

APPLICATIONS FOR OUR MATCHBOX 2020 SEASON ARE NOW OPEN!

2020 marks the 9th year of Q's Creative Development Programme **MATCHBOX**. We're super proud of the work presented as part of the programme and the mahi of all the talented artists and crew bringing these works to audiences in Tāmaki Makaurau. **MATCHBOX** helps to catapult artists further into a professional sphere and companies to grow their work and audience.

Previous development seasons include: **Daffodils** (cabaret/music theatre), **All Your Wants and Needs Fulfilled Forever** (theatre), **The Wilderness** (chamber music), **One Day Moko** (devised theatre/solo work), **Everything Anyone Ever Wanted** (contemporary dance), **Don Juan** (cabaret/devised theatre) and **OTHER [chinese]** (documentary theatre).

MATCHBOX IS:

- A 5 – 10 night season in Loft with collaborative support from Q's experienced and supportive staff. **MATCHBOX** seasons are generally programmed between July – September.
- An opportunity to work in Venue Partnership; a partnership in which both Q and the presenting company share both financial risk and reward during the season through a box office risk-share model.
- For emerging and established Aotearoa companies. We encourage a diversity of cultures, genres, forms, perspectives, performers and makers to apply.
- For people with a strong focus on understanding the value of audience and how to reach them.

*Creative New Zealand clients who are currently funded via **Toi Uru Kahikatea** or **Toi Tōtara Haemata** programmes are ineligible for **MATCHBOX**.*

TO BE SUCCESSFUL YOU'LL NEED:

- A kick arse pitch for your show!
We're open to premieres of new work, existing work, experimental concepts, whatever – your pitch just needs to be clear.
- A committed producer.
- An understanding of good business practises.
- Clear creative development plan.
- Systems for delivery during the season.
- A realistic budget and funding plan.
- Marketing and Publicity Strategy.

WHAT WE CAN OFFER:

- Our Loft Theatre. This space is fully flexible and can seat between 110 – 150 people depending on the seating configuration.
- Our Vault or Cellar space for rehearsals (subject to availability).
- Loft's lighting and sound equipment.
- Tailored marketing support.
- Audience development support.
- Assistance with PR.
- Venue technician and crewing costs on an agreed schedule.
- A Production Coordinator to liaise with you for production planning and venue execution.
- Front of House support (ushers).
- Ticketing services and an event listing on our website. Q runs its own booking system and this is the only way to offer ticketing when presenting at Q.



MATCHBOX AT Q

WHAT YOU NEED TO BE OPEN TO:

- Open, frank and honest conversations about how to make the most of your season.
- Transparent budgeting and production planning, we want to work closely with you to solve challenges before they become problems.
- Collaboration and sharing, we want to create opportunities for *MATCHBOX* companies to support each other and share learnings.
- Letting Q inside your work; we want to work with you to share your journey with audiences.
- An openness to be challenged.

WHAT YOU NEED TO BUDGET FOR:

- Rehearsal and production costs.
- Fees for your team.
- Fees for an operator.
- Any extra crew you think you may need to pack in and tech.
- APRA and writer's royalties.
- Fees for a publicist and a marketing budget.
- Additional technical equipment hire.
- Ticketing charges.
- Rehearsal space if Vault is not available.

DEADLINES

FRI 21 JUN	Submissions open
FRI 19 JULY	Submissions close at 5pm sharp.
FRI 2 AUG	Shortlisted applicants contacted.
BETWEEN 10 TO 15 AUGUST	30 minute pitches with panel (in person or via Skype)
FRI 16 AUG	Seasons selected.

TIPS

- 1. Information:** Read what we are looking for under *To be successful you'll need* and tailor your responses accordingly. Answer the questions in the *Submission Form* as fully as possible – while we don't need pages and pages of detail, the deeper the level of thought the more we have to go on to make our decision.
- 2. Money:** We strongly suggest you have developed a plan for funding or investment in order to maximise your chances of selection, any details you can provide around budget will also be helpful.
- 3. Producer:** Applicants without a producer are highly unlikely to be successful. Occasionally we programme *MATCHBOX* seasons without a producer however these seasons have a high percentage of leaving the programme.

QUESTIONS? CONCERNS?

Contact Q's Programme Director:

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