

**INQUIRY INTO LIQUOR AMENDMENT (MUSIC
FESTIVALS) REGULATION 2019 AND GAMING AND
LIQUOR ADMINISTRATION AMENDMENT (MUSIC
FESTIVALS) REGULATION 2019**

Organisation: Fuzzy Operations Pty Limited

Date Received: 5 July 2019



Friday 5th July 2019
Legislative Council Regulation Committee
NSW Legislative Council
Parliament House
6 Macquarie Street
Sydney NSW 2000

Dear Committee,

Inquiry into Liquor Amendment (Music Festivals) Regulation 2019 and Gaming and Liquor Administration Amendment (Music Festivals) Regulation 2019

Fuzzy Operations Pty Ltd, Field Day New Years Day Pty Ltd and Fuzzy JV Pty Ltd (Fuzzy) would like to thank the parliament for the opportunity to contribute to this inquiry into Liquor Amendment (Music Festivals) Regulation 2019 and Gaming and Liquor Administration Amendment (Music Festivals) Regulation 2019.

INTRODUCTION

Fuzzy is one of the most successful and respected music event companies in Australia. We have built a huge reputation over the last 20 years as Australia's greatest party-starter, by continually amazing the public and raising the bar for the industry with spectacular events in unique venues.

Fuzzy has gone beyond just promoting parties; we have been one of the first to bring festivals to some of the best locations that Australia can possibly offer. We pride ourselves on providing both the customers and the artists an unforgettable experience. Every event we stage delivers something unique to itself and also has a noticeable Fuzzy flavour, a combination which has given us a very large, very loyal following. You can really tell when you're at a Fuzzy event.

FUZZY FESTIVALS

Field Day – 28,000 patrons

The oldest of Fuzzy's current portfolio of events, Field Day began on New Year's Day 2002 as an alternative to the frequently over-hyped and disappointing experience New Year's Eve can be. It has been held every New Year's Day since, growing from 10,000 customers the first year, quickly to the maximum the venue can accommodate - 28,000. Field Day is seen as the smart way to do new years and its line-ups focus on cool, quality music across indie,



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electronic, hip-hop and related genres. In media reviews, Field Day is consistently praised for attracting an unusually cool, relaxed and easy-to-be-around crowd for an event of its size. It's also visually spectacular due to the venue, surrounded by enormous fig trees on one side and skyscrapers on the other.

Listen Out – 140,000+ patrons over 4 national locations

Fuzzy's largest annual event, covering 4 cities over 2 weekends. It's been very successfully positioned as Australia's cool major dance festival. We surprised the public and industry alike by replacing our successful and long running Parklife festival after 12 years, because market conditions were rapidly changing to suit more directional events.

Touring at the same time across Adelaide (10,000 capacity) and Auckland (20,000 capacity) is Listen In. Sharing some of the Listen Out lineup, Listen In are smaller shows packing some big artists.

Harbourlife – 5,750 patrons

One of the world's most spectacular event locations combined with very beautiful customers and music make Harbourlife a truly essential Sydney experience. Harbourlife is a boutique event, set in a spectacular harbour-side setting.

Curve Ball – 6,000 patrons

In partnership with Carriageworks and Vivid Sydney, Curve Ball falls in mid-June. Uniting quality dance music with stunning visuals in a magnificent industrial setting, this spectacle brings out an audience to enjoy hours of music from local and international artists across two stages.

Vivid Sydney is the world's largest festival of light, music and ideas spreading across the Harbour City to attract more than 2 million attendees over 23 days. Vivid Sydney is owned, managed and produced by Destination NSW, the NSW Government's tourism and major events agency. Since 2016, the addition of Curve Ball to the line-up has encouraged a more vibrant Sydney during the winter months.

Other Fuzzy Events

Fuzzy also works alongside Melbourne based promoters Pitch Control to bring Touch Bass to the Hordern Pavilion at Easter. We also stage a number of individual concerts throughout the year.



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NSW FESTIVAL INDUSTRY

According to Live Performance Australia's National Ticket Music Ticket Attendance and Revenue Report 2017¹, Festivals attracted almost 400,000 people to attend a contemporary music festival in NSW. Festivals in NSW contributed the third highest Live Performance ticket sales revenue (\$55 million) after contemporary music concerts and theatre. However, for the first time since 2010, the live performance revenue share for NSW decreased from 37.1% in 2016 to 32.7% in 2017¹.

The Brisbane leg of our Listen Out tour has this year surpassed the Sydney edition with a higher capacity granted by the venue. Thanks to a supportive regulatory landscape, operating a festival in Brisbane, and indeed in any other city of this tour, is generally easier and less costly than NSW. We are concerned further instability in this industry will impact on our business and, more concerning, on smaller or new operators.

SUBMISSION

Field Day, Listen Out, Listen In, Harbourlife and Curve Ball are all proud members of the Australian Festival Association (AFA), and contributed to the submission provided by the AFA as the peak body representing festivals.

We support the submission including the defined issues and recommendations.

Please do not hesitate to contact me for further information. Thank you for your time.

Sincerely,

Kim Ming Gan
Director
Fuzzy Operations Pty Ltd

¹ Live Performance Australia. (2018). Ticket Attendance and Revenue Report 2017. Ernst & Young. p. 9-



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