# ONTARIO Presents

# Annual Report 2016-2017







# Message from the President



Jayson Duggan Performing Arts Manager City of Kingston Kingston Grand Theatre I am pleased to share the Ontario Presents Annual Report, which focuses on the accomplishments of OP members from the past year. In this report, you will witness a full scope of OP initiatives which are a direct result of Ontario Presents members working together. These initiatives include: OP's block booking program; the OAC's Ontario Dances and Theatre Connects initiatives; the Ontario Classical Music Network Digital Marketing Initiative; Northern Young Audience Presenting Development; the Indigenous Performance Professional Development Initiative (in partnership with the Indigenous Performing Arts Alliance & CAPACOA); the Audience Mapping Project and ArtsEngageCanada. All of these initiatives are the outcome of collective leadership from within the Ontario Presents Network and are stepping stones towards a bright future within the provincial presenting and touring sector.

This report is designed to provide an overview of the work we've done in the past fiscal year (April 1st 2016– March 31st 2017) and to exhibit how we have invested stakeholder and member contributions received from organizations and individuals who care about improving and evolving the practice of arts presentation in Ontario. We have ended the fiscal year facing a modest deficit; however, through careful financial management the 2017-2018 budget will have a targeted surplus of \$18,750 with 2.5% of all surplus being allocated towards the OP working capital account.

In October 2016, the Board of Directors along with OP staff, participated in a two day planning session resulting in a number of board priority action plans that are currently underway and include OP by-law review, OP programs review, OP policies and systems review, board orientation manual, Ideal Gatherings Task Force, performance management and succession planning.

As we gather for our 29th Annual General Meeting in St. Catharines, I would like to take a moment to celebrate the contributions of our members, staff, funders, partners, stakeholders and board members and to thank everyone for their time and energy put towards the various initiatives that took place over the last twelve months. With your continued support, Ontario Presents will continue to expand and deepen the diversity of touring that makes Ontario and our individual communities economically and culturally vibrant.

Sincerely,

Jayson Duggan

### Overview

Ontario Presents is a province-wide network of performing arts touring and presenting organizations that work collaboratively to enliven and develop their communities and access the very best in the live, touring performing arts. 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 consultants.

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.

### Mission

To lead, develop leadership and develop networks in Ontario's arts presenting ecology.

### Vision

A live performance for everyone in Ontario: an active curator for the performing arts in every community: a lively engagement between the two.

### **Our Values**

We value the participation of our professional and volunteer presenters, artists, artist representatives and business consultants by:

- 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

### Presenting Indigenous Work

Ontario Presents and its member presenting organizations recognize the importance of presenting Indigenous artists, stories and culture as part of its presenting practice. Historical experiences and cultural differences require that this work be presented in a respectful way that engages both our Indigenous and non-Indigenous communities.

In order to support the presenting of Indigenous work, guiding principles have been developed for our organization and our members. The full document of guiding principles can be found on the Ontario Presents website.

### **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. In 2016/2017, the network was comprised of 139 organizations, including presenters (volunteers and paid professionals), agents and managers, service professionals, artists and supporters.



### **Network Development**

#### Northern Young Audience Presenters Network

With support from the Department of Canadian Heritage, the group of young audience presenters from Northern Ontario continued to strengthen their relationships and share information and resources as a network. Through block booking facilitated by Ontario Presents, they were able to plan 6 tours and 59 performances for the 17/18 season.

#### **Ontario Classical Music Network (OCMN)**

The Ontario Classical Music Network continues to thrive as they collectively work together to bring high-quality classical music to their communities. With funding provided by the Department of Canadian Heritage, Ontario Presents took on a project to provide digital marketing support to five members of the OCMN.

#### **Community Presenters Network**

The Community Presenters Network (CPN) is a network of smallersized, smaller-scale performing arts venues, presenters, artists, and arts organizations from across Ontario. Despite working with limited resources, the members of CPN have realized that in order to bring great art and artists to their communities they need to seek out and collaborate with like-minded colleagues working under similar conditions.

#### **Ontario Presenters Education Network**

Ontario Presenters' Education Network (OPEN) was recently formed to bring together education and outreach staff from presenters across Ontario. A group of five education coordinators from OP member venues have begun to meet a couple of times a year to discuss common ideas and concerns in presenting work for young audiences, especially for schools.

# 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 coordination, contracting, and marketing/promotion. Each season, the blockbooking program begins in early September and concludes in early March. This season, 52 tours booked through Ontario Presents toured across Ontario resulting in 380 performances with artist fees of approximately \$2.8M.

Through this year's block booking process, 50 tours have been booked on behalf of 27 professional presenting organizations and 11 volunteer presenters, valued at more than \$3.6M in artist fees. This will result in 431 performances presented in Ontario venues in the upcoming 2017/18 season.



# MEMBER PROGRAMS Blue Sky Day

Each year, network members gather to discuss their challenges and plans for the season ahead at the annual member event, Blue Sky Day.

On September 20, 2016, the River Run Centre hosted 38 delegates from 21 organizations. The day was divided into two parts: the morning session was dedicated to the first block booking meeting of the year and wrapping up with a preview of the ArtsEngageCanada website.

The afternoon led to a free-flowing discussion on opportunities and challenges in the presenting and touring field. This discussion provided a platform for members to share what they're working on and what is important for them and their communities. The day ended with members sharing their future plans to work together to continue building a relevant and sustainable performing arts sector.

# 38 Members

# 21 Organizations

# MEMBER PROGRAMS Member Surveys

#### Municipal Performing Arts Centre (MPAC) Financial Analysis Survey

In January of 2017, Ontario Presents conducted a survey of venue-based presenting members. The purpose of the survey was to gather financial data on MPACs' revenues and expenditures in order to show where federal, provincial and municipal investments are directed. 22 members contributed results to the MPAC Survey. After its review at a meeting in May 2017, a working group formed to create a more succinct reporting system in the data collection phase.

#### **Rental Rate Survey**

In October of 2016, Ontario Presents conducted a survey of venue-based presenting members to collect information on Rental Rates. The survey gathered information on rental rates for participants to share amongst themselves and offer members a better understanding of their comparative position in community and commercial rental rates as well as providing information on labour rates and box office ticketing charges.

#### **Presenting Practices Survey**

The Presenting Practices survey was released in January 2017, the survey's main purpose and value was to equip presenters with a framework and a vocabulary that helps them articulate their presenting practice and to identify presenting challenges and opportunities in their community. Thirty-three members participated in the survey and it was found the majority of survey participants are looking to significantly shift their current blend of programming to include more 'at-risk'(2.0) and community engagement (3.0) work.

### Organizational Strengthening Process

The organizational planning process is based on the assumption that in today's turbulent environment two approaches are required for a presenting organization to achieve its mission in a healthy, sustainable way by achieving *dynamic balance*.

1. A traditional planning approach to strengthen areas of the presenting organization that simply require fine tuning to enhance their capacity;

2. An iterative planning process that allows the organization to resolve complex challenges emerging from constant environmental disruptions.

This is achieved through a facilitated process supporting a planning team to gather data on the current condition of the organization; achieving greater clarity on the mission/vision/values; developing an understanding of the environmental changes; and introducing new techniques, frameworks and visual tools to build resiliency and encourage adaptive change where necessary.

The Sanderson Centre has recently been benefitting from access to the experiences and wisdom of our Ontario Presents Network. With the help and guidance of Jane Marsland and Brian McCurdy we have been undertaking a close look at our current operations and planning for the future based on the Organizational Strengthening Process. This process has helped us to identify our unique context in our community, our current capabilities, our long-term goals and then develop a plan to achieve them in a sustainable way.

-Glenn Brown, Sanderson Centre for the Performing Arts

### MEMBER PROGRAMS Audience Mapping & Analysis

Ontario Presents has partnered with the premier marketing and analytical services company in Canada - Environics Analytics to help members find their audiences and gain valuable insight into who they are and how to keep them. Environics Analytics' expert team of researchers have the databases and geographical information that can reveal what type of customers are most likely to use your product or service, and it highlights who you can target with your marketing efforts to produce the greatest efficiency and reach.

"The City of Ottawa's Arts Centres would like to thank Ontario Presents for continuing to provide members with access to Environics. This partnership has enabled us to gain comprehensive perspectives of the client base and hone goals for both programming and marketing. Having used the service periodically in the past, we now have the ability to see how our audiences have changed over the long term. The best results have come in the past year though, since we have been working with this service on an ongoing basis and seeking much more robust queries into our data. The results have been illuminating. This commitment will continue for years to come. Jane Smythe and Judy Harquail have been outstanding partners throughout, responding quickly and always going the extra mile to find the answers to our questions and insights to our unique clientele."

- Karen Scott-Gagné, Analytics and Special Projects Recreation, Cultural and Facility Services, City of Ottawa

### The Evolution of Presenting Practice by Brian McCurdy

At the 2016 Spring Retreat, Brian McCurdy gave an insightful presentation of his paper, "The Evolution of Presenting Practice". The paper was a response to a conversation that began at the 2013 Spring Retreat on the future of the presenting field. As a seasoned veteran of the presenting sector, Brian uses an analogy from the computer industry to describe the fields evolution over the last 20 years.

#### Presenting 1.0, 2.0 & 3.0 Described

#### Presenting 1.0

Work is presented within the 'box office transaction model' – i.e. presenting shows that have wide, market appeal and where box office sales define 'success'.

#### **Presenting 2.0**

Presenting that adds in work that has high artistic merit, lower public recognition, and involves more box office risk. It frequently requires pre / post-performance knowledge-deepening to familiarize audiences with the artist and his/her work; external funding support; and, sometimes, up-front risk capital to undertake the work.

#### **Presenting 3.0**

Presenting that moves beyond the 'box office transaction model' and engages citizens directly in artistic experiences and settings that are barrier-free (low/no admission price). These communityengagement experiences require alternate funding support and considerable staff time. They usually span a longer period of time to address specific issues of concern in the community.

# MEMBER PROGRAMS Members' Spring Retreat

in June 2016, Ontario Presents had an overwhelming attendance for the annual member gathering in Parry Sound. Members from the Charles W. Stockey Centre for the Performing Arts graciously hosted more than 50 individuals from 26 organizations from across the province.

The multi-day, member gathering provided opportunities for a variety of conversations on specific topics in the presenting field, such as presenters improving relationships with booking agents; organizational succession; and marketing & data analysis.

There were a number of presentations from stakeholders in the sector including Sue Uquhart, Executive Director of CAPACOA introduced members to the Indigenous Performance Professional Development Initiative (IPPDI). IPPDI is a partner project between the Indigenous Performing Arts Alliance, Ontario Presents and CAPACOA. Nadine Sivak from the Department of Canadian Heritage also made a presentation on changes to the Canadian Cultural Spaces Fund and opportunities it would present for OP members.

OP's own, Brian McCurdy presented a paper, "The Evolution of Presenting Practice" which was inspired by member conversations at the 2013 Spring Retreat. In his paper, Brian uses Presenting 1.0, 2.0 and 3.0 to describe the evolution that he had experienced in the presenting field over the last 20 years. A copy of "The Evolution of Presenting Practice" can be found on the Ontario Presents Blog.

Two key initiatives arose from the retreat: the formation of the Ontario Presents Marketers' Forum and an Ideal Gathering Task Force, to review Ontario Contact.



### Welcome new Board Members!

RONNIE BROWN Oakville Centre for the Performing Arts

GLENN BROWN Sanderson Centre for the Performing Arts

### FIELD DEVELOPMENT PROGRAMS ArtsEngageCanada

In December 2016, ArtsEngageCanada.ca was officially launched. It serves as an online tool for performing arts presenters, artists and producers to exchange and explore ideas to take on a transformative role in their respective communities through community engaged arts activities. The tool was created to strengthen and sustain 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 March 2017, Ontario Presents offered six community engagement workshops, hosted in communities across Southern Ontario. The workshops introduced participants to the new online platform for community engagement learning, demonstrating how to take advantage of all the website's resources when developing community engagement activities. Community engagement expert Gail Ferrin cofacilitated the workshops with Project Lead, Jane Marsland and took participants through a process of developing their own engagement activities, providing them with detailed information based on her own extensive experience. ArtsEngageCanada.ca is a part of Ontario Presents' desire to initiate a transition in the Ontario touring and presenting field from a transactional presenting model to one in which all Ontarians can engage with the arts in a meaningful and accessible way.



## FIELD DEVELOPMENT PROGRAMS Ontario Contact

The 2016 Edition of Ontario Contact had more than 200 delegates attending 25 + showcases, professional development workshops and conducting business over the three-day conference in Peterborough. OC 2017 was brilliantly hosted by Ontario Presents members from Showplace Performance Centre and Market Hall Performing Arts Centre.

This year was a year of "firsts" at Ontario Contact, as a new opportunity arose for artists on the pre-conference day. A workshop was held by a group of professionals from the touring and presenting sector, who provided useful tips on how to make a tour a success.

Another first for the pre-conference day was "This Land, Ontario", a conversation on learning about and respecting Indigenous cultures. The conversation was co-lead by IPAA (Indigenous Performing Arts Alliance), CAPACOA and members of the local Indigenous Community.

The conference also hosted its' first New to Canada as well as Indigenous Artist Showcases. The showcases were an incredible success, showcasing musical performances by New to Canada artists and a full offering of Indigenous and local musical talent from the Peterborough Area, curated by the Indigenous Performing Arts Alliance and the International Resource Centre for Performing Artists.

Ontario Contact 2016 went out with a bang with a party organized by the hosts of next year's Ontario Contact: the Town of Petrolia and the Victoria Petrolia Playhouse. Next year's event will take place November 9th to 11th, 2017 in Petrolia.



#### Ontario Contact 2016 Award Winners

Agent of the Year	Nicole Rochefort, AIM Booking Agency
Presenter of the Year	Jayson Duggan City of Kingston
Artist of the Year	Andrea Nann DreamWalker Dance Company
Award of Excellence	Stan Passfeild Orillia Concert Association

# PARTNER PROGRAMS ONTARIO ARTS COUNCIL

# **Theatre Connects**

Theatre Connects is a program of the Ontario Arts Council that is administered by Ontario Presents. The program originally started as a two-year initiative seeking to have more theatre performances in Ontario communities and more people engaged, interested, and invested in theatre at a local level. Five presenting organizations currently participate in the block booking program, and each year they present two Ontariobased independent theatre works.



SummerWorks Performance Festival Toronto, ON August 4-14





#### ONTARIO ARTS COUNCIL CONSEIL DES ARTS DE L'ONTARIO

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# PARTNER PROGRAMS ONTARIO ARTS COUNCIL

### **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 the City of Toronto, and to increase engagement in contemporary dance. The 17/18 Ontario Dances program has been renewed and will continue to provide funding to nine professional, multidisciplinary presenters to present Ontario-based contemporary dance in their seasons and attend events in Ontario to see work. The Ontario Dances presenters meet yearly with other multi-disciplinary presenters from other provinces; this year, five of the presenters attended the National Dance Network Meetings in conjunction with the Festival of New Dance in St. John's, Newfoundland. Eight of the presenters gathered in Ottawa in March, 2017 to discuss the presentation of contemporary dance





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# PARTNER PROGRAMS DEPARTMENT OF CANADIAN HERITAGE

### **Webinar Series for Arts Presenters**

The webinar series was launched in November 2014 as a partnership between Ontario Presents and the Atlantic Presenters Association. It is designed to help small budget and volunteer presenting organizations that are often managed on a part-time or volunteer basis, and have limited time and resources available for professional development. Building on the success of our last two seasons, the 2016-17 season split the series into four modules, allowing for more in-depth exploration of each topic. The topics were chosen based on feedback from last season and major industry themes.

This season featured a total of 16 sessions, which garnered a total of 544 live viewings, from 260 unique participants and 131 unique organizations, most of them presenters. The recordings of each webinar remains on our website for arts professionals and volunteers to access at any time.



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Canadian Heritage Patrimoine canadien

# PARTNER PROGRAMS DEPARTMENT OF CANADIAN HERITAGE

### **Northern Dances**

Funding from the Department of Heritage enabled four Northern Ontario Dances presenters to attend the National Dance Network Meetings and Festival of New Dance in St. Johns, Newfoundland in October 2016. In addition to seeing performances at the festival, they participated in three days of discussions about practices and challenges for programming Indigenous dance work. The national network meetings gave the presenters the opportunity to engage with the Canadian dance scene and return to their return to their communities with new ideas for dance programming. Each organization presented one contemporary dance performance this season, and has programmed another for 2017/18.

### **DEPARTMENT OF CANADIAN HERITAGE**

### Ontario Classical Music Network Digital Marketing Support

With funding provided by the Department of Canadian Heritage, Ontario Presents took on a project to provide digital marketing support to five volunteer presenters, members of Ontario Classical Music Network (OCMN). The initiative will ensure that OCMN members have up to date Digital Marketing platforms powered by the latest online marketing practices. This initiative includes website, social media, e-marketing and graphic design development. To successfully implement this initiative, Ontario Presents contracted a part-time Digital Marketing Coordinator, Robyn Chan-Kent, who works with each OCMN member on enhancing their digital presence and driving attendance.

In May 2016, representatives from the five presenting organizations attended the 21C Festival at Koerner Hall in Toronto, and participated in a digital marketing workshop with Koerner Hall's Digital Marketing Coordinator. Over the course of the year, Robyn held other workshops to introduce Facebook and Mailchimp as key digital marketing tools, and developed up-to-date, user-friendly websites for Friends of Music, the Cornwall Concert Series, and the Welland-Port Colborne Concert Association. Robyn will continue to develop websites for the Sarnia Concert Association and the Orillia Concert Association.



#### Canadian Heritage

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## PARTNER PROGRAMS DEPARTMENT OF CANADIAN HERITAGE

### Northern Young Audience Presenting Development

With support from the Department of Canadian Heritage, the group of young audience presenters from Northern Ontario continued to strengthen their relationships, sharing information and resources as a network. Through block booking facilitated by Ontario Presents, they were able to plan 6 tours and 59 performances as well as many artist workshops for the 17/18 season. Artist fee support from the Department of Canadian Heritage led to the group programming their first ever high school show: Prisoner of Tehran from Motus O Dance Theatre. This performance was experienced by many presenters as a full length showcase at Ontario Contact 2016 in Peterborough.

In the summer of 2016, delegations from the presenting group attended three children's festivals across Canada, allowing the presenters to expand their curatorial knowledge and contributing to programming choices for the upcoming season.



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Canadian Heritage Patrimoine canadien

# PARTNER PROGRAMS

# IAMA Toronto 2016

The International Artist Managers' Association (IAMA) invited Ontario Presents to co-produce their first-ever conference in Toronto. The event took place November 10-12, 2016 at Koerner Hall, Roy Thomson Hall, and the Aga Khan Museum, and included showcase performances, a keynote interview, roundtable discussion sessions, expert panels, and social and networking opportunities. 33 Canadian classical music artists had the opportunity to showcase for 236 conference delegates, 34% of whom were international. The conference was an opportunity to showcase the Ontario and Canadian classical music scenes, discuss challenges in the classical music industry, and highlight the intersection between forms of music typically referred to as 'classical' and the many forms of classicism inherent in other ethno-cultural traditions. The IAMA board was extremely pleased with the outcomes of the conference and have suggested that Ontario Presents co-produce another satellite IAMA conference be held in Toronto in 2019. Our relationship with IAMA will continue to forge connections between the European and North American classical music communities.



#### Partners

International Artist Managers Association, Orchestras Canada, Opera.ca, Canadian Music Centre, Koerner Hall, Roy Thomson Hall, Aga Khan Museum, Koerner Hall.



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# PARTNER PROGRAMS

### Indigenous Performance Professional Development Initiative

The Indigenous Performance Professional Development Initiative (IPPDI) is a response to an identified need to develop pathways to successful relationship building between Indigenous artists and communities, and the community based performing arts presenters.

The IPPDI will increase opportunities for Indigenous artists to create, produce and perform by providing a means to productive engagement with the existing presenting ecosystem. It will explore how best to reconcile disparate paradigms and cultural values.

Supported by concurrent international research and similar undertakings in Australia and worldwide, this initiative will focus on mutual respect and bi-lateral knowledge transfer, raising appreciation and awareness between the Indigenous performing arts sector, and community based Ontario presenters. IPPDI's pilot year 2016-17 was particularly important for developing new relationships founded on trust, cooperation, collaborative activities, and the evolution of a framework that allowed space and time for all voices to be heard. The projects' primary activities were:

- The development of an operational framework
- The development of an advisory pilot group
- The appointment of an Indigenous Facilitator
- Advisory retreats and meetings
- Relationship building
- Visioning
- The articulation of draft custom partnership plans for the communities.



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# Communications

### Websites

Ontario Presents currently operates 5 websites: the main Ontario Presents website, the Ontario Contact website, I Want to Showcase website, OAC's Ontario Dances and the newest edition: ArtsEngageCanada.ca.

### Job Board

The Ontario Presents website hosts an industry specific Job Board, where members may request to post current openings. Free of charge, members may submit opportunities to be posted and shared on OP's social media platforms.

### Blog

The blog on the Ontario Presents website plays host to a variety of topics like summaries of Ontario Presents events, lists of helpful resources on relevant topics and guest blogs from members who wish to tell their stories.

### **Online Resources**

The online resources page includes useful documents, links and webinars pertaining to each category of membership. Resources are available for anyone to use.

#### eNews

Ontario Presents continues to release a monthly eNewsletter through the main Ontario Presents mailing list. The eNews includes industry and member news, along with professional development opportunities and announcements related to Ontario Presents programs. In December of 2016, Ontario Presents began an eNewsletter specifically for ArtsEngageCanada.ca which shares stories and resources for creating community engaged arts activities.



/OntarioPresents

585 Page Likes



@OntarioPresents

1094 Followers



Ontario Presents Mailing List 2573 Subscribers



ArtsEngageCanada Mailing List 300 Subscribers

## STATEMENT OF OPERATIONS Revenues - \$1,063,425



STATEMENT OF OPERATIONS Expenses - \$1,090,966



#### CCI - Ontario Presenting Network BALANCE SHEET As at March 31, 2017

ASSETS	<u>2017</u>		<u>2016</u>
Current assets			
Cash	\$ 41,975	\$	122,228
Accounts receivable	45,542		24,344
Grant receivable	7,758		67,775
Harmonized sales tax recoverable	2,604		10,578
Prepaid expenses	105,625		90,989
	203,504		315,914
Capital assets	17,705		32,389
	\$ 221,209	\$	348,303
LIABILITIES AND NET ASSETS			
Current liabilities			
Accounts payable and accrued liabilities	\$ 116,424	\$	87,354
Government remittances payable	4,024		5,094
Deferred revenue	30,520		158,073
	150,968		250,521
Net assets			
Invested in capital assets	17,705		32,389
Unrestricted	52,536		65,393
	70,241		97,782
	\$ 221,209	\$	348,303
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See accompanying notes to finanical statements

On behalf of the board of directors

# **Collaborative Partners**

As we continue to develop the touring and presenting sector, collaborative partnerships are vital. A special thanks goes out to the following partners who helped to make our year a success:

ArtsBuild Ontario; Atlantic Presenters Association; CAPACOA; Cultural Human Resource Council of Ontario; Orchestras Canada; Opera.ca; Canadian Music Centre; Aga Khan Museum; Corporation of Roy Thomson and Massey Hall; Koerner Hall; Indigenous Performing Arts Alliance; International Artists Managers Association (IAMA)

# **Supporting Partners**



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# Staff & Board

### Staff

Warren Garrett, Executive Director Judy Harquail, Program Manager Cheryl Ewing, Event Manager, Ontario Contact Ceilidh Wood, Touring & Network Coordinator Jane Smythe, Membership & Communications Coordinator Mila Ovchinnikova, Webinar Series Program Lead Deb Daub, Senior Accountant Jane Marsland, ArtsEngageCanada Program Lead Brian McCurdy, MPAC Project Lead Robyn Chan-Kent, OCMN Digital Marketing Coordinator

### **Ontario Contact Staff**

Dan Wood, Production Manager Susan Habkirk, Contact Room Manager Debbie Hind, Registration Manager Greg Hancock, Stage Manager Daniel MacPherson, Sound Engineer Dave Briski, Crew John McLachlan, Graphic Designer

#### **Board Members**

#### PRESIDENT

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

#### **VICE - PRESIDENT**

Sara Palmieri, Programming & Marketing Manager, FirstOntario Performing Arts Centre

#### TREASURER

Eric Lariviere, General Manager, Flato Markham Theatre for the Performing Arts

#### CORPORATE SECRETARY

Patty Jarvis, Acting Director of Education & Outreach, Canadian Opera Company

#### DIRECTORS

Alyson Martin, Sioux-Hudson Entertainment Series

Sam Varteniuk, The Registry Theatre

Glenn Brown, Sanderson Centre for the Performing Arts

Ronnie Brown, Oakville Centre for the Performing Arts