

FBI RADIO

Annual Report
FY18

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PRESIDENT'S REPORT

The 17-18 year was a year of significant change for FBi but it was change that saw us finish the year better able than ever to meet our enduring mission to deliver the best of Sydney music art and culture. We welcomed a new Program Director, Daniel Ahern, and later in the year a new Managing Director, Nikki Brogan. We worked with Nikki to make some new roles for established members of staff to better align skills and responsibilities to FBi's most important tasks. I'm confident that with Nikki at the helm we are set up well going into our 15th year of broadcasting. Special thanks to boardie Em Copeland who kept the MD's office filled while we looked for exactly the right person to replace Clare Holland, who will be sorely missed for her massive contribution to FBi over nearly five years. The FBi board have undertaken a range of projects this year from recruiting a new MD to raising funds for an upgrade of Studio 1. The board were able to work with staff

to complete a technical audit and develop a membership growth strategy which we look forward to rolling out in 2018-19. Youth VP Selena Shannon led the development of a diversity plan which will help us ensure FBi continues to be reflective, positive and progressive when exercising our cultural leadership.

I would like to thank the staff and volunteers for another wonderful year of new music, new voices, new ideas and new ways of looking at Sydney. On the eve of our 15th birthday we still look at our city with fresh eyes and listen with open ears. It's a joy to be a part of it and on behalf of the board and members I extend my gratitude and respect to everyone at the station.

Cass Wilkinson
President



TREASURER'S REPORT

FBI had another solid financial result for FY17-18. We were unfortunately not successful when applying for some regular grants, but these are always only small part of our diverse set of income streams. So with that minor setback, it was terrific that our total revenue result saw a modest increase on the previous year. A standout achievement was our Partnerships team breaking all recent records, which goes to show two things. Firstly, radio and advertising are not dead, and secondly, our Partnerships team are simply amazing. Big thanks to Mike Curcuruto and the team. We are gaining valuable experience and credibility delivering interesting, high quality events and experiences that can generate higher revenue. This is truly monetising our brand, which is a wanky way of saying all the past hard work in cultivating the FBI sound and culture is paying off. Our art auction back in February was also a great success in many ways, including financially. I did a stint with an EFTPOS machine and had the pleasure of taking some substantial sums

from the very generous patrons - our thanks to them, as well as the incredible artists who contributed their works. Another bright-ish spot was the effort put in to addressing our membership payments system. This has shown some initial benefits, with total membership revenue matching last year's. As always, we kept a tight rein on the office and running costs of the station so that we finished with a good surplus and continue to be financially viable, debt-free and making our own way without answering to anyone but our audience, members and the community of Sydney arts, music and culture.

Our audited accounts are available to any member who would like to better understand the financials of FBI Radio. I can confirm that our balance sheet is strong and our financial outlook is good.

James Smith
Treasurer

TOP LINE ACHIEVEMENTS FOR THE YEAR

Number of Sydney Artists added to the playlist

July 17 - June 18:

213

Number of Australian Artists added to the playlist (exc Sydney)

July 17 - June 18:

209

Australian / Sydney feature albums

July 17 - June 18:

Sydney - 19

Australia - 36

Music Open Day attendance numbers

July 17 - June 18:

10 bands/solo artists per Open Day = 120 bands/solo artists

Digitally serviced local music

Average of 250 tracks per week = 13,000 tracks per year

Listeners per Week

179,000

Listeners per month

460,000

Social media Followers

Facebook

75k

Twitter

41k

Instagram

25k

HIGHLIGHTS FROM THE YEAR: JULY 2017 TO JUNE 2018

SMAC Awards

Celebrating the year that was, thousands of Sydneysiders had their say in the publicly voted Sydney Music Arts and Culture Awards, recognising musicians, artists, performers, restaurants and events that shaped the city's creative culture in 2017.

"A city's culture is made up of countless moving parts. It is the result of complex interactions and intersections and whilst individuals can assert a certain influence, often the most effective tool we have in shaping our culture is through community."
Managing Director - Clare Holland



The tenth annual awards were broadcast live and hosted by FlexMami at Carriageworks. GetUp! YES campaigner Sally Rugg was awarded the 2017 SMAC of the Year for her crucial role in bringing her community's voice resoundingly into the mainstream and codifying it in the law of the land.

Full winners list:

Best Artist: Angela Goh

Best Arts Program: Liveworks 2017

Best Eats: Cornersmith Annandale

Best Live Act: Body Type

Best Song: Rainbow Chan 'Let Me'

Best Music Event: Soft Centre

Next Big Thing: Body Type

Best On Stage: Bennelong

Record of the Year: Cloud Control 'Zone'

SMAC of the Year: Sally Rugg

The CBAA Community Radio Awards

In November 2017, we won Best Station Production for Great Minds – an on-air and online mental health resource for young people at the CBAA Awards presented by the Community Radio Broadcasting Association of Australia. Congratulations to Agenda, announced as a finalist for Best New Program – Talks..



Tracks

FBI Radio once again partnered with Blacktown Arts Centre, as Tracks returned for its second and third instalments, highlighting emerging musicians in Western Sydney and providing support in accessing music industry expertise.

The October event featured an all-Indigenous music lineup with a panel session featuring Thelma Plum, Frank Trotman-Golden (Koori Radio), Sally Coleman (Coda Conduct), Dobby and Izzy. The third and final Tracks saw more lively panel discussions and sets from Spvrrow, Angel Tairua, Mi'Kaisha, Jessica Jade and Maysa Tippins.



FBI Radio Art Auction

Bringing together iconic Sydney artists alongside exciting emerging creators and the most collectable next big thing, the FBI Radio Art Auction featured work from more than 60 Australian artists - Ken Done, Joan Ross, Reg Mombassa, Tony Albert, Angela Tiatia, Abdul Abdullah and many more.

The evening was a huge success raising more than \$50,000 for the station to continue being a champion for new Australian artistic visions.



Welcoming New Staff

In October 2017, Daniel Ahern became the third Program Director to be appointed since the station launched in 2003, having formerly been the Assistant/Acting Music Director at 2ser. In June 2018, Nikki Brogan was appointed to the Managing Director role. Nikki previously had a diverse range of roles at FBI across content, digital and partnerships and was asked to take on the role by the board after an extensive recruitment process.

Staff

MANAGING DIRECTOR

Nikki Brogan

PROGRAM DIRECTOR

Daniel Ahern

MUSIC DIRECTOR

Amelia Jenner

HEAD OF PARTNERSHIPS

Michael Cucuruto

SPONSORSHIP & PARTNERSHIPS MANAGER

Tanya Ali

COPYWRITER & SPONSORSHIP PRODUCTION MANAGER

Keegan Litchfield

PROMO PRODUCERS

Hamish Dixon, Will Ryan

CONTENT MANAGER

Bart Denaro

OFFICE MANAGER

Ella Beer

SUPPORTER MANAGER

Maia Bilyk

Governance

FBI is an Incorporated Association registered in NSW. Board Members attended meetings every 4 weeks and were actively involved between meetings in fundraising, governance and financial management.

The Management Committee for 2017-18:

Cass Wilkinson - President

Emily Copeland – Vice President

Selena Shannon – Vice President (Youth)

James Smith - Treasurer

Amy Solomon - Secretary

Nikki Brogan - Managing Director

Tim Ritchie

Michael Dagostino

Adam Lewis

Osman Faruqi

Jack Fahey

Xavier Fijac

Members of the Finance and Audit committee were

Cass Wilkinson

James Smith

Jack Fahey

Amy Solomon

Dominic Campbell

Emily Copeland

Members of the Programming Committee were

Tim Ritchie

Nikki Brogan

Daniel Ahern

Amelia Jenner

Bart Denaro