability entitled "Grants Received in Advance".

(d) *Going Concern*

The accounts have been prepared on a going concern basis. The ability of the Association to continue as a going concern is dependent upon continuing funding from various granting bodies, and the continued ability to achieve an operating surplus in the future.

(e) *Cash*

For the Purposes of the Statement of Cash Flows, cash includes deposits at call which are readily convertible to cash on hand and which are used in the cash management function on a day-to-day basis, net of outstanding bank overdrafts.

Western Australia Music Industry Association (Inc)

Notes To The Financial Statements For The Year Ended 31 December 2003

(f) *Acquisition of Assets*

The cost method of accounting is used for all acquisition of assets. Cost is determined as the fair value of the assets given up at the date of acquisition plus costs incidental to the acquisition.

(g) *Recoverable Amount of Non-Current Assets*

The recoverable amount of an asset is the net amount expected to be recovered through the net cash inflows arising from its continued use and subsequent disposal.

Where the carrying amount of a non-current asset is greater than its recoverable amount the asset is re-valued to its recoverable amount. Revaluation decrements are recognised as an expense in the income and expenditure statement.

The expected net cash flows included in determining recoverable amounts of non-current assets have not been discounted to their present values as permitted by AAS 10.

(h) *Employee Entitlements.*

I) Wages, Salaries and Annual Leave

Liabilities for wages, salaries and annual leave are measured as the amount unpaid at the reporting date at current pay rates in respect of employees services up to that date.

II) Long Service Leave

A liability for long service leave us not considered necessary based on experience of employee departures and periods of service.

	2003	2002
	\$	\$
<u>Note 2. Receivables</u>		
Accounts receivable	27,390	26,591
Other	542	-
Less: Provision for doubtful debts	<u>(2,000)</u>	<u>(2,000)</u>
	25,932	24,591
	=====	=====

Western Australia Music Industry Association (Inc)
Notes To The Financial Statements For The Year Ended 31 December 2003

	2003	2002
	\$	\$
<u>Note 3. Property, Plant & Equipment</u>		
Plant & Equipment – at cost	53,186	56,827
Less: Accumulated Depreciation	(31,478)	(38,984)
21,708	17,843	
	=====	=====
<u>Note 4. Provisions</u>		
Accrued Audit Fees	1,500	1,500
Accrued GST	13,219	5,599
Accrued Group Tax	17,669	9,839
Accrued Staff Entitlements	15,931	-
	48,319	16,938
	=====	=====

Note 5. Related Party Information

i) Committee of Management

The names of persons who held office as committee members of the Western Australian Music Association Inc during the course of the financial year are as follows:

Peter Stone (President retired) resigned
 Felicity Dear (retired)
 Andrew Fuller (Vice President retired) resigned
 David Hyams
 Dan Stinton (President)
 Nick Keskinidis (Treasurer retired) (Vice President)
 Narelle Cunneen
 Geraldine Thomas (Secretary)
 Laura Glastone (retired)
 Collin Briggs (Treasurer)
 Gina Williams

ii) Related Party Transactions

There were no transactions between the Association and any related parties during the year.

iii) Remuneration of Committee Members

The committee members received no remuneration from the Association.

Western Australia Music Industry Association (Inc)

List of Debtors as at 31 December 2003

<u>Name</u>	<u>Total Due</u> \$
Arts WA	16,673
Bunbury Senior High School	10
Carlton Hotel	725
Cash	129
Cyril Jackson Senior Campus	10
Dada Records	841
Federico Duende	1,135
Fullscale	1,689
Grosvenor Hotel	952
JB Hifi	510
John Curtin College of the Arts	44
Mission Australia	4,385
Morawa District High School	44
Newman Primary School	10
Padbury Senior High School	110
Parkerville Hotel	200
Settlers Tavern	(550)
St Hilda's Anglican School	132
The Apartment at the Big Apple	<u>341</u>
	27,390
Less: Provision for Doubtful Debts	<u>(2,000)</u>
Net Receivables	25,390 =====