



ONTARIO**PRESENTS**

ONTARIO PERFORMING ARTS PRESENTING NETWORK

Annual Report

2014

2015

Table of Contents:

Message from the President	4
Executive Director's Message	5
Member Programs	6 – 7
Field Development	8 – 9
Partner Programs	10 – 14
Our Network	15
Member Services and Communications	16 – 18
Statement of Operations	19
Collaborative and Supporting Partners	21
Board and Management	22



Photo: Ben Cousins

The 2014 Keynote Speaker Kate Reid performs at Ontario Contact in Midland, a conference produced by Ontario Presents.



Message from the President

During this past year, the board and staff of Ontario's Performing Arts Presenting Network oversaw a number of new programs and projects designed to increase the impact of its members' presenting practices in their communities. These included the expansion of the Northern Dances and Webinar Series for Volunteer Presenters programs; the renewal of OAC's Ontario Dances Program; the hosting of Ontario Contact 2014 in Midland, Ontario; the block booking of forty-nine tours for the 15/16 season (\$2.35-million in artist fees); the launch of the Municipal Performing Arts Centre policy framework; initial meetings to develop a mid-career leadership program; foundational work on OP's Community Engagement Learning Project; and a very successful and productive members' retreat hosted by member Petern Dunn, Manager of the Brockville Performing Arts Centre.

All of these initiatives are designed to deliver relevant industry learning and practice to OP's members and other presenting colleagues at the local, provincial, and national levels. OP's block booking services makes possible the touring of diverse, high quality artistic talent to a wide range of communities across the province. Ontario Contact continues to attract and showcase the very best performing artists 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, 2014 – July 31, 2015) and show 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.

Please join me in recognizing the significant contributions made by Ontario Presents' staff, board, members, partners, funders and other stakeholders into realizing the positive outcomes that arise from their collaborative efforts. With your continued support, Ontario Presents is well-positioned to expand and deepen the diversity of touring and presenting practice that makes Ontario economically and culturally vibrant and contributes to the well-being and growth of its citizens and communities.

Sincerely,

Brian McCurdy,
President, Ontario Presents

Executive Director's Message

Members of Ontario's Performing Arts Network continue to amaze and impress with the depth and diversity of their presenting programs and community development programs.

This past year saw remarkable progress in both the quantity and quality of performing arts programs presented in communities across Ontario. This is made possible by the numerous, stimulus programs that Ontario Presents operates, three of them in partnership with the Department of Canadian Heritage and the Ontario Arts Council.

Canadian Heritage's Fresh Start program is expanding contemporary dance and young audience programming horizons for volunteer presenters in the north and fostering strong network ties among multi-disciplinary, young audience, and classical music presenters throughout the province.

Ontario Arts Council's Ontario Dances and Theatre Connects programs support our professional, multidisciplinary presenters, many of whom run municipal performing arts centres. These are enabling them to expand their curatorial offerings to their communities.

OP's members are extraordinary in the way they support each other. This provides all of us with a shared sense of purpose to work together. Whether through participation in one of OP's many community of practices or by attending our annual events, members enjoy each other's company and relish the opportunity to share and compare their stories.

This gives all of us great hope and energy to innovate new approaches whether it be in programming, marketing, community development, artistic development, or venue management.

This report outlines the achievements we have made over the past year and offers a glimpse into the opportunities and challenges that lie ahead.

Sincerely,

Warren Garrett,
Executive Director, Ontario Presents

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 2015/16 season has concluded with a total of 49 tours confirmed on behalf of 20 participating presenting organizations with artist fees of approximately 2.5 million dollars. It resulted in 339 performances scheduled across Ontario this year.

Annual Blue Sky Day 2014

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 2014 season, the Living Arts Centre hosted the event on October 1 in Mississauga. Nearly fifty delegates from across Ontario attended the event.

The day was divided into two parts: The morning session was dedicated to the first block booking meeting of the year. In the afternoon artists, agents and managers joined presenters to hear first hand the results of Ontario Presents' recent planning retreat and what we've got in store for the coming year and beyond. The session was an opportunity for members to provide feedback and share with colleagues what they are working on and what is important for them and their communities. We ended the day with the discussion on future plans of working together to ensure a relevant and sustainable performing arts sector.

Annual Spring Retreat 2015

The Ontario Presents' 2015 Spring Retreat was hosted by Peter Dunn, Brockville Arts Centre, June 17-19, 2015. Over thirty members from across Ontario came to Brockville to join their colleagues and learn together. The retreat started with a breathtaking Sunset Dinner Cruise of the 1000 Islands.



On Thursday, participants generated rapid, facilitated discussions in pairs and small groups to reveal Four Bold Ideas for the presenting field. These are:

- Embracing the Complex Marketing Challenge
- Immersive Technologies
- Cultural Environments that Welcome
- New Business Models and New Narratives

These broad themes crystallized into actions that will be pursued by members with support from OP staff. On Friday participants reconvened to develop strategies and action plans charting their course to the future before leaving for home with much to reflect upon. At Thursday's dinner, Executive Director Warren Garrett announced that the 2016 Spring Retreat will be held at the Charles W. Stockey Centre in Parry Sound at the invitation of OP member, Lynn Middaugh with dates to be confirmed.



Program-Based Professional Development Initiative

A small group of OP mid-career managers convened in early December and again in June to co-design a customized professional development program that will assist them in their careers and prepare them for leadership roles in the sector. Even though faced with daunting challenges, many of these young leaders are developing the necessary skills and attributes that they will need to lead and manage in the 21st century. Jane Marsland is facilitating the group's Community of Practice and further work is planned in 2016/17 with a view to creating coaching, mentoring, and apprenticeship opportunities for the field's emerging leaders.

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 2014

The Ontario's 2014 booking and showcasing conference for artists, presenters, and agents was held November 6 - 8 in Midland, preceded by a pre-conference day on November 5th, 2014. Attending were 124 delegates, 87 exhibitors, and more than 135 artists appearing onstage in 36 live showcases, over 30 "pitch" showcases and 2 indie showcases.

Ontario Contact 2014 was well received with compliments on the quality of the showcases and the warmth of the community. Our crew was exceptional and not only built a theatre in a day but put on a full season in three days with minimal time between acts. Hosting committee and the venue staff worked very hard to support the event.

The board's commitment to encourage delegates to make the exhibitors feel welcome was very successful. The exhibitors noticed and were pleasantly surprised. Even Saturday afternoon's Contact Room had a really good buzz to it.

Keynote Speaker, Kate Reid, was well received, moving many of our delegates to look at their role in their community differently.



"In Midland it was how much part of the community we were - they were so welcoming and so proud to have us there. To me, the more we embrace and understand the relevance of the work in smaller communities the more it will serve the sector as a whole."

– 2014 Conference Attendee

2014 Award Recipients

Presenter of the Year

Angela Bishop, Red Lake Wilderness Entertainment Series

Artist of the Year

Melody Johnson, Miss Caledonia

Agent of the Year

Annick-Patricia Carriere, Agence Station Bleue

Award of Excellence

Sharon Davidson, Perth Performing Arts Committee

I Want To Showcase

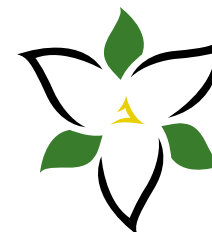
I Want to Showcase is a collaboration between partner conferences led by Ontario Contact and Contact East whose goal is simple: to offer performing artists a site that is easy to navigate, understand and use. In reviewing the showcase application process with Contact East several years ago, it became 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. Since first going online, I Want to Showcase has continued to gain interest across Canada and the US and each showcase season we receive queries from other organizations interested in joining. As a result, we have a more robust website as the costs are shared by all involved. Ontario Contact received 230 applications for the 2015 conference and the quality and diversity of artists had increased.

Community Engagement Learning Platform

With the support from the Ontario Trillium Foundation, Ontario Presents is in the process of developing a community Engagement Learning Platform (CELP). The purpose of this project is to assist presenters in their community engagement practices and to help them strengthen the ties with the diverse communities that they serve. With the help of the advisory group, the structure of the Community Engagement Learning Platform is now fully realized and clearly laid out. We have solicited RFP's for a provider for the web/graphic components with the goal of creating a site that is dynamic, fun and interactive. We are now beginning the process of commissioning content from artists and experienced community engagement practitioners to add more color and complexity, making this learning website more applicable to a broader range of presenting practices. We plan to launch this learning platform in Spring 2016.



Ontario
Trillium Foundation



Fondation Trillium
de l'Ontario

An agency of the Government of Ontario
Un organisme du gouvernement de l'Ontario

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, in February we hosted a very successful workshop led by UK engagement expert Gail Ferrin, held at the Theatre Centre in Toronto. The workshop provided OD presenters with an opportunity to explore deepening engagement with dance artists.

Theatre Connects – Ontario Arts Council

Theatre Connects is a pilot program of the Ontario Arts Council that is administered by Ontario Presents. This three-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.



“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, Programming & Marketing Manager, FirstOntario Performing Arts Centre

FRESH START – Webinar Series for Arts Presenters

Ontario Presents in partnership with the Atlantic Presenters Association launched their “Webinar Series for Arts Presenters” in November 2014. The webinar series is designed to help small budget and volunteer presenting arts organizations that are often managed on a part-time or volunteer basis, and have limited time and resources available for professional development. In

total, just over 270 arts professionals from across the country participated in 7 webinars through the 2014-15 series. The recorded webinars generated over 450 views.

The topics were chosen based on responses collected from the networks’ past professional development workshops and webinars. As we develop the 2015-2016 edition, we are looking for different experts to help us design and facilitate webinar sessions covering a

variety of topics relevant to the arts presenting field. Topics are very specific and the series is designed to ensure ongoing hands on, valuable learning.

“Keep these webinars coming. I am enjoying them all. It is hard when you are in a small town to have access to these kind of seminars. Thank you for presenting them.”

– webinar participant



FRESH START – Community Engagement and Audience Marketing Workshop

On March 7 and 8, thirteen volunteer-based community presenters gathered in Thunder Bay for a 2 day workshop to explore important new trends in community engagement and communications for arts organizations. The first day focused on exploring the tools, processes and techniques required to start a successful community engagement program. The second day they participated in a session on the use of digital marketing and social media. As well as providing ongoing knowledge and skills development, it was also a great opportunity for these colleagues to continue to learn more about each other and grow their network. These workshops continue to contribute to an understanding of the presenter role in developing their communities.



FRESH START – Ontario Classical Music Network Development for Volunteer Presenters

A group of volunteer based classical music presenters met at Ontario Contact in 2014 to determine how to best work with each other to ensure the ongoing touring of classical music artists into smaller Ontario communities. Their discussions, facilitated by Jane Marsland and Judy Harquail, reaffirmed their commitment to work together and continue to support the efforts of their informal network, the Ontario Classical Music Network (OCMN). A follow up meeting was convened in May during Ontario Scene in Ottawa. This allowed them to develop a purpose statement for their network, which in turn led to identifying immediate priorities for them to work on. They've also established a regular method of communication and are also working together to determine ongoing professional development that they would like to have for their sector.



FRESH START– Northern Young Audience Presenting Development

With the support from the Department of Canadian Heritage, over the past year the group of young audience presenters (YA) from Northern Ontario had a meeting at Ontario Contact to begin the discussion of what they wanted to program for their 2015-16 season. This continued every two to three weeks as they met to discuss artists of interest. A group then had the opportunity to attend The International Performing Arts for Youth (IPAY) conference in January. In May, Ontario Presents organized a delegation of five volunteer young audience presenters to attend the Vancouver International Children's Festival. Attending these events provides a unique opportunity to experience events that are solely focused on work for young audiences and allows presenters to expand their curatorial knowledge and programming options for their series. The selection and booking for 2015/16 seasons resulted in 5 tours and 52 performance scheduled in Northern Ontario.



FRESH START – Northern Dances

Funding from the Department of Canadian Heritage enables the Northern Ontario Dances presenters to continue to expand their knowledge of contemporary dance as well as to bring Ontario professional dance artists to their communities. In June 2014 while in Ottawa, they attended a National Dance Network Meeting and additional showcases while attending the Canada Dance Festival. In November 2014 Toronto based Dance Company Coleman/Lemieux spent a week in Sioux Lookout and Dryden providing workshops and performances. This was followed by performances in January in Deep River and Kirkland Lake. The performances in all four communities were very well received and the workshops in each community greeted by enthusiastic participants. In January 2015 five communities including a representative from the Red Lake Entertainment Series attended Dance Ontario Weekend at Harbourfront Centre to see performances and hold face-to-face meetings. These meetings continue to expand the knowledge base and commitment of the participating northern communities as well as strengthen their network, which is now augmented by the addition of the Red Lake Entertainment Series.

Cultural Pluralism in the Arts Movement Ontario

CPAMO was able to develop strong networks across the Greater Toronto Area, in Ottawa and with national arts organizations. This has helped CPAMO to advance its agenda, include its issues of concern, with other organizations and programs in the arts community. This contributed importantly to CPAMO's mission to promote the activities of Aboriginal and ethno-racial artists.

Several CPAMO members benefitted directly through: (1) gaining performance contracts with presenters; (2) being on panels CPAMO coordinated to enable them to discuss their concerns and/or artistic practice; and (3) ongoing promotion of their work and events through CPAMO communications mechanisms, e.g., social media, newsletters.

Overall, these initiatives raised the profile of the CPAMO artists and enabled several to enter into performance spaces managed by presenters.

CPAMO is now an incorporated organization and has received its first operating grant from the Ontario Arts Council. CPAMO continues to work with Ontario Presents and its members and looks forward to continuing this in the future.



IAMA 2015

Ontario Presents participated in an Orchestras Canada led Canadian delegation to IAMA's 2015 annual conference in Helsinki Finland. Purpose of the delegation was to lay groundwork for the Canadian partnership led by Ontario Presents to host IAMA Toronto 2016. OAC's Peter Caldwell and Canada Council's Aime Dontigny were also in Helsinki to get a first-hand view of IAMA's importance in market development for classical music artists. Special funding requests to support this unique industry event have been positively received from all levels of government.

National Network Meetings

This year, Regional Networks Meetings were held May 2-4 in Gatineau and May 5-8 in Ottawa. A small group of eight Executive Directors from Canada's regional and national presenting networks participated in a three-day, leadership retreat May 2-4 led by Jerry Yoshitomi at the Econiche Retreat Centre in Gatineau. The retreat afforded the leaders with the time and space to reflect on their own and their network's development.

An expanded group of EDs then met for two days in Ottawa to discuss co-initiatives by the networks, including market development, artist development, and professional development and to get updates from the Department of Canadian Heritage on CAPF and the Canada 150 Fund. One idea that is being explored is a pan-Canadian gathering of all networks (including members) in 2017 in Quebec as part of the sesquicentennial celebrations.



The poster for IAMA Toronto 2016 features a dark blue background with a white dotted grid pattern. The IAMA logo, consisting of a white circle and the letters 'iama' in white, is positioned on the left. To the right, the text 'ONTARIOPRESENTS' is written in white, followed by 'ONTARIO PERFORMING ARTS PRESENTING NETWORK' in smaller white text. Below this, a paragraph in white text states: 'The International Artist Managers' Association in collaboration with Ontario Presents is proud to be presenting the second IAMA Canadian meeting.' Further down, the text 'Save the date for' is followed by 'IAMA TORONTO 2016' in large, bold, yellow letters. Below this, the dates 'November 10 - 12, 2016' are written in white. A yellow banner contains the text 'MEET NEW COLLEAGUES, EXPLORE A NEW CITY, HEAR GREAT MUSIC!' in white. At the bottom left, the Canada Council logo is shown with the text 'Canada Council for the Arts' and 'Conseil des arts du Canada'. At the bottom right, the website 'iamaworld.com' is written in white. A row of logos for various organizations, including The Royal Conservatory, Orchestras Canada, CMC, TSO, and Sound, is located at the very bottom.

ONTARIOPRESENTS
ONTARIO PERFORMING ARTS PRESENTING NETWORK

The International Artist Managers' Association in collaboration with Ontario Presents is proud to be presenting the second IAMA Canadian meeting.

Save the date for
IAMA TORONTO 2016
November 10 - 12, 2016

MEET NEW COLLEAGUES, EXPLORE
A NEW CITY, HEAR GREAT MUSIC!

iamaworld.com

Canada Council for the Arts / Conseil des arts du Canada

The Royal Conservatory, Orchestras Canada, CMC, TSO, SOUND, and other logos are also visible at the bottom.

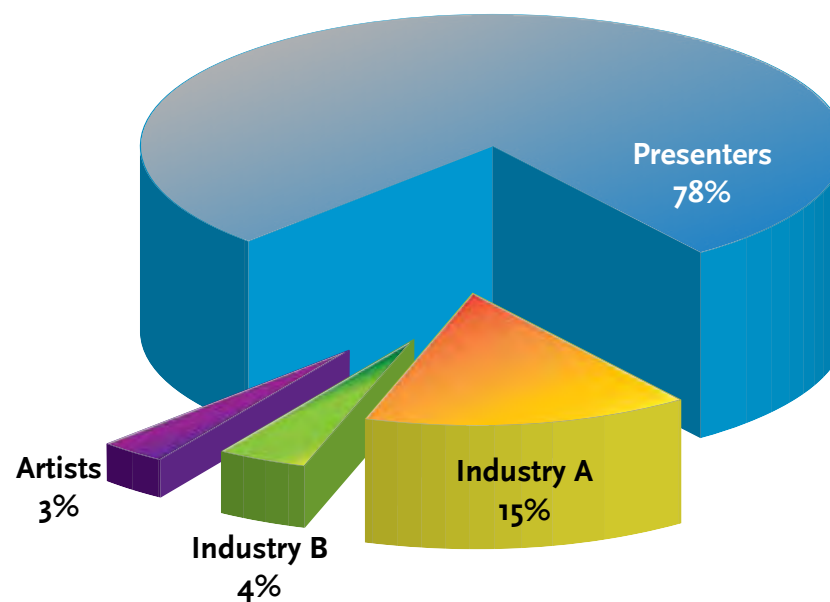
Our Network

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

Special Offer for Volunteer and New to Network Presenters

To strengthen connections among the province's arts presenters, Ontario Presents continues to offer special rate for volunteer-run and new-to-the-network presenting organizations to join with a contribution fee of only \$25 (plus \$5 for each associate member). This offer is renewable for volunteer presenters only.

Websites

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 68,748 page views, on average of over 5,700 page views per month! In comparison with the previous year, Ontario Presents website traffic significantly increased: in 2014/15 the site generated 20,211 visits (13,407 last year), 15,389 unique visitors (9,022 last year), with increased number of “new visitors” 75.2 % (65.2% last year), indicating growing interest from industry professionals outside of our network. Most visitors were drawn to Ontario Presents' website by its Programs, Network Directory, followed by News and Events.

ontariocontact.ca – Launched in June 2013, in 2014/15 Ontario Contact's new and improved website, generated 12,351 visits by 8,585 unique visitors (only 5,613 last year). It resulted in almost 3,300 page views per month. User friendly and easy to navigate, the site attracted 67.1% new visitors in the past year. The site features all up-to-date conference information, with most popular visitor content including Showcase Artists, Schedule and Registration pages.

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 (for their Showcase and Launchpad)
IPAY
CAPACOA

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 43 completed tours. We also updated the block booking site to add more tools for managing the requests from members and for more effectively managing the large number of artists, requests, and tours on the site.

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 announcements related to the annual conference Ontario Contact. Members are encouraged to submit their industry relevant announcements for publication in the network eNews. In the past year, readership increased to include over 2000 industry professionals. Ontario Presents eNews average opening rate is 40%.

Online Communications Platform

Ontario Presents continues to use Adobe Connect services, a communications platform, 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, 395 industry professionals have downloaded the app to their mobile devices, with the total of 2448 app launches, up from 1644 the year before.



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
- Discount on CAPACOA membership
- Registration rebate on the Business for the Arts' Sponsorship Series
- Mobile App Services and Discounts
- Discount at Westin Harbour Castle Hotel in Toronto
- Zipcar Membership and VIA Rail discounts

Statement of Operations

ONTARIO PRESENTS

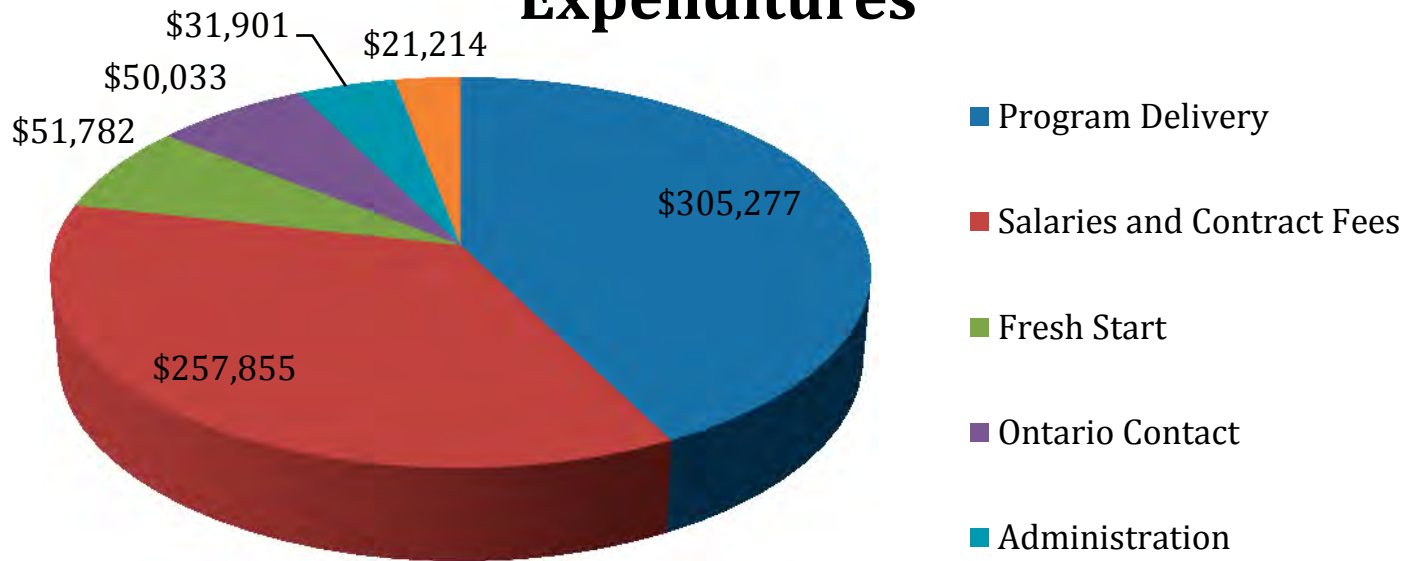
Balance Sheet
As at July 31, 2015

	2015	2014
ASSETS		
Current assets		
Cash	\$ 109,661	\$ 151,382
Accounts receivable	5,657	38,692
HST refund	9,583	13,889
Prepaid expenses	173,437	155,849
	298,338	359,812
Capital assets	12,158	25,373
	<u>\$ 310,496</u>	<u>\$ 385,185</u>
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable and accrued liabilities	\$ 22,752	\$ 24,990
Deferred revenue	196,795	267,726
	219,546	292,715
Net assets		
Invested in capital assets	12,158	25,373
Unrestricted	78,792	67,097
	90,949	92,470
	<u>\$ 310,496</u>	<u>\$ 385,185</u>

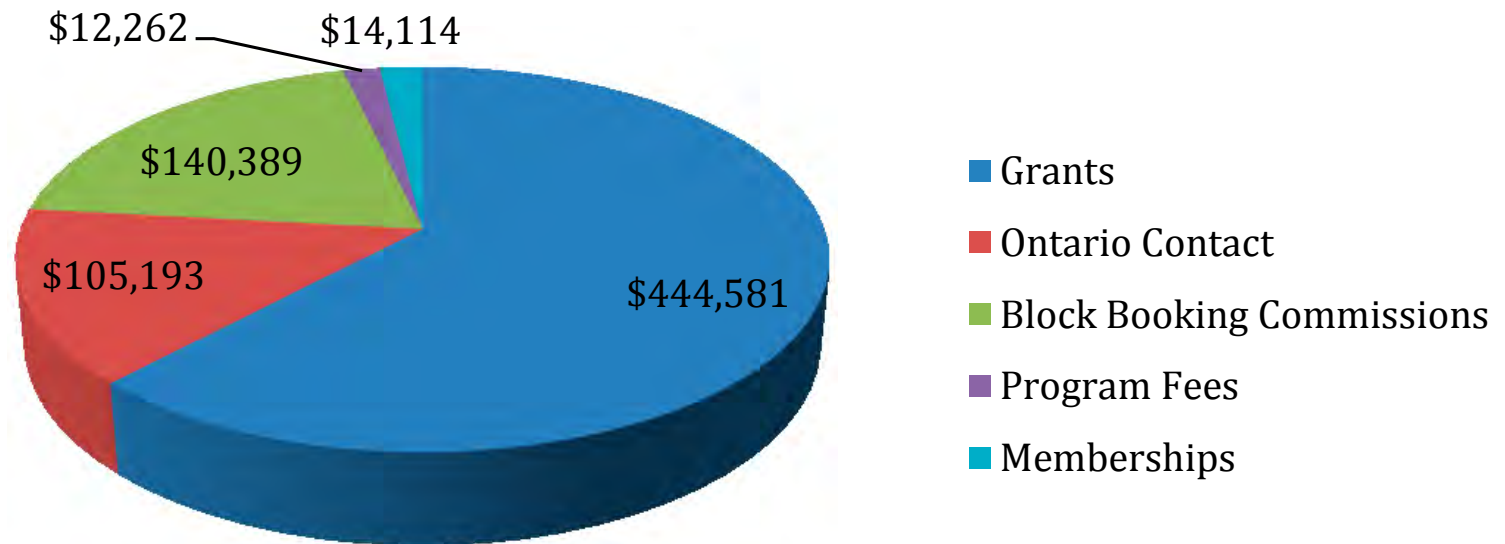
See accompanying notes to financial statements

On behalf of the board of directors

Expenditures



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; Business for the Arts; CanDance Network, Made in BC: Dance On Tour, La danse sur les routes

Supporting Partners



ONTARIO ARTS COUNCIL
CONSEIL DES ARTS DE L'ONTARIO

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



Ontario
Trillium
Foundation

Fondation
Trillium
de l'Ontario

An agency of the Government of Ontario
Un organisme du gouvernement de l'Ontario



Canada Council
for the Arts

Conseil des arts
du Canada

Board and Management

Board Members

President:	Brian McCurdy, <i>Executive Director, Burlington Performing Arts Centre</i>
Vice President:	Sara Palmieri, <i>Programming & Marketing Manager, FirstOntario Performing Arts Centre</i>
Treasurer:	Eric Lariviere, <i>General Manager, Flato Markham Theatre for Performing Arts</i>
Corporate Secretary:	Patty Jarvis, <i>Executive Director, Prologue to the Performing Arts</i>
Past President:	Colleen Clack, <i>General Manager of Culture & Tourism, City of Guelph</i> Alyson Martin, <i>Co-President, Sioux-Hudson Entertainment Series</i> Jayson Duggan, <i>Performing Arts Manager, Cultural Services, City of Kingston</i> Sam Varteniuk, <i>General Manager, The Registry Theatre</i>

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*
Jane Marsland, *Professional Development Consultant*

Ontario Contact Staff

Dan Wood, *Production Manager*
Susan Habkirk, *Contact Room Manager*
Debbie Hind, *Registration & Volunteer Manager*
John McLachlan, *Graphic Designer*
Allan Hoch, *Technical Director*
Greg Hancock, *Stage Manager*
Daniel Macpherson, *Sound Engineer*
Alex Hoch, Cody Miller, *Crew*



ONTARIO**PRESENTS**

ONTARIO PERFORMING ARTS PRESENTING NETWORK

Centre for Social Innovation

125-215 Spadina Avenue

Toronto, Ontario M5T 2C7

416.703.6709 / 1-866-209-0982

ontariopresents.ca