

ONTARIO**PRESENTS**

ONTARIO PERFORMING ARTS PRESENTING NETWORK

ANNUAL REPORT 2013 - 2014

Table of Contents:

Message from the President.....	4
Overview.....	5
Member Programs.....	5 - 6
Field Development.....	7 - 8
Partner Programs.....	9 - 13
Our Network.....	14
Member Services and Communications.....	15 - 19
Statement of Operations.....	20 - 22
Collaborative and Supporting Partners.....	23
Board and Management.....	24

ONTARIO PRESENTS

*New Identity – Same
Mission*

Lemon Bucket Orchestra, Ontario Contact 2013

Message from the President



It has been a distinct honour to have served a third year as your President. During this past year we evolved our network into new territory with the change of name to Ontario Presents, better reflecting the stewardship role that our members, stakeholders, and artistic community expect of us.

Ontario Presents expresses our network's commitment to embrace the diverse nature of presenting practice in Ontario. The new name allows us to continue to support and develop groups that present professional performing arts in Ontario communities, while at the same time encouraging the presentation of new art forms and fostering our presenters' curatorial visions.

Ontario Presents' new identity, name and comprehensive online platform pulls everything together under one uniform brand. It continues to deliver relevant industry programs at local, provincial levels and beyond. Its tour coordination service (block booking) enables the touring of diverse artistic talent to a wide range of communities across the province. Its flagship booking and showcasing conference, Ontario Contact, continues to showcase top artistic talent and provides expanding opportunities for

artists, agents and presenters to connect. Ontario Presents' website continues as the dynamic platform for forum discussions, industry news and updates, comprehensive listing of presenters, calendar of events and a suite of programs and services.

This report is designed to provide an overview of the work we've done in the past fiscal year (August 1, 2013 – July 31, 2014) and how we have wisely invested stakeholder and member contributions that came from organizations and people who care about improving and evolving the arts presentation practice in Ontario.

A highlight of the year included our full board's participation in Arts Day at Queen's Park and a meeting with the Ontario Arts Council reflecting our board's commitment to advocacy and informing the political and funding environment of the importance on continued public funding of the arts.

Last but not least, I would like to thank Ontario Presents' staff, board, members, funders and other stakeholders for contributing to the livelihood of this industry relevant organization. With your support, Ontario Presents will continue to position and promote the diversity of touring and presenting practice that contribute to the economic well-being of individuals and communities across Ontario and beyond.

Sincerely,

Colleen Clack, President, Ontario Presents

Overview

Ontario Presents operates within the province of Ontario as a network of peers who convene periodically to do business, learn, and share best practices. Its mission is to lead and develop leadership and foster networking within the province's presenting ecology.

In 2013/14, the network undertook a number of key initiatives to advance arts presentation and support its practitioners with services and tools.

Specifically, the network hosted Ontario Contact 2013; co-led a young audience presenter delegation; stewarded OAC's Ontario Dances program in its 7th year; delivered a four-part webinar series; supported contemporary dance presentation in four volunteer presenter communities; delivered a workshop on governance; piloted a new, two-year, OAC initiative called Theatre Connects; conducted two member surveys— one on well-being and another on municipal presenting support; laid the foundation for its member-led Community Engagement Learning Project; organized adult and young audience tours across the province; and identified four, key, priorities for moving forward: a dedicated focus on volunteer and small venue presenters, research into successful, municipal arts presentation governance models; learning about community engagement practice, and developing an embedded culture of program-based professional development.

Additionally, the network's board and management team collaborated with other networks and service organizations to support a leadership development retreat for presenting network executive directors, conducted a national compensation survey, and participated in the province's first, Arts Day at Queen's Park.

Member Programs

Tour 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 co-ordination, contracting and marketing/promotion. Each season the Block Booking program starts in early September and concludes in early March. The 2014/15 season block booking program has concluded with a total of 44 tours booked, organized, and scheduled on behalf of 23 participating presenting organizations. It resulted in 307 performances scheduled across Ontario next year.

Annual Blue Sky Day 2013

Each year, our network members come together to exchange valuable information on trends, issues, and opportunities and to discuss their plans for the year ahead at the annual Blue Sky Day. In the 2013/14 season, the event took place on September 24 and was hosted by Rob Mackay, Manager, Cultural Services at the Milton Centre for

the Arts. Nearly 40 delegates from across Ontario attended the event.

The day started with the first block booking session of the year and the discussion about the audience mapping tools.

In the afternoon artists, agents and managers were welcomed to join presenters for lunch and the afternoon sessions. Warren Garrett opened the afternoon sessions with the summary of sector's conditions and staff provided an update on the programs and services. Members asked



questions, provided feedback and shared truly exciting stories about their work. They also had a chance to discuss future plans and talk about how they can work together to ensure a relevant and sustainable performing arts sector. The day ended with a facility tour allowing members to explore theatre spaces, while learning about the history of the centre's evolution and design.

Policy Framework for Municipal Performing Arts Centres

Ontario Presents' municipal members have convened a steering committee to work on developing a policy framework for municipal performing arts centres that captures how municipal PACs deliver public benefit, and how their structure and governance either furthers their mission or hampers their operations.

The goal is to develop a guide or starting place for municipal presenters to bridge the gap between the municipal operating context and the larger presenting sector that is well established in Canada and elsewhere. This research encompasses many governance models, and explores innovative models from Canada, the US and overseas, with the goal of making an optimal Operating Framework model available to all.

Field Development

Ontario Contact 2013

The Ontario's 2013 booking and showcasing conference for

"This is a mission critical event for me. Without it I would feel totally disconnected from presenters, other agents and artists."

Cameron Smillie, Ballet Jorgen Canada

artists, presenters, and agents was held October 24 - 26 in the City of Kitchener, preceded by a pre-conference day on October 23rd, 2013. Attending were 121 delegates and 113 exhibitors representing a total of 74 and 85 organizations respectively. New in 2013 was the opportunity for Emerging Artists to be represented by a video showcase and to share a booth in the Contact Room. We also offered a video showcase to an American dance company.

Ontario Contact

2013 Award Recipients

Presenter of the Year

Lesley Grand, St. Clair College Capitol Theatre, Chatham

Artist of the Year

Trevor Copp, Tottering Biped Theatre

Agent of the Year

Andrew Kwan, Andrew Kwan Artists Management Inc.

Award of Excellence

Ken Coulter, Coulter Creative / Oakville Centre for the Performing Arts





I Want To Showcase

I Want to Showcase is a collaboration between partner conferences led by Ontario Contact and Contact East whose goal is simple: to offer performing artists a site that is easy to navigate, understand and use. In reviewing the showcase application process with Contact East several years ago, it became clear that many showcase applications could be streamlined into one format. This multi-conference application system not only serves a need for all conference organizers but also saves artists time and money. This new approach makes sense on a number of levels as it allows the artist to apply online to one or more conferences, increases their knowledge of opportunities and has resulted in a broader field of artists to be considered. Ontario Contact received 250 applications for the 2014 conference and the quality and diversity of artists has increased.



“Live performance has the potential to bring joy, laughter, questions, challenges, awareness and inspiration to audiences. The value of touring and presenting is that it facilitates that potential - bringing artists and artistic experiences to communities across the province – providing opportunities for authentic human connections!”

Patty Jarvis, Executive Director of Prologue to the Performing Arts, Ontario Presents Board Member

Partner Programs

Ontario Dances - Ontario Arts Council

Ontario Dances is a program of the Ontario Arts Council that is administered by Ontario Presents. Ontario Dances seeks to have more dance performances in Ontario communities and more people engaged, interested and invested in dance at a local level in our province. The program aims to increase the range and diversity of dance available to communities in Ontario outside of the city of Toronto.

As part of the Ontario Dances PD program, we hosted a series of artist showcases and talk back sessions from January 21st to 22nd in Toronto. This event allowed Ontario Dances participants to see new work, chat with artists and network with each other. In June 2014, Ontario Dances participants went to the Canada Dance Festival in Ottawa to see performances and attend 2.5 days of professional development and networking with members of the Canadian dance community.

Theatre Connects - Ontario Arts Council

Theatre Connects is a pilot program of the Ontario Arts Council that is administered by Ontario Presents. This two-year initiative seeks to have more theatre performances in Ontario communities and more people engaged, interested and invested in theatre at a local level. The project also aims to increase the range and diversity of theatre available to communities in Ontario outside of the city of Toronto.

Theatre Connects offers the public the opportunity to participate in theatre at all levels - from theatre classes and workshops to theatre artists in residence to the presentation of theatre by Ontario-based professional theatre artists. In Spring 2014 audiences were treated to Volcano Theatre's production of *A Beautiful View*.

"Due to our involvement in the Ontario Dances program, not only are we seeing our dance audience grow, we are also seeing their capacity to engage and discuss new and challenging works grow as well. This program has allowed us to take dance outside the four walls of a theatre and into our community to engage local artists and residents."

Sara Palmieri, Brock University, Centre for the Arts, Ontario Presents Board Member



ONTARIO ARTS COUNCIL
CONSEIL DES ARTS DE L'ONTARIO

an Ontario government agency
un organisme du gouvernement de l'Ontario

FRESH START – Webinar Series

In Spring 2014, Ontario Presents, with funding provided by the Department of Canadian Heritage through Fresh Start, presented its first series of webinars for arts presenters. Called Your Audience is Online – Are You? Digital Marketing for Arts Presenters, the 4-part webinar series was designed and delivered by Tech Soup Canada's Tierney Smith to help arts presenters build the skills they need to be successful online. In total, 103 people (more than 70 from Ontario) attended the series and extended Ontario Presents' service to volunteer and smaller budget presenters in the Ontario, Atlantic, Prairie and West Coast regions.

"This series of webinars has helped us focus our energies and resources so that we are able to improve and tighten up our current offerings and guide how we want to move forward."

webinar participant

"Very much appreciated the ability to watch webinar after the fact as I was unable to attend 2 out of 4 on time. Well Done!"

webinar participant

Upon completion of the series, in June 2014, Ontario Presents conducted a brief feedback survey and received responses from 23 webinar participants. Overall, the majority of responders found the webinars very helpful, relevant and usable.

FRESH START - Professional Development Workshop for Volunteer Presenters

In addition to the webinar series, as a part of the professional development workshop series for presenters in the North and Eastern regions of the province, Ontario Presents hosted a Succession Planning and Governance Workshop, hosted by Showplace Performance Centre in downtown Peterborough and facilitated by Nathan Garber, the founder and principal consultant of Nathan Garber & Associates.

Twenty three participants representing a variety of volunteer based and classical music presenters from Eastern Ontario attended. The workshop provided

"Aside from the information that was presented, being able to discuss relevant practices, current challenges, and learning how other similar organizations are dealing with issues by being able to talk with people was most helpful and motivating."

Stan Passfield, Orillia Concert Association

presenters with an opportunity to reflect on their organization's internal structure and develop a list of succession-planning strategies and tools. Participants also had a chance to engage in a discussion around a case study on how to find the right people and bring them into leadership roles. The workshop has proven to provide yet another unique opportunity for presenters to network and learn together with their colleagues from the same region.

FRESH START- Northern Young Audience Presenting Development

With the support from the Department of Canadian Heritage, Ontario Presents assisted a network of 11 northern volunteer young audience presenters in the selection and booking of performances for their 2014/15 seasons. There was a total of 5 tours and 50 performance scheduled in Northern Ontario. In May, a delegation of five of this network went to the Calgary International Children's Festival to see new Young Audience work.

FRESH START - Ontario Dances in Northern Ontario

In the 2013/2014 season, funding from the Department of Canadian Heritage enabled the contemporary dance company Bboyizm to tour to four Ontario communities to

"It was so much fun and I would definitely do it again."

Boy (grade 5)

perform as well as participate in school workshops for each



community. These communities were: Dryden, Sioux Lookout, Kirkland Lake and Deep River.

Cultural Pluralism in the Arts Movement Ontario

Canada

For
the
201
3-
14,

CPAMO was engaged in the following:

- 1) Building Relationships with Presenters and Improving Understanding of Aboriginal and Ethno-Racial Communities;
- 2) Conducting Capacity-building Workshops in Toronto; and
- 3) Attracting Volunteers for CPAMO Roundtable Members.
- 4) Showcasing Artists - Ottawa (MASC), Ontario Contact and Toronto (Artists' Cafes)

Based on the above, CPAMO convened:

- 5 Town Halls in 2013 involving of 225 attendees.
- 12 Capacity-building workshops on the following subjects: data base management (60 participants); alternative sources of funding (40 participants); marketing and communications (20 participants) - See Annual
- A session on Making a Pitch to Presenters session was held in Feb. 2014
- Two volunteer recruitment sessions - in Toronto (30 organizations and 100 potential volunteers) and one in Ottawa (12 organizations)

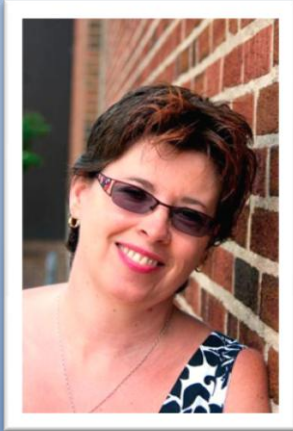
The Town Halls were with following organizations and communities:

- Circadia Indigena - First Peoples' Art And Performance In Canada's National Capital
- Community Engagement:
- Canadian Dance Assembly National Dance Week Diversity in Dance Showcases
- Theatre Ontario
- Collaborations and Resource Sharing: Advancing Pluralism in the Arts in Tough Times – Parts I and II
- Impact 13 Festival And Conference – CPAMO Showcases

The Capacity Building Workshops were convened in partnership with Business for the Arts, Creative Trust, Neighbourhood Arts Network, Tech Soup, Black Chick Media Group, and Sudarshan Jagganathan.



An agency of the Government of Ontario.
Relève du gouvernement de l'Ontario.



"I get most excited when I see a connection forming between the artist and the audience. So I think that's what my role is – helping my community to see what I see and enabling them to have a deeper connection with the art and the artists on the stage."

Lesley Grand, General Manager,
St. Clair College Capitol Theatre, Chatham

One volunteer recruitment session was held in Ottawa and another in Toronto. CPAMO showcased artists in its Artist Café sessions in partnership with the Association of Native Development in the Performing and Visual Arts, at Ontario Contact display booth, with MASC (Multicultural Arts in Schools and Communities – Ottawa), alucine Latin Film

Festival, Flato Markham Theatre, and Luminato and the Collective of Black Artists. A session on Making Pitches to Presenters was also held to provide insights from artists and presenters on best practices.

In addition to these activities, CPAMO has:

- established a high profile Advisory Committee;
- begun to develop a process to engage its members in developing a shared platform;
- released several newsletters; and
- provided ongoing promotion of its Creators' Roundtable members activities and other relevant information on pluralism in the arts.

National Network Meeting

Twenty-eight presenting and festival network Executive Directors met in Toronto May 5-7 for a two-day workshop on transforming network development with Jeff DeCagna of Principled Innovations. Jeff challenged Canadian network directors to get rid of orthodoxies that are rendering many associations and networks irrelevant and, using a modified Business Model Canvas for networks, encouraged the EDs to seek value-creation with a wider scope of stakeholders in other private and public sectors. The twenty-eight EDs met the 3rd day at the Centre for Social Innovation, hosted by Ontario Presents. The three day workshop/meeting was organized by CAPACOA on behalf of the networks with funding support provided by the Department of Canadian Heritage.

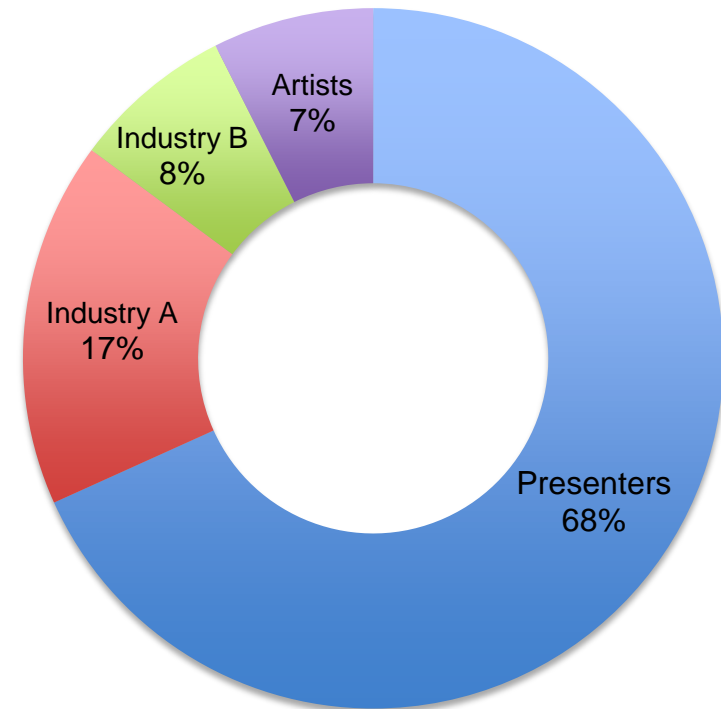
Our Network

The Ontario Performing Arts Presenting Network (Ontario Presents) is a network of peers working together to advance the practice of arts presentation in Ontario. The network is comprised of arts presenters (volunteer and paid professionals), artist agents and managers, service professionals, artists and supporters.

Our Values

The primary focus of the network is on the presenting practice and in pursuit of this, its members are guided by the following values:

- Encouraging, supporting & developing those responsible for the presentation of professional performing arts in the communities of Ontario.
- Fostering networking, professional development, advocacy & access to resources.
- Supporting our members' curatorial visions.
- Fostering and encouraging collegiality, trust, and openness within the membership.
- Encouraging the presentation of new art forms and the appreciation of quality and engaging performing arts performances.
- Developing strong & healthy leadership.



Member Services and Communications

New Identity

In April, Ontario Presents (formerly CCI-Ontario Presenting Network) adopted a dynamic new approach, name and comprehensive online platform to support and develop arts touring and presenting practice in Ontario. The new face and name express the network's commitment to embrace the diverse nature of presenting practice in Ontario.

Invitation to Participate

With the creation of its new name, Ontario Presents extends an invitation to touring agents, managers, artists and performing arts presenters to co-create a strengthened and vibrant touring and arts presenting sector in the province. Under its new name, Ontario Presents intention is to bring together people by inviting those who have historically not been part of the conversation. These are people who are not used to being together, people from across the province and beyond and most importantly, from across various presenting practices and art forms.



"...there is no better fit than the presenters and the artists to engage our communities."

Aly Boltman, Executive Director of the Community Foundation Grey Bruce (formerly Theatre Manager for Roxy Theatre, Owen Sound)



"I believe that sharing stories of the human experience is the first, best, and only way for people to learn, grow, and thrive. I consider it an honour to be part of that process."

Sam Varteniuk, General Manager of
The Registry Theatre, Ontario Presents
Board Member

Membership Offer: \$25 for 25!

In celebration of the 25 years of service, Ontario Presents offers an introductory rate to touring agents, managers, artists and presenters that are new to the network to join at a discounted membership fee of \$25 (plus \$5 for each associate member). Acknowledging the financial barrier that many volunteer presenting organizations face, the same rate has been extended to volunteer-run presenting organizations.

Website

Ontario Presents continues to operate four websites: the main Ontario Presents website, the Ontario Contact Conference and Showcase Application websites, Block Booking online platform, and OAC's Ontario Dances website.

ontariopresents.ca - according to Google Analytics, in the past year, Ontario Presents website had average of almost 4,500 page views per month! In comparison with the previous year, Ontario Presents website traffic significantly increased: in 2013-2014 the site generated 13,407 visits (11,001 last year), 9,022 unique visitors (6,099 last year), with increased number of "new visitors" (65.2%), indicating growing interest from industry professionals outside of our network. Most visitors were drawn to Ontario Presents' website by its Network Directory, Programs and Membership sections, followed by News and Events and Job Board.



“How do we keep performing arts centres relevant in current economic time so that every community member can benefit? In my opinion, we have to develop new ways of doing business which reflect the continuum of presenting, starting from creation of the arts to the dissemination of the arts to the communities. We must make these adjustments so that arts remain possible and accessible to all.”

Ken Coulter, Coulter Creative, Ontario Presents Board Member, formerly General Manager - Oakville Centre for the Performing Arts

ontariocontact.ca - during its first year of operation (launched June 2013), Ontario Contact’s new and improved website, generated over 10,000 visits by 5,613 unique visitors, resulting in over 3,000 page views per month. The new website is much more user friendly and easier to navigate. It features all up- to-date conference information, including latest news, schedule, travel and accommodation details and showcase artists’ directory with a separate page for each artist’s profile with images, videos and booking information.

iwanttoshowcase.ca - a showcase application site allowing artists and agents to apply to several Canadian and US showcase conferences using the same base application form. I Want To Showcase website grows to now include:

- Alberta Showcase
- Arts Midwest
- ArtsMarket
- Contact East
- Manitoba Showcase Contact
- Mid-Atlantic Performing Arts Market
- OAPN Annual Showcase Conference
- OSAC Showcase
- Pacific Contact
- Performing Arts Exchange
- Western Arts Alliance

IPAY will be joining us for the 2015 conference season. Our Canadian agents have been instrumental in expanding the impact of the web based application.

blockbooking.ca - the block booking site is a tool that allows Ontario Presents to manage the process of booking artists for its membership. It provides tools for the membership and the block booking co-ordinator to collaborate during the artist booking process; from expressions of initial interest, on through requests for show dates and times, culminating in booking the artist for a tour. The website is setup to allow licensing to other organizations - currently BCTC and APA are using the tool to assist in their tour creation and administration. The members continue to expand their repertoires and we saw over 400 artists added to the site for this season, and over 1100 wish list requests were made - these indicate that the presenter has 'favourited' or 'liked' the artist. The presenters then made more than 700 requests for bookings, resulting in 44 completed tours.

Network Directory and Member Profile

Listings in the Ontario Presents online Network Directory is a comprehensive listing of all members including presenters, artists, service organizations and agents. The directory includes member organization and individual profiles. Members are encouraged to complete and update their online profiles.

Job Board

Industry Specific Job Board located on the Ontario Presents website. Members can submit their job opportunities to be posted on the Job Board free of charge.

Blog

An online Blog space on Ontario Presents' site for members to post their stories, share ideas, and learn about their colleagues across the province.

Discussion Forum

Located in the Members Area of the Ontario Presents' site, the Discussion Forum is designed to help members to instantly reach the network's wealth of knowledge by posing question, offer tips and advice and provide answers to colleague's questions.

Online Resources

The online resources page includes useful document, links and online tutorials pertaining to each category of Membership, from professional and volunteer presenting to artists and artist management.

Ad Space

The ad space, available on both Ontario Presents and Ontario Contact websites, serves as a spotlight to highlight important initiatives and increase visibility in the presenting and touring sector in Ontario. Ads are displayed on almost every page of the web site and rotate as website visitors move from page-to-page. Packages starting at \$35/month for Ontario Presents Members.

eNewsletter

Ontario Presents continues to issue its monthly network eNewsletter with industry and member updates, upcoming events, granting programs deadlines and more. Members are encouraged to submit their industry relevant announcements for publication in the network eNews. In the past year, readership increased to include 258 industry professionals. Ontario Presents eNews average opening rate is 45%.

In addition to the monthly eNews, Ontario Presents publishes Ontario Contact eNewsletter that informs over 1400 subscribers about news and announcements related to the annual conference. Average open rate for Ontario Contact eNews is 40%

Online Communications Platform

Ontario Presents has acquired a communications platform, Adobe Connect, to facilitate webinars, information sharing and address urgent communications needs between members, networks, and other stakeholders. Ontario Presents is ready to respond by offering to its members an online space to meet, work, share and network.

Ontario Presents / Ontario Contact Mobile App

Available for download for Android, iPhone and BlackBerry mobile phones, the App includes two apps in one: 1) Ontario Presents Mobile App with industry events

throughout the year and 2) Ontario Contact App with Ontario Contact conference events. As of today, 315 industry professionals have downloaded the app to their mobile devices, with the total of 1644 app launches.

Social Media

All member updates relevant to the touring and presenting industry are streamlined via integrated Ontario Presents' social media platforms (Facebook and Twitter). With the creation of the new name, we have consolidated Ontario Presents and Ontario Contact under one account. Previously as a separate social media platform, information on Ontario Contact can be found under unified Ontario Presents brand.



@OntarioPresents



/OntarioPresents

Member Surveys

Regularly conducted Rental Rate and Municipal Investment Survey as well as other industry analysis are available for members on both regular and ad hoc basis.

Other Membership Perks

- An Affiliate CHRC Membership
- Mobile App Services and Discounts
- Discount at Westin Harbour Castle Hotel in Toronto
- Zipcar Membership and VIA Rail discounts

Statement of Operations

Ontario Presents BALANCE SHEET As at July 31, 2014

ASSETS	<u>2014</u>	<u>2013</u>
Current assets		
Cash	\$ 151,382	\$ 145,563
Accounts receivable	38,692	37,149
HST refund	13,889	15,922
Prepaid expenses	155,849	134,212
	<u>359,812</u>	<u>332,846</u>
Capital assets	<u>25,373</u>	<u>44,706</u>
	<u>\$ 385,185</u>	<u>\$ 377,553</u>
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable and accrued liabilities	\$ 24,990	\$ 20,305
Deferred revenue	267,726	261,232
	<u>292,715</u>	<u>281,537</u>
Net assets		
Invested in capital assets	25,373	44,706
Unrestricted	67,097	51,309
	<u>92,470</u>	<u>96,016</u>
	<u>\$ 385,185</u>	<u>\$ 377,553</u>

See accompanying notes to financial statements

On behalf of the board of directors

Financial Snapshot

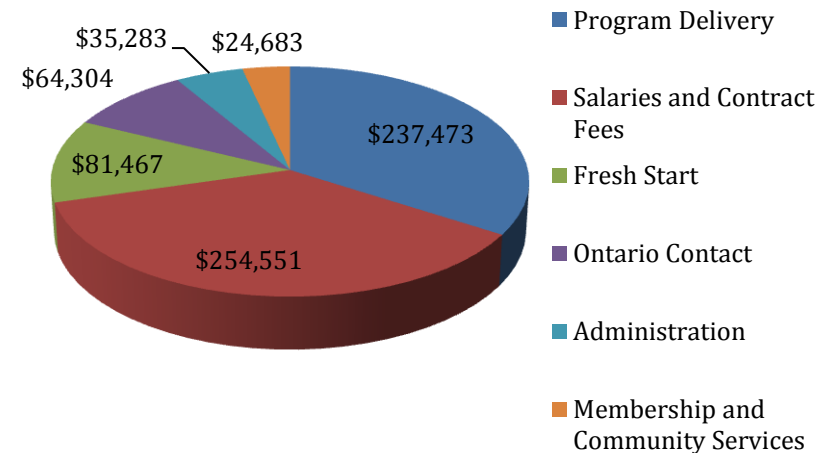
Ontario Presents (incorporated as Ontario Campus and Community Impresarios) is a not-for-profit corporation operating without share capital. The organization exists to create stakeholder value by fostering and supporting the work of its members.

In support of this, the network creates opportunities for artists, their agents and presenters to conduct business through OP's block booking programs, Ontario Contact, and special OAC initiatives such as Ontario Dances and Theatre Connects.

The network secures federal and provincial funding from the Department of Canadian Heritage's Canadian Arts Presentation Fund (programming and development components), the Ontario Arts Council, the Ontario Trillium Foundation and from revenues and resources earned and contributed by its members.

These funds are invested in Program Delivery (\$237.5K); Contract Fees and Salaries (\$254.5K); Fresh Start (\$81.5K); Ontario Contact (\$64K); Administration (\$35K); and Membership & Community Services (\$25K).

Expenditures



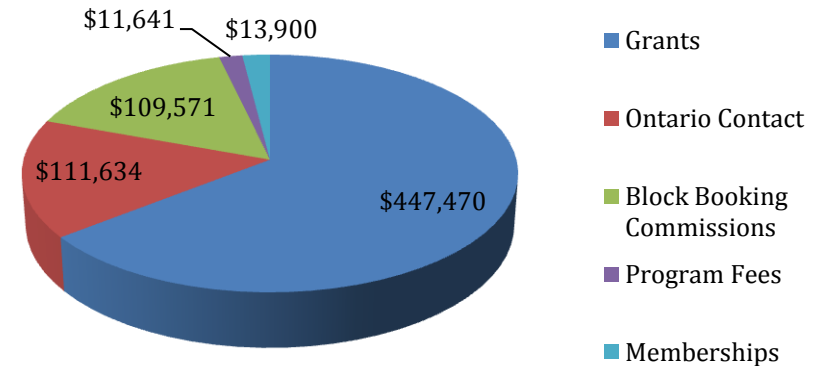
As a result of these investments, network participants collaboratively booked 49 tours together; attended events such as Ontario Contact 2013 and Blue Sky Day; received up-to-date communications through monthly e-newsletters, three websites, and social media feeds; attended town halls, volunteer recruitment sessions, and capacity building workshops hosted by CPAMO; participated in YA presenter delegation to the Calgary International Children's Festival and a new webinar series on social media; attended a workshop on governance for volunteer presenting organizations; and enabled foundational work to be laid for OP's new program-based professional development.

Further investments were made in attending key industry conferences and meetings such as Contact East, Arts Midwest, Performing Arts Exchange, Dance in Vancouver, CAPACOA, Arts Presenters (NYC), Pacific Contact, IPAY, SPARC, the Magnetic North Theatre Festival, the Culture Days National Symposium, the National Network Meetings, the Canadian Positive Psychology Conference, and the Tamarack Building Community Gathering.

Revenues came from government grants (\$447.5K), Ontario Contact (\$111.6K), Block Booking Commissions (\$109.5K), Program Fees (\$11.6K), and Network Fees (\$13.9K). Total revenues were \$694,216 and total expenses were \$697,761.

The organization ended the year with a small, planned deficit of \$3,545.

Revenues



Collaborative Partners

As we continue to develop touring and presenting sector, collaborative partnerships are vitally important. This year we had several opportunities to continue to build collaboration with other arts service organizations. Special thanks to the following partners for helping make our year a success.

ArtsBuild Ontario; Atlantic Presenters Association; CAPACOA; Cultural Careers Council Ontario; Ontario's Ministry of Tourism, Culture and Sport; Orchestras Canada; CanDance Network, Made in BC: Dance On Tour, La dans sur les routes du Quebec

Supporting Partners



An agency of the Government of Ontario.
Relève du gouvernement de l'Ontario.



Board and Management

Board Members

President - Colleen Clack, Arts, Culture & Entertainment, City of Guelph

Vice President - Cameron Smillie, Ballet Jorgen Canada

Northern Lieutenant - Alyson Martin, Sioux-Hudson Entertainment Series

Corporate Secretary - Sara Palmieri, Brock University Centre for the Arts

Treasurer - Eric Lariviere, Flato Markham Theater for Performing Arts

Past President - Ken Coulter, Coulter Creative / Oakville Centre for the Performing Arts

Brian McCurdy, The Burlington Performing Arts Centre

Sam Varteniuk, The Registry Theatre

Patty Jarvis, Prologue to the Performing Arts

Karen Scott-Gagné, Ottawa Theatres, Shenkman Hall

Sharon Davidson, Perth Performing Arts Committee

Staff Members

Warren Garrett, Executive Director

Judy Harquail, Program Manager

Cheryl Ewing, Event Manager, Ontario Contact

Kaitlin Cockburn, Program Associate

Mila Ovchinnikova, Member Services & Communications Manager

Ontario Contact Staff

Dan Wood, Production Manager

Susan Habkirk, Contact Room Manager

Jessica Croezen, Registration Manager

John McLachlan, Graphic Designer

Allan Hoch, Technical Director

Greg Hancock, Stage Manager

Roger Psutka, Sound Engineer

ONTARIO PRESENTS

Centre for Social Innovation

125-215 Spadina Avenue

Toronto, Ontario M5T 2C7

416.703.6709 / 1-866-209-0982

ontariopresents.ca