

ONTARIO PRESENTS

Annual Report 2018-2019



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Message from the President



Ronnie Brown

**Marketing and
Development Coordinator
Oakville Centre for the
Performing Arts**

As you will see in this report, Ontario Presents continues to serve and support the province's touring and presenting field, by being an advocate, administrator and resource-based organization geared to providing the best experiences for artists and audiences. Ontario Presents is an organization for members to use as a resource, networking tool and most importantly a peer-support organization.

Our strength solely relies on our members and the ability to work together to achieve common goals. As financial pressures occur, our ability to overcome lies in the ability to work together and create solutions and new opportunities. Our member-driven values will continue to evolve and serve as our moral compass as we meet the new challenges and goals that the future may have in store for us. The most important element of our organization is the feeling that no one is alone with any one question, solution, or celebration.

I am pleased (as always) with the continuing growth and support that our staff are able to provide, not only to us as members, but to a wide range of industry professionals associated with our business. Working with people is an art form and our staff are true Picassos, working in an environment with a landscape changing daily.

We ended the 2018/19 fiscal year with a modest deficit of \$168. Considering all of the programs, conferences, contract negotiations and member development, it was a prudent financial year.

Thank you for the honour and privilege to serve as your President and the opportunity to continually grow in learning and understanding. We are all part of a wonderful industry, full of creativity, love and support, and most importantly part of a continually-growing family.

A handwritten signature in blue ink, appearing to read 'Ronnie Brown', with a long, sweeping underline.

Overview

Ontario Presents is a province-wide network of performing arts touring and presenting organizations that work collaboratively to facilitate the distribution of live, performing arts shows, and their engagement with citizens, into communities across Ontario.

The organization was incorporated as a not-for-profit network of performing arts venues in 1988 and has grown over the years to be an effective champion for the practice of performing arts presentation and community engagement. Its members include municipal performing arts centres, not-for-profit, volunteer, community presenters, touring artists/arts organizations, artists' agents, and industry service providers.

Ontario Presents operates a number of participatory programs and services that help members build capacity, develop leadership and create opportunities to grow and diversify their audiences.

ONTARIO**PRESENTS**

ONTARIO PERFORMING ARTS PRESENTING NETWORK

Looking Ahead



This year has been one of positive change for Ontario Presents as we continually seek to encourage a model of presenting that is ever more artist-focused, diverse, inclusive, community-engaged, and founded in relationships.

We have worked with our staff and board, and always with the needs of our members in mind, to craft a new statement of purpose, values, and principles for the organization.

These principles will guide us through the next stage of our organization, as we continue to respond to our members' needs and the changing landscape of the sector and our broader society.

Our value-based path ahead can already be seen in new work such as our partnerships with the Indigenous Performing Arts Alliance, and our increasing international market development work. We are excited to continue down this road.

Statement of Purpose

Whereas art is a fundamental aspect of the human experience that enriches the lives of individuals and communities, fosters empathy, and builds essential bridges of understanding;

AND presenting organizations are uniquely positioned to facilitate engagement between artists and communities;

Ontario Presents exists to strengthen and support the practice of performing arts presentation so that it becomes more collaborative, artist-focused, and meaningful to communities. We believe that building effective and authentic relationships is fundamental to our work.

Ontario Presents' mission, then, is to foster effective working relationships among artists, agents, producers, and presenters in their mutual endeavours to stage great performing arts experiences that open citizens' minds and hearts to the world and the peoples around them.

We Value:

Respect: Fundamental respect for all people is essential to all interactions

Collaboration: We can achieve more by working together than alone

Trust: Collaboration requires trust, honesty, and fair dealing

Community: A focus on relationships over individual gain ultimately helps to build culturally, socially, and economically thriving communities

Inclusion: All people deserve access to the arts

Continual Learning: We are more effective when we recognize our own gaps in knowledge and understanding and operate in a spirit of continual learning

Guiding Principles

Provide a safe working environment in all of our professional interactions;

Proactively listen to the unique needs of the membership in order to provide appropriate responses and support;

Remove barriers to participation in presentation and touring;

Actively encourage inclusivity, equity, and diversity in the presenting field; and

Actively advocate for the advancement of the touring and presenting field.

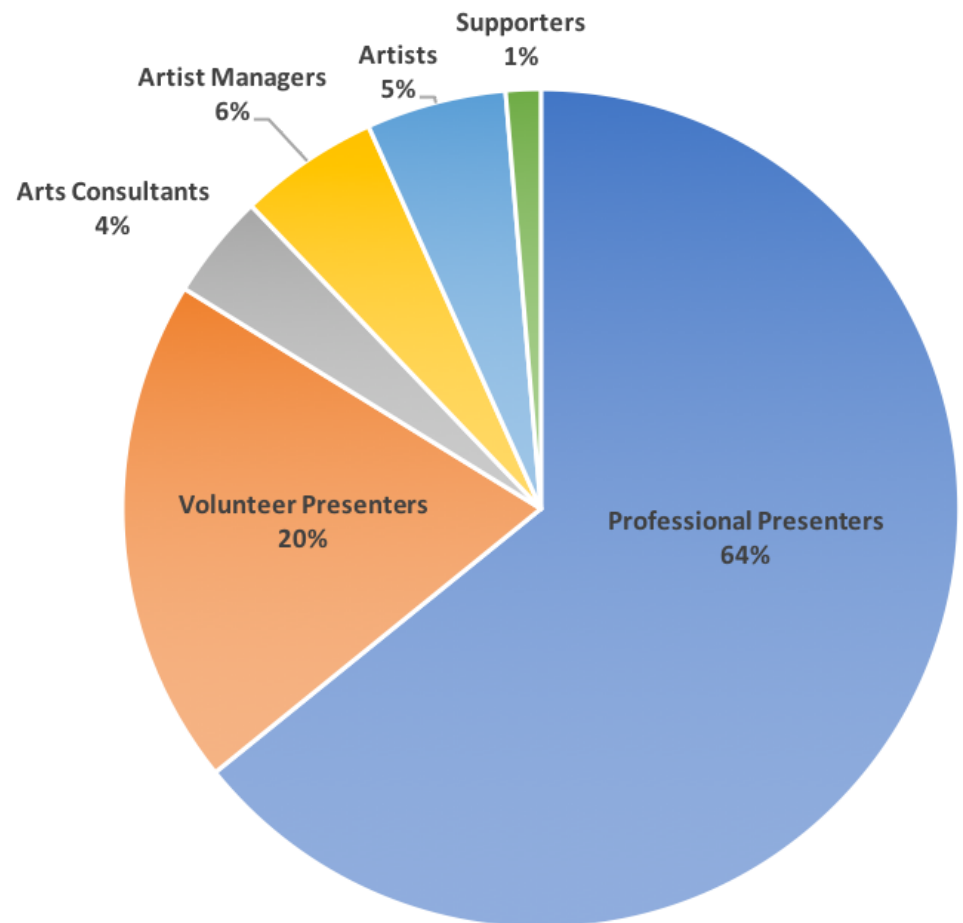
Our Network

Ontario Presents is a network of peers working together to advance the practice of arts presentation in Ontario. Network members participate in collaborative initiatives and events, support the development of the sector, and share knowledge and information. Facilitating communication to and with the members is a cornerstone of Ontario Presents' work.

As of May 2019, the network included 148 individual members from 76 organizations.



OP member presenters - interactive map available at ontariopresents.ca/presenter-map



Members include presenters (volunteers and paid professionals), agents and managers, service professionals, artists, and supporters.

With members from across the province, Ontario Presents attempts to facilitate connection and knowledge-sharing in all regions of Ontario.

Programs and Initiatives



Ontario Presents maintains a wide range of programs and initiatives through which we support the performing arts touring and presenting industry in Ontario.



These initiatives range greatly, from ongoing network stewardship, to long-term staples such as Ontario Contact, to one-time initiatives that respond to the immediate needs of our members.



As indicated by our new statement of purpose, in recent years our work has become increasingly focused on the development of the sector towards a relationship-focused model. This shift is reflected in our initiatives, in which we work increasingly with artists, support connections between industry stakeholders, encourage community engagement, and develop international connections.

We are grateful to the many members, funders, and partners who make our work possible!

Network Development

Northern Young Audience Presenters Network

With support from the Department of Canadian Heritage, Ontario Presents continues to provide support to a network of 11 volunteer young audience presenters located in Northern Ontario. With facilitation from the network coordinator, this group has grown to trust and share logistical advice and artistic recommendations throughout the year, as well as participating in block booking.

Northern Dances Network

Ontario Presents continues to work with five volunteer, multidisciplinary presenters in Northern Ontario. We work with the presenters to develop their curatorial practice in the discipline of contemporary dance, and increase the amount and diversity of dance that is presented in rural communities.

These three networks are supported by the Department of Canadian Heritage through the Fresh Start program - find out more on pages 23-26.

Ontario Classical Music Network (OCMN)

The Ontario Classical Music Network continues to work together to bring high-quality classical music to their communities. The OCMN currently consists of eight volunteer-run member organizations who support each other's commitment to classical music through knowledge sharing and programming discussions.



Ensemble Vivant at the Orillia Opera House, March 2019 for the Orillia Concert Association

Network Development

Ontario Presents recognizes the importance of working together and sharing knowledge within the field. To that end, we support formal and informal communities of practice, including the following networks:

Community Presenters Network (CPN)

The Community Presenters Network (CPN) was created in January 2017 after small venue performing arts presenters identified a need for a forum for smaller-scale presenters to collaborate, block-book, share resources, and grow as creative professionals in their own right.

The network now consists of 20 regularly active presenting members, as well as additional colleagues who are aware of and occasionally connect with the network. Members connect through monthly conference calls, an online information-sharing hub, and a group email list. The CPN also held an in-person meeting at Ontario Contact 2018.

Ontario Presenters' Education Network (OPEN)

The Ontario Presenters' Education Network (OPEN) was formed in 2016 as an informal network of education and outreach staff from presenters across Ontario.

The network currently consists of seven members, who come together digitally and in person to discuss common ideas and concerns in presenting work for young audiences, especially for schools.

As a member of the CPN, I thoroughly enjoy our monthly calls. We use that time to share successes, challenges, artist recommendations as well as offer support and understanding. We may operate in very different ways but still have that small town bond and share our uniquely challenging but rewarding work.

- Krista Storey, Manager of Arts & Culture, Town of Gravenhurst

Furthering Local and National Conversations

In addition to facilitating conversations among our Ontario network, Ontario Presents frequently takes part in national conversations and programs that facilitate the continual development of the presenting sector. We maintain frequent communication with our partners across the country, and often attend in-person meetings and events.

This year Ontario Presents staff and members:

- Attended the National Network Meetings, hosted by CAPACOA
- Participated in continual conversations with the Regional Presenting Network (RPN)
- Remained an active member of the Alliance of Canadian Dance Networks
- Attended showcases, festivals, and professional development conferences across the country; viewing new work and taking part in essential conversations in the field
- Worked with partners such as the Atlantic Presenters Association, the CanDance Network, La danse sur les routes du Québec, CAPACOA, and more on existing and new programs to continue the development of arts presenting in Canada



Natasha Powell and Andrea Peña share their dance practice during the Alliance of Canadian Dance Networks national meeting in Ottawa, October 2018

Furthering Local and National Conversations



Spotlight on: Advocacy

This year Ontario Presents worked with our partners at CAPACOA and the Canadian Arts Coalition to support their successful advocacy efforts for an increase to the Canadian Arts Presentation Fund (CAPF).

In the fall of 2018, OP supported CAPACOA and Hill Strategies Research, as well as partners across the country, to develop the Presenters Vitality and Impact Survey. This national effort resulted in a detailed report that provides programmatic and financial benchmarking as well as a sense of the space that Canadian presenters occupy in an evolving field of practice.

By showing the impact of presenting, the resulting report also supported the CAPF advocacy efforts.

Ontario Presents members played an important role in advocating directly to their MPs for the CAPF increase. Special thanks to Emily Martin of Showplace Performance Centre in Peterborough, who travelled to Ottawa to join OP's Executive Director and dozen of arts professionals in speaking with MPs during Arts Day on the Hill.

The Canadian Arts Coalition was ultimately successful in securing a \$16 million increase to CAPF over two years. Congratulations to all involved!

Presenter Delegations

Ontario Presents frequently coordinates delegations of presenters to performing arts events across Canada and internationally. Participating presenters are able to develop their curatorial skills and return with rich knowledge of the national and international artistic ecologies. These presenters work hard to ensure not only that these experiences translate into heightened artistic experiences for their communities, but also that the knowledge gained is shared among colleagues in the network.

In 2018/19, Ontario Presents coordinated delegations to:

Alliance of Canadian Dance Networks Gathering

Breakin' Convention

Coastal First Nations Dance Festival

Edinburgh Festivals

IPAA Intertribal Gathering

PuSh Festival

SummerWorks Festival

Talking Stick Festival

Vancouver International Dance Showcase

A number of single theatre & dance performances in Toronto and Ottawa

OP Staff had a presence alongside presenters at:

Australian Performing Arts Market

Association of Performing Arts Presenters

Canadian Arts Presenting Association (CAPACOA) Conference

Contact East

ENARTES, Mexico: Performing Arts Encounter

ICE HOT Nordic Dance Platform

International Performing Arts for Youth

International Society for the Performing Arts Conference

Western Arts Alliance Conference

Santiago A Mil Festival

Supporting Performing Arts in Rural Communities Symposium



Above: Artists perform during the Santiago A Mil Festival, Chile
Below: The Canadian delegation gathers during the Edinburgh Festivals, Scotland

Presenter Delegations



Spotlight on: International Market Development

In keeping with our new focus on artist-centred work and on international market development, Ontario Presents collaborated with partners on several international projects this year. Much of this work has been in partnership with CAPACOA, which has taken a leading role in supporting international market development for Canadian artists and presenters.

In addition to participating in delegations to the **Santiago A Mil Festival (Santiago, Chile)**, **ENARTES (Mexico City, Mexico)** and **ICE HOT Nordic Dance Platform (Reykjavik, Iceland)**, Ontario Presents played a lead role in coordinating the presence of Ontario-based artists and presenters at the 2018 **Edinburgh Festivals (Edinburgh, Scotland)**.

With the support of the OAC, and in collaboration with Canadian High Commission in the UK, Ontario Presents organized and facilitated a Canadian artist pitch session which showcased 15 Canadian artists (eight from Ontario) to high-profile international presenters. Artists also received personalized mentoring and networking opportunities to allow them to maximize the impact of this experience.

In addition, five Ontario presenters had the opportunity to see more than 50 performances at the Festival, and to bring that knowledge back to their colleagues in the network.

Ontario Presents is dedicated to continuing to support cultural exchange and the promotion of Canadian artists abroad.



Supporting Indigenous Performing Arts

Ontario Presents is very aware of the importance of supporting the renaissance of Indigenous arts and culture in Ontario. For this reason, we continue to partner with the Indigenous Performing Arts Alliance (IPAA) and to support the presentation of Indigenous artists in our province through initiatives such as:

- Providing **travel funds to OP member presenters to view works by Indigenous artists** with the intent of researching programming options. In 2018/19 (the pilot year), 10 presenters were supported to view the work of more than 12 Indigenous artists. Participating presenters included volunteer and small-venue presenters who would not have had this travel opportunity without these funds.
- Collaborating with IPAA to publish a **list of upcoming performances by Indigenous artists** (to facilitate the above funding opportunity and promote Indigenous work).
- Supporting IPAA's new series of workshops for Indigenous artists through marketing and venue support.
- Organizing a **delegation of presenters to IPAA's 2018 Intertribal Gathering** in North Bay.
- Connecting with Indigenous artists for our **Indigenous Artists Spotlight** (see page 29).
- Providing **funds and grantwriting support to the Debwewin Collective** (Denise Bolduc, Christine Friday and Brian Solomon) to begin a land-based creation process for a new dance work. Ontario Dances participants the Oakville Centre for the Performing Arts and the FirstOntario Performing Arts Centre have committed to providing creation residencies for and presentation of this work.
- Continuing to take part in important **conversations** about the presentation of Indigenous work among our membership and within our broader networks.
- Partnering with La danse sur les routes du québec to create the **Professional Development for Indigenous and Racialized Dance Artists** program (see page 14).

Spotlight on: International Conversations

In 2017, several Ontario Presents members joined a CAPACOA-led delegation to the Yirramboi Festival in Melbourne. This resulted in OP members block booking Australian Indigenous dance company Djuki Mala for a winter 2019 tour. Ontario Presents additionally assisted with grant applications and travel and accommodation coordination for this tour. We feel it is important to stay connected to the international conversation around Indigenous arts presentation, and to provide cultural exchange and inspiration for Canadian artists and presenters.

Partnerships

As stated in our new mission, Ontario Presents believes that relationships are vital to our work. We could not support and develop the touring and presenting sector in a meaningful way without our many members, colleagues, and partner organizations.

The following partnership programs are examples of the great work that can be done when we work together. Thank you to these partners and to everyone who supports the performing arts in Ontario!



ArtsBuildOntario: Facilitated the Facility Managers Meeting at Ontario Contact and works closely with Ontario Presents, maintaining open communications as our two organizations support various aspects of the field (venue vs. programmatic operations).

Atlantic Presenters Association: Partnered with OP once again to develop and deliver the Webinar Series for Arts Presenters, filling knowledge gaps in the field on topics such as self care and inclusivity (see page 24).

Supporting Performing Arts in Rural and Remote Communities (SPARC): Maintains open communications and cross-promotion to ensure complimentary support of presenting in rural and remote communities. Also worked collaboratively with OP on a list of resources related to presenting Indigenous artists. This list can be found on both the OP and SPARC websites.

La danse sur les routes du Québec: With the support of the Government of Quebec, the Government of Ontario and the Conseil des arts de Montréal, partnered with OP on a pilot program offering professional development to a cohort of six Indigenous and racialized dance artists. The artists received personalized mentorship from Mohawk artist Barbara Kaneratonni Diabo and experienced arts manager, Lee Bolton, as well as opportunities to meet with presenters in Ontario and Quebec. OP and La danse sur les routes du Quebec have secured funding to continue this program in 2019/20, maintaining support for the first cohort and introducing new artists.

Block Booking

Ontario Presents' block booking services provide presenting members with programming opportunities to book artists in partnership with other presenters. Block booking services also offer assistance with tour coordination, contracting, and marketing/promotion. Each season the block-booking program starts in early September and concludes in early March.

Through this year's block booking process for 2019/20, we have confirmed 55 tours on behalf of 24 professional presenting organizations and 12 volunteer presenters, resulting in approximately \$3.5M in artist fees. This will result in 439 performances scheduled in Ontario venues next season.



36
Communities



55
Artists



\$3.5M
in Artist
Fees

Audience Mapping & Analysis

In 2018, Ontario Presents once again partnered with Canada's premier analytics and marketing services company, Environics Analytics, to offer their valuable audience analysis software to our members at significantly discounted rates.

This partnership enables our members to understand, maintain, and grow their audiences. Participating members are able to access an incredible array of data and reports at significantly discounted, achievable rates.

Environics Analytics' expert team of researchers have the databases and geographical information to reveal information such as what type of patrons are currently attending your performances, which potential patrons you are not yet reaching, and how best to target your marketing efforts to produce the greatest efficiency and reach.

In addition to providing this service for OP members, in 2018 Ontario Presents partnered with Orchestras Canada to use Environics reports to provide small orchestras with a better idea of the typical orchestras patron in Ontario.

How Can Presenters Use This Service?



Discover who's in your audience, who is not, and who could be



Use demographic information to reach your audience where they are and form new corporate and community partnerships



Inform programming decisions with data about the habits and preferences of your existing and potential audiences .

And more!

Spring Retreat

Each year Ontario Presents members have the opportunity to gather together at our annual Spring Retreat. The retreat is an opportunity to unwind with colleagues while discussing shared opportunities and challenges.

This year's retreat was generously hosted by the City of Kingston and the Grand Theatre.

The retreat included an exploration of community-engaged art, opportunities to gather and discuss with colleagues, a showcase of Kingston artists, and small-group discussions of relaxed performances, working with artists with disabilities, and working with Indigenous communities.

A full recap of this event can be found on our blog.



This year's retreat gathered...

31 Members

from

26 Organizations



Ontario Contact



Each year Ontario Contact brings nearly 200 artists, agents, and presenters together for three days of networking, knowledge-sharing, and showcases. This year's conference was generously hosted by the FirstOntario Performing Arts Centre, St. Catharines.

Ontario Contact 2018 included pitch sessions, showcases, and opportunities for artists, agents, and presenters to connect in the Contact Room as well as over community meals/receptions. There was also time for dedicated groups such as young audience presenters, classical music presenters, agents and managers, and anyone interested in supporting performing arts for young audiences in rural and remote communities, to meet and discuss. The latter was part of Friday's breakfast, sponsored by Prologue to the Performing Arts. During Thursday's breakfast, delegates were able to have their questions about Ontario Presents' block booking process answered.

New this year, artists/agents had the opportunity for one-on-one meetings with presenters. These meetings provided dedicated time for quick and fruitful discussions. In future years we will continue this practice and improve processes so as to create the most beneficial opportunities for all.

We are excited to continually evolve Ontario Contact into the "ideal gathering" for Ontario's presenting sector. See you back in St. Catharines in 2019!



Pre and Post-Contact Professional Development

This year we were excited to offer four unique professional development opportunities on the days before and after the main conference:

Artist Professional Development

Now in its third year, this full-day workshop helps artists to hone essential skills needed to market and tour their work.

Facility Managers Meeting

Presented in partnership with ArtsBuildOntario, this annual meeting allows facility managers to share challenges and success and learn from each other.

OAC Young Audience Pitches

A curated pitch session intended to introduce exciting new YA artists, and increase the quality and diversity of YA performances in Northern Ontario. Supported by the OAC and Department of Canadian Heritage.

Ontario Dances Showcase

An opportunity for select contemporary dance artists, invited by the presenters of the Ontario Dances cohort, to showcase their work in front of the cohort and any interested Contact delegates.



In December 2016, OP launched ArtsEngageCanada.ca, an online tool for performing arts presenters, artists and producers to explore ideas around community engagement. The tool was created to strengthen the ability to bring community engagement into the work of presenters and artists. The website provides a knowledge framework of community engagement processes, resources, skills, tools, links and examples of community-engaged work from artists and presenters.



In 2018/19, the ArtsEngageCanada team continued to develop new website content, seek out case studies and resources, and plan future initiatives. Key projects included:

- Speaking with community engagement practitioners and adding new case studies to the Idea Box
- Continuing to add resources to the site
- Reorganizing and developing new content for the site so as to create a simple, user-friendly environment
- Presenting a webinar on "Community Engagement in Practice"
- Applying for funding for future, on-the-ground community engagement work that could serve as the basis for further learning within our network (funding pending)

What is Arts-Based Community Engagement?



Moving from:

"Wow have I got a show for you!"



To:

"What can we do together for the good of the community?"



"True community partnerships require a new kind of dialogue, beginning with the assets both partners bring to the birth of new relevance, not just the assets that an arts organization offers to hopefully grateful recipients." - Eric Booth



Arts organization



Community partners and participants



Community-engaged artist



New relationships formed through an arts-based community engagement project that addresses a community need

Infographic created by Ontario Presents for ArtsEngageCanada.ca

Theatre Connects

Theatre Connects is a program of the Ontario Arts Council that is administered by Ontario Presents. Through curatorial development, tour coordination support, and artist fee contributions, we seek to develop the audience for theatre in mid-size Ontario communities. Each year, the participating presenters block-book two independent, Ontario-based theatre pieces that tour through the network, providing performance opportunities to the artists and new artistic experiences to audiences.

This year the program grew from five to six presenters. The group participated in professional and curatorial development programs and booked two shows for the 2019/20 season.

Two shows also toured the network, having been selected the previous year. **Cottagers and Indians** and **This is the Point** both provided unique, thought-provoking theatre experiences to the participating communities.

For the tour of "This is the Point," Ontario Presents supported Ahuri Theatre and the Theatre Centre in the development of a community outreach strategy. Ahuri worked with each of the six presenters to connect with the disability community in their region. The result was a series of workshops in each community in which participants explored alter-egos and crafted two truths and a lie about themselves. The resulting photography exhibit, which was presented in host venues during the run of "This is the Point," challenged stereotypes and preconceived notions about people with disabilities.



Dan Watson, Tony Diamanti, and Liz MacDougall in *This Is the Point*



Photo from *This is the Point* community outreach
Two Truths and a Lie
Caroline Gunn a.k.a. Queen Clarisse Ranaldi
1. I am engaged.
2. I have had a boyfriend for 5 years.
3. I have had a cottage for 30 years.



ONTARIO ARTS COUNCIL
CONSEIL DES ARTS DE L'ONTARIO
an Ontario government agency
un organisme du gouvernement de l'Ontario

Ontario Dances

Ontario Dances is a program of the Ontario Arts Council that is administered by Ontario Presents. Ontario Dances aims to increase the range and diversity of dance available to communities in Ontario outside of Toronto, and to increase engagement with contemporary dance.

Each season, participating presenters program at least two Ontario-based dance artists. This year, the nine participating presenters also took part in several curatorial development activities, including a specialized dance showcase at Ontario Contact. In March, the group attended a day-long workshop with Vivian Scarlett of Dance Immersion to learn about and build relationships with dance artists from the African diaspora.

The Ontario Dances Network continues to be a core member of the Alliance of Canadian Dance Networks (A-CDN), which works to strengthen Canada's dance ecology and improve cross-country touring opportunities. Several of our presenters attended the National Dance Network Meetings in Ottawa and played a part in the ongoing discussions about how we can increase the impact of dance in Canada, and how we can collaborate to support Indigenous and racialized dance artists.

2018/19 Curatorial Development Activities

Ontario Dances members took part in several meetings and festivals throughout the year, developing their curatorial skills and taking part in important conversations about dance presentation.

- Ontario Dances Artist Showcase
Following Ontario Contact
St. Catharines, ON
- National Dance Network Gathering
Ottawa, ON
- Something Different: A Workshop
with Dance Immersion
Toronto, ON



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Northern Dances

With support from the Department of Canadian Heritage, Ontario Presents continues to work with five volunteer, multidisciplinary presenters in Northern Ontario in an effort to develop their curatorial practice in the discipline of contemporary dance, and increase the amount and diversity of dance that is presented in rural communities.

This season, presenters from the group attended the Dance Ontario Weekend in Toronto for curatorial development, as well as the specialized Ontario Dances showcase at Ontario Contact. Two of the presenters also joined the Alliance of Canadian Dance Networks national gathering in Ottawa, participating in important nationwide conversations about dance presentation.

Each organization continues to present at least one contemporary dance performance per season. The Northern Dances participants have expressed that they would not be able to present contemporary dance if it were not for the support that they receive, both in artist fees and in curatorial development, through the Department of Canadian Heritage's Fresh Start program.



Toronto Dance Theatre workshop in Sioux Lookout



Xara Choral Theatre performs Fatty Legs in Kirkland Lake

Webinar Series for Arts Presenters

Launched in 2014, the webinar series is a partnership between Ontario Presents and the Atlantic Presenters Association, funded by the Fresh Start program, Department of Canadian Heritage. The webinars are designed to help small-budget and volunteer presenting organizations that have limited time and resources available for professional development.

Each year, topics are chosen based on participant feedback and discussions with presenters around knowledge gaps in the field. Four topics were chosen for 2019.

Recordings of all past webinars are available for free and convenient viewing on the Ontario Presents website. Between live and recorded viewings, the 2019 webinars provided professional development for over 100 performing arts professionals.

"These webinars are a lifeline for us - outside PD is just not in our budget and the webinars are a practical, cost-effective way for us to gain knowledge and connect with others in the field."

- 2019 webinar participant/volunteer presenter

WEBINAR SERIES FOR ARTS PRESENTERS



Atlantic Presenters
Association

ONTARIO
PRESENTS

Canada

Self Care for Presenters

Matthew Eldridge, the Al and Malka Green Artists Health Centre

Diversity and Inclusion: Training Your Volunteers

Jael Richardson, the Festival of Literary Diversity

Introducing the Volunteer Resource Centre

Ceilidh Wood, Ontario Presents

Community Engagement in Practice

Alyson Martin, Sioux Hudson Entertainment Series
Annalee Adair, Community Engagement Specialist

Ontario Classical Music Network: Digital Marketing Support

With funding provided by the Department of Canadian Heritage, Ontario Presents continued to provide digital marketing assistance to six volunteer classical music presenters.

With Digital Marketing Coordinator Robyn Ardagh's support and expertise, members have continued to increase and improve their digital marketing efforts, with noticeable results. Highlights from this year included:

- The Orillia Concert Association introduced **online ticketing**.
- Members continued to use **Facebook** and Mailchimp for digital marketing, with **notable increases** in numbers on both platforms. For example, the Welland-Port Colbourne Concert Association's mailing list has grown from 258 to 764 subscribers since 2017.
- The Muskoka Concert Association began using **Mailchimp** for email communications, resulting in increased audience engagement.
- The Sarnia Concert Association, Muskoka Concert Association, and Welland-Port Colbourne Concert Association experienced **increased single ticket sales** as result of using Facebook boosts.
- The Cornwall Concert Association has successfully used a Facebook group to attract attention, including from local media and fellow volunteer presenters. Due to the success of this page, the CCA plans to transition to a Facebook page.
- Robyn Ardagh created a **"Tips and Tricks"** Facebook page to share useful tips and tutorials about Facebook and Mailchimp marketing; members have found the group very useful.

"We have been so pleased with our collaboration with Robyn and will continue it as much we can..."

- Sarnia Concert Association

Northern Young Audience Presenting Development

With funding from the Department of Canadian Heritage, Ontario Presents continued to provide support to a network of 11 volunteer young audience presenters located in Northern Ontario. Our block booking assistance helps participants present performances for young audiences in rural and remote communities in a way that is logistically viable for both the presenters and the artists. In most cases, these presenters are providing their young community members with their first introduction to the performing arts.

With facilitation from the block booking coordinator, members of the group have booked more than 50 performances from six young audience artists for the upcoming 19/20 season.

With new investment from the Ontario Arts Council in this network, the young audience presenters attended a specialized pitch session at Ontario Contact 2018, designed to help them discover exciting, new, Ontario-based YA artists. One of these artists will be presented in the 19/20 season, and the pitch session will be repeated with even more artists in the upcoming year. Presenters from the network also had the opportunity to attend the Vancouver International Children's Festival in June 2018.



Above: Presenters meet with artists at the Vancouver International Children's Festival



Left: Cascada de Flores performs "The Tree and the Donkey Who Loved to Sing" as part of the Dryden Children's Delight Series

Rural Theatre Project

Inspired in part by the success of the Northern Dances network, as well as the OAC's Theatre Connects, we have established a pilot project to bring contemporary Canadian theatre into rural and under-exposed communities.

Four presenters participated in the 2018/19 season, bringing in two exciting theatre performances with artist fee support from the Fresh Start program: **SPIN** (by Evalyn Parry) and **Seasick** (by Alanna Mitchell).

Accompanied by Program Director Judy Harquail, the participants attended several curatorial developments over the season: SummerWorks Festival in Toronto, Vancouver's multidisciplinary PuSh Festival, and a collection of other Toronto theatre performances. Based on these experiences, the group has now programmed two more theatre pieces for 2019/20 season.



Top: Alanna Mitchell performs "Seasick"

Left: Evalyn Perry and Brad Hart stand with a handpainted marquee for "Spin" at Old Town Hall Waterford

Right: A cycling-themed art show, "Link," by Beverley Hawksley accompanies the run of "Spin" at Old Town Hall, Waterford

Communications

Ontario Presents continues to connect our members and the broader presenting sector through frequent and varied communication:

Websites

Ontario Presents currently operates 4 websites:

OntarioPresents.ca offers information for and about our network, including the presenter map, blog, resources, job board, and more.

OntarioContact.ca provides information about our annual showcase event.

IWanttoShowcase.ca is a showcase application platform currently used by 15 showcase events across North America. The positive feedback on this tool has led to growing interest from additional partner conferences.

ArtsEngageCanada.ca - See page 20

What's Live on OntarioPresents.ca?



The Job Board hosts industry-specific job postings. New this year, non-members can post on the board for \$40. Member posts remain free.



The Resource Centre holds a wide range of resources for presenters and industry professionals. The Centre has been recently re-organized into easy-to-find categories and updated with new resources!



The Blog is a place to share stories from the network and broader industry. Posts include updates on OP programs, news from the presenting field, and interviews with artists.

and more!

Communications

eNews

Ontario Presents continues to release a monthly eNewsletter featuring member news, professional development opportunities, and other updates from the sector. We also operate an ArtsEngageCanada mailing list that provides occasional news and resources on community engagement.

Social Media

OP shares relevant industry news, updates from our partners, and OP activities through Twitter and Facebook.



/OntarioPresents
756 Page Likes



@OntarioPresents
1321 Followers



Ontario Presents Mailing List
1194 Subscribers



ArtsEngageCanada Mailing List
308 Subscribers

Indigenous Artist Spotlight

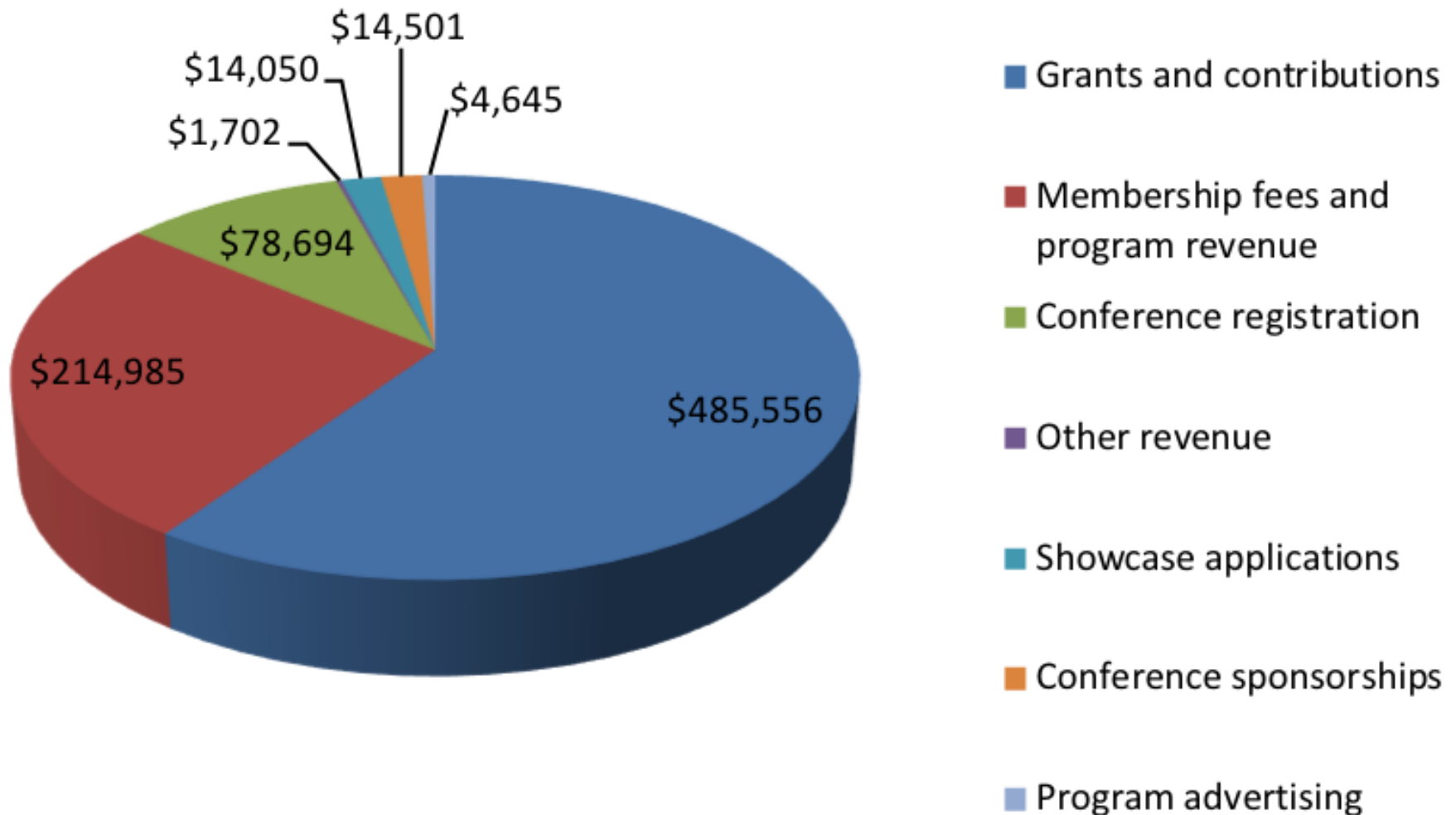
Ontario Presents and its member presenting organizations recognize the importance of presenting Indigenous artists, stories and culture as part of their presenting practice. In November 2017 we launched a monthly spotlight in our e-newsletter and blog, each featuring an Indigenous artist. Our sincere thanks to Denise Bolduc for conceiving of and continuing to support this Spotlight Series.

New this year, we have collected all Spotlights on one page. Read them at ontariopresents.ca/resources/spotlight



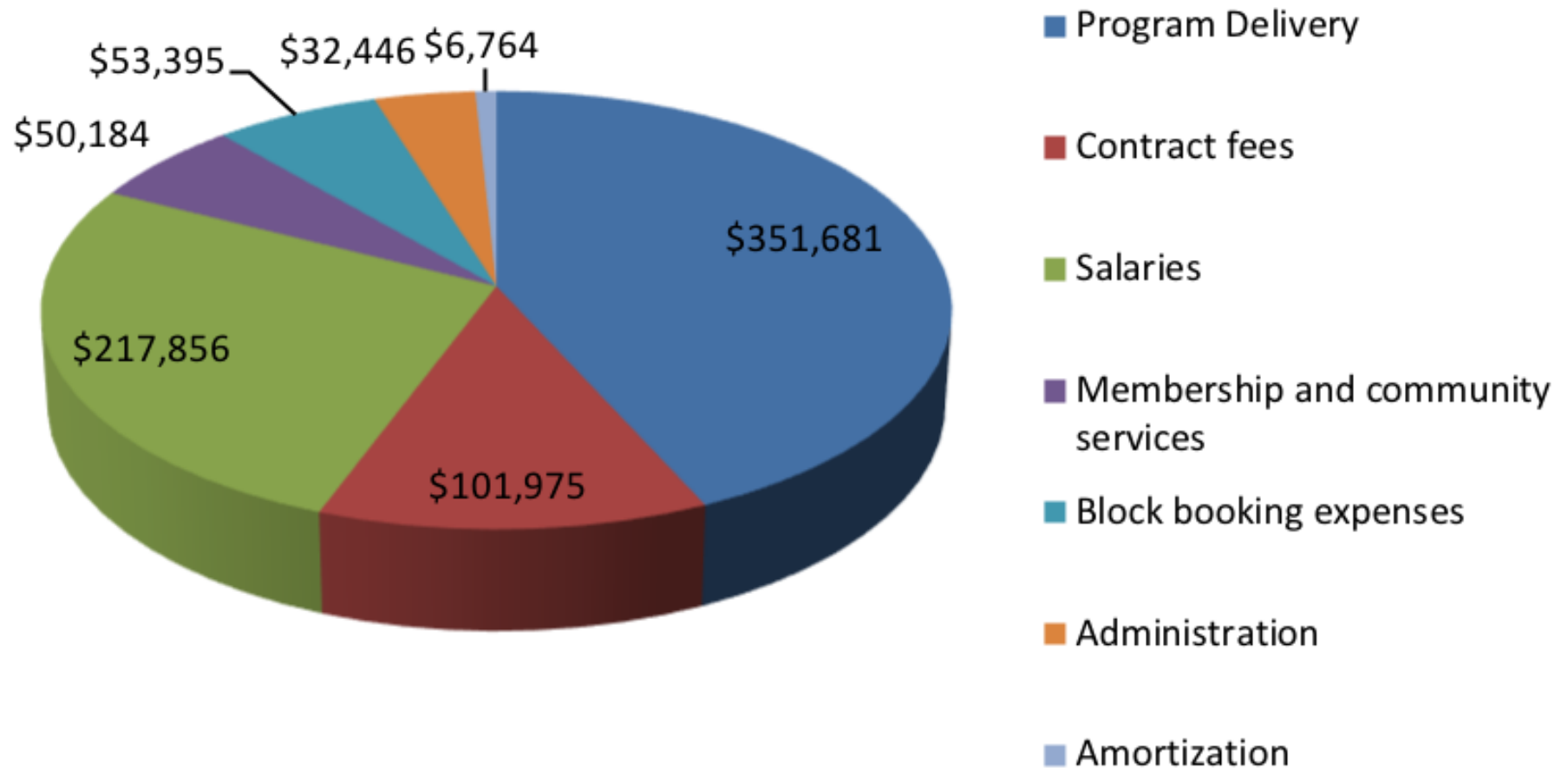
Statement of Operations

Revenues: \$814 133



Statement of Operations


Expenditures: \$814 301




ONTARIO CAMPUS AND COMMUNITY IMPRESARIOS
(Operating as Ontario Presents)
Statement of Financial Position
March 31, 2019

	2019	2018
ASSETS		
CURRENT		
Cash	\$ 38,084	\$ 47,414
Accounts receivable	9,172	21,748
Grants receivable	26,666	32,958
Harmonized Sales Tax recoverable	419	2,517
Prepaid expenses	77,177	83,337
	<u>151,518</u>	<u>187,974</u>
CAPITAL <i>(net of accumulated amortization) (Note 3)</i>	<u>1,025</u>	<u>6,560</u>
	<u>\$ 152,543</u>	<u>\$ 194,534</u>
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities	\$ 37,687	\$ 80,657
Government remittances payable	351	4,221
Deferred revenues <i>(Note 4)</i>	<u>34,067</u>	<u>29,050</u>
	<u>72,105</u>	<u>113,928</u>
NET ASSETS		
UNRESTRICTED	79,413	74,046
INVESTED IN CAPITAL ASSETS	<u>1,025</u>	<u>6,560</u>
	<u>80,438</u>	<u>80,606</u>
	<u>\$ 152,543</u>	<u>\$ 194,534</u>

APPROVED ON BEHALF OF THE BOARD


 _____ Director


 _____ Director

Collaborative Partners

As we continue to develop the touring and presenting sector, collaborative partnerships are vital. Thank you to all of the partners who helped to make our year a success. Special thanks to:

ArtsBuild Ontario, the Atlantic Presenters Association (APA), the Canadian High Commission in the UK, CAPACOA, the CanDance Network, Cultural Pluralism in the Arts Movement Ontario (CPAMO), La danse sur les routes du Québec, the Indigenous Performing Arts Alliance (IPAA), Supporting Performing Arts in Rural and Remote Communities (SPARC), The Theatre Centre, and the FirstOntario Performing Arts Centre.

Supporting Partners



Canada Council
for the Arts

Conseil des arts
du Canada

Staff & Board

Staff

Warren Garrett, Executive Director

Judy Harquail, Director of Programs

Cheryl Ewing, Event Manager, Ontario Contact

Ceilidh Wood, Network & Touring Coordinator

Natalie Dewan, Communications & Membership Services Coordinator

Deb Daub, Senior Accountant

Jane Marsland, ArtsEngageCanada Program Lead

Robyn Ardagh, OCMN Digital Marketing Coordinator

Ontario Contact Staff

Dan Wood, Production Manager

Susan Habkirk, Contact Room Manager

Shelby Shapiro, Assistant to the Event Manager

Allan Hoch, Stage Manager

Daniel Macpherson, Pitch Support

Connie McFadden, Graphic Designer

David Briski, Eoin Ó Catháin and Karen Waterman, Volunteers

Board Members

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Ronnie Brown, Oakville Centre for the Performing Arts

VICE -PRESIDENT

Natalie Lue, Chief Executive Officer, Living Arts Centre, Mississauga

TREASURER

Glenn Brown, Sanderson Centre for the Performing Arts, Brantford

CORPORATE SECRETARY

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PAST PRESIDENT

Jayson Duggan, Performing Arts Manager, Cultural Services, City of Kingston

DIRECTORS

Cynthia Lickers-Sage, Executive Director, Indigenous Performing Arts Alliance

Robert Giorgini, Coordinator, Wolf Performance Hall, London

Krista Storey, Manager of Arts and Culture, Town of Gravenhurst

Photo Credits

All photos are listed from left to right and then top to bottom. The photographer is listed first, with the subject of the photo in brackets.

Cover Page:

Chesley House Fine Art (Diyet and the Love Soldiers showcase at Ontario Contact 2018)

Chesley House Fine Art (Ontario Contact 2018)

Page 1:

Chesley House Fine Art (Ronnie Brown at Ontario Contact 2018)

Page 3:

Chesley House Fine Art (Ontario Contact 2018)

Page 6:

Chesley House Fine Art (Ontario Contact 2018)

Chesley House Fine Art (MINISCULE performs at the Ontario Contact 2018 opening reception)

Tanya Trombetta (Creative Nest), photo courtesy of the City of Kingston (OP Spring Retreat 2018)

Page 7:

Ensemble Vivant's Tribute to Rick Wilkins concert: Orillia Opera House, March 3, 2019 for Orillia Concert Association: Jim Vivian, bass; Nick Fraser, drums; Norman Hathaway, viola; Sybil Shanahan, cello; Catherine Wilson, piano; Corey Gemmell, violin; Kevin Turcotte, trumpet; Mike Murley, sax.

Page 9

Ceilidh Wood (see caption for details)

Page 11:

Natalie Lue (see caption for details)

Assis Carreiro (see caption for details)

Page 15:

David Hou ("Mistatim," Red Sky Performance)

Courtesy of The Outside Track (The Outside Track)

Courtesy of Howie Mandel (Howie Mandel)

Page 17:

All photos by Tanya Trombetta (Creative Nest), photo courtesy of the City of Kingston (OP Spring Retreat 2018)

Page 18:

Chesley House Fine Art (French Squeeze pitch by Domoney Artists Management, Ontario Contact 2018)

Chesley House Fine Art (Gypsy Kumbia Orchestra showcase at Ontario Contact 2018)

Chesley House Fine Art (Ontario Contact 2018)

Page 19:

Chesley House Fine Art (Gypsy Kumbia Orchestra showcase at Ontario Contact 2018)

Page 21:

Dahlia Katz, courtesy of Ahuri Theatre (see caption for details)

Katherine Fleitas, courtesy of Ahuri Theatre (see caption for details)

PAGE 23:

Courtesy of the Sioux Hudson Entertainment Series (see caption for details)

Courtesy of the Kirkland Lake Arts Council (see caption for details)

Page 26:

Ceilidh Wood (see caption for details)

Michael Christianson from The Dryden Observer (see caption for details)

Page 27:

Paquin Entertainment Group (see caption for details)

Bottom photos courtesy of Old Town Hall Waterford (see captions for details)

Page 29:

Naomi Denis (Lacey Hill), courtesy of Alexander Kenneth Management (Cody Coyote), Liam Coo (Ange Loft), Lady

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Chad Anderson (Chad Anderson), Lisa MacIntosh (Iskwé),

Nicole Coenen (Montana Summers), Francesca Chudnoff (Aria

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of Cheri Maracle (Cheri Maracle), Al Pettman (Twin Flames),

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