

Submission
No 313

**INQUIRY INTO THE MUSIC AND ARTS ECONOMY IN
NEW SOUTH WALES**

Name: Name suppressed
Date received: 28 February 2018

Partially
Confidential

I have been working in bands in Sydney / Canberra since 1991, I do it as I am passionate about entertaining with music and love the connection that music has with an audience.

What seems to work is where clubs/pubs see the need to provide not just gambling machines, but an alternate form of entertainment where people can interact with, they can dance, they can listen, and they can offer the musicians suggestions for their favorite songs.

There 3 main challenges I see at the moment are:

1) lack of financial reward for the effort. I am earning today the same money I received at gigs in 1994, I have kept records and the pay is the same!

2) Audiences have dropped off immensely from the over the last 15 years due to many reasons

3) Clubs seem to have very poor way of communicating grievances, rather than give feedback on the night, they often feedback negative reports to our agents the following week, by this time there is no way of addressing the issue.

The result is no repeat business.

I would be great to address these top 3 issues, the most frustrating of these would be the lack of communication , often we talk direct to the bar staff and solicit feedback and we might get a good response, but then a patron can have a complaint and next week we are given some negative feedback, it is really unfair as we have no recourse to address this issue at the time.

The next issue to deal with is how to make the clubs / hotels a place where people want to enjoy entertainment. On a regular basis, we are positioned in the corner of some dark room with no dance space or place where people can listen, or the management might put us next to the football patrons who don't want to hear us, again creating a negative environment.

The clubs/pubs need to see entertainment as an asset and try and present it in a way that is encouraging for patrons to enjoy, also they need to spruik the up and coming bands and give them a "presence" in their club so that patrons know what is on. Often, I see the clubs/hotels have no direction about what they want in their entertainment, on one occasion the audience asked for music from the 60s most of the evening but then the club sent a message back to our agent, they don't want bands playing 60s music anymore, but this was after the performance, not before.

Agents too are very poor at given direction on content, I feel strongly the agents need to give better direction to their acts so that there will be repeat business.

If there is a way I can assist, then please feel free to contact me.