



Developing a Compelling Business Case

When: Tuesday 13 March 2018
Where: National Gallery of Victoria
180 St Kilda Road
Melbourne VIC 3006

**Professional Development
Program 2018**
Semester 1, Session 2

A close-up photograph of a person's hands writing on a white notepad with a yellow marker. The person is wearing a blue shirt and a dark wristband. The notepad has some handwritten text, including 'Ask about', 'to research', and 'fellowing'. The background is dark and out of focus.

BOOKINGS CLOSE MONDAY 5 MARCH 2018

BOOK NOW

Developing a Compelling Business Case

Tuesday 13 March 2018

When: 10.30am - 4.30pm,
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Melbourne VIC 3006

Diversifying of income and harnessing the support of key stakeholders is critical to the future of gallery practice. In this short course you will develop the skills required to formulate a strong business case as well as other objective-driven submissions.

Christine Tipton, Director, Business and Operations with Gertrude Contemporary will provide industry-specific insights into her experiences in this space, including key successes and challenges.

PricewaterhouseCoopers - one of Australia's leading professional services firms with vast experience in assessing the performance of not-for-profit organisations, including strategic development work in the cultural sector - will explore best practice in business case development, and lead a practical workshop that will get you well on your way to delivering a compelling and practical document.

Presenter

The Public Galleries Association of Victoria is the peak body for public galleries, and is proud to deliver an enhanced Professional Development Program in 2018 as part of its commitment to facilitating capacity building across the sector.



Presentation Partners

The PGAV wishes to thank the following *Developing a Compelling Business Case* Presentation Partners.



Organisation Supporters

The PGAV is supported by the Victorian Government through Creative Victoria and receives significant in-kind support from the National Gallery of Victoria.



Tuesday 13 March 2018

National Gallery of Victoria: 180 St Kilda Road, Melbourne VIC 3006

Please enter via the North Foyer (Education Entrance). You will be directed to registration and presentations being held on the First Floor.



Registrations:

10.30 am - First Floor



Lunch:

12.40 pm



Afternoon Tea:

3.25 pm

TIME	SESSION	PRESENTERS
10.50 am	WELCOME	ERIC NASH, PGAV
11 am	PRESENTATION: Business Case Development in the Gallery Sector	CHRISTINE TIPTON, Gertrude Contemporary
11.45 am	PRESENTATION: Best Practice in Business Case Development	ZAC HATZANTONIS, PricewaterhouseCoopers
1.25 pm	WORKSHOP: Practical workshop to assist participants to develop their own business cases.	ZAC HATZANTONIS & REBECCA BILLINGS, PricewaterhouseCoopers
3.50 pm	PANEL DISCUSSION: Panellists respond to questions provided in advance, and others that have been triggered throughout the day. <i>(Use the space provided overleaf to capture any pressing questions that arise during the presentations).</i>	CHRISTINE TIPTON, Gertrude Contemporary ZAC HATZANTONIS, PricewaterhouseCoopers REBECCA BILLINGS, PricewaterhouseCoopers

Notes and Questions

Use this space to record any notes from the session, or to write down questions you would like to raise during the panel discussion.



Presenters



Rebecca Billings

**Director – Economics and Policy,
PricewaterhouseCoopers**

Rebecca specialises in providing strategic advice to public sector clients, particularly in the development of business cases and conducting economic analysis to assess the impacts of government policy and funding reforms.

Rebecca has an in-depth understanding of the requirements for business cases. She has undertaken Investment Lifecycle Facilitator Training and Gateway Reviewer training and has also conducted an Institute of Public Administration Australia workshop on business cases.

Rebecca has led the development of a number of business cases (both for infrastructure and program delivery funding) for clients such as: the Emerald Tourist Railway Board (Puffing Billy), the Alpine Resort Management Board, Zoos Victoria, Victoria Police, Land Use Victoria, Bendigo Kangan Institute, VicRoads, and the Department of Education and Training.

Prior to joining PwC in late 2017, Rebecca was a director at NERA Economic Consulting and was previously a director at Deloitte Access Economics and a senior economist at the Victorian Department of Treasury and Finance.



Zac Hatzantonis

**Partner – Economics and Policy,
PricewaterhouseCoopers**

Zac Hatzantonis is a partner in PwC's Economics and Policy team and leads the social policy group focussing on a broad range of issues including justice, education and early childhood, human services and economic/social impact analysis.

Zac is regularly engaged by government and not-for-profit clients to assist them with funding model analysis, business case development, Gateway reviews, and economic and financial impact modelling (including benefits mapping and quantification).

Zac has led the development of a number of complex business cases for clients such as: Court Services Victoria, Victoria Police, and the Korin Gamadji Institute.

Prior to joining PwC, Zac spent over 10 years in senior public sector roles in both the Victorian Department of Premier and Cabinet and in Treasury and Finance where one of her key responsibilities was assessing business cases and making submissions to the Cabinet for approval of state funding.

Presenters



Eric Nash
**Professional Development Officer,
Public Galleries Association of
Victoria**

Eric joined the PGAV having served as Curator, Gallery Services at Perc Tucker Regional Gallery and Pinnacles Gallery in Townsville from 2013 to 2016. In this role Eric was responsible for the development and delivery of exhibitions, festivals, and programs, and significantly contributed to the creation and implementation of a visual arts strategy and business plan, as well as professional development programs. More recently Eric served as the Arts and Culture Officer at Melton City Council, and is currently the General Manager - Operations at the Centre for Contemporary Photography.



Christine Tipton
**Director, Business and Operations,
Gertrude Contemporary**

Christine Tipton is the Director, Business and Operations, at Gertrude Contemporary, and has recently joined the Board of Bus Projects as Treasurer.

Christine is a strategic business manager with focused experience in organisational strategy, financial management, partnership development and capital project management in the arts and cultural sector. She started her career as a Strategy and Operations Management Consultant for Deloitte, supporting client organisations across a range of industries to make strategic, financially-robust business decisions, and to grow their business models.

A commitment to supporting the development of the arts and cultural sector led to Christine's work as Business and Grants Manager for Collections, Research and Exhibitions Division at Museum Victoria where she was responsible for the Division's financial management, the delivery of a successful external funding and collaborative partnerships program, and the management of strategic transformational projects. Christine became the Director, Business and Operations, at Gertrude Contemporary in early 2016 and leads the organisation's housing, fundraising, audience development and operational strategy development and implementation.

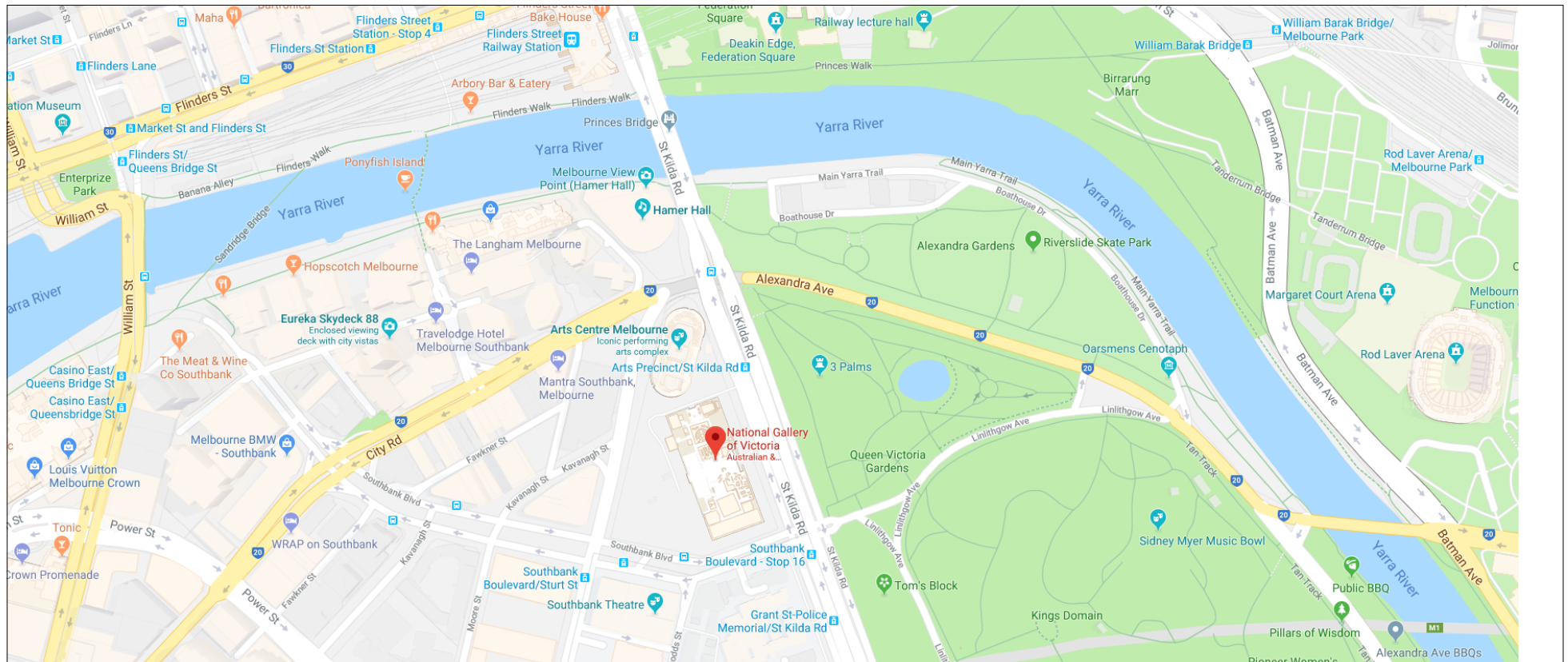
Christine holds a Bachelor of Commerce and Bachelor of Arts from the University of Western Australia, and a Masters of Arts and Cultural Management from the University of Melbourne.

Venue

National Gallery of Victoria **180 St Kilda Road, Melbourne VIC 3006**

Please enter via the North Foyer (Education Entrance). You will be directed to registration and presentations being held on the First Floor.

The nearest train station is Flinders Street Station, across Princes Bridge on St Kilda Road (600m). Trams are available at St Kilda Road, and there are accessible parking spaces in front of the Gallery.



Registration Details

Participants Bring

Notepad, pen, ideas and questions.

Price

- PGAV Member \$330 / Non-Member \$440
- PGAV Members can also access exclusive 2018 Professional Development Program **Four Session Packages**. Packages cost \$1122, delivering a 15% saving, and provide our Member galleries with flexibility – pick any four sessions throughout the year for one of your staff to attend! For info or to purchase a Professional Development Four Session Package, visit: trybooking.com/THXT
- All costs are GST inclusive.

Bookings

Visit: trybooking.com/UFEU

Registrations close Monday 5 March 2018 at 12 noon.

Cancellation and Refund Policy

- Registered participants that are no longer able to attend may nominate a substitute up until the starting time. Where possible, please notify the PGAV of substitutions and cancellations by email, up until Monday 5 March 2018 at 12 noon.
- Cancellations received before Monday 5 March 2018 at 12 noon will be refunded, less an administration fee of \$55 including GST.
- Cancellations received after Monday 5 March 2018 at 12 noon are not refundable.
- Exceptions are at the discretion of the PGAV.

*The PGAV wishes to thank all of the Presentation Partners for Developing a Compelling Business Case:
PricewaterhouseCoopers, Gertrude Contemporary, and the National Gallery of Victoria.*