



DANCE VICTORIA

THE WORLD'S BEST DANCE

111-2750 Quadra Street,
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November 5, 2018

Dance Victoria Gains a Solid Financial Footing in 2017/18

Programs Summary and Financials Shared with Members at
Annual General Meeting

VICTORIA, B.C. – At Dance Victoria's Annual General Meeting on Sunday, November 4, 2018, both Board President Susan K.E. Howard and Executive Producer Stephen White explained that Dance Victoria's 21st season will be remembered as the year it continued to solidify its financial position.

The fiscal year ending June 30, 2018 concluded with a surplus in operations allowing the Society to pay off its accumulated debt. The Board of Directors elected to hold in reserve a \$32,000 bequest from the estate of dear friend and Dance Victoria supporter, Betty Wilkinson, leaving it with an accumulated surplus, after paying down the debt, of just over \$11,000.

2017/18 was another extraordinary year for Dance Victoria with Box Office revenue (net of service charges) totalling \$903,152 (49% of total revenue) compared with \$754,802 in 2016/17. Dance Victoria presented six companies at the Royal Theatre. The season opened with Aspen Santa Fe Ballet, followed by Alberta Ballet's *The Nutcracker* accompanied by the Victoria Symphony. In the New Year, an ODC Dance (San Francisco) double bill preceded Britain's Company Wayne McGregor. The season concluded with Ballet Hispánico. The *Dance at the Royal* series included 12 performances with a total audience of about 13,000. A special presentation of Alvin Ailey added 1,376 ticket buyers to the season.

Other revenues included private sector at 25%; revenue earned at Dance Victoria Studios 10%; and public sector support at 16%.

During Dance Days, Dance Victoria presented Dancers of Damelahamid's *Flicker* for one performance at the McPherson Playhouse. This sold out performance brought 766 people to the theatre. Dance Victoria received significant project funding from the Victoria Foundation and the Canada Council to bring special pre- and post-show presentations and workshops from out of town to Victoria to enhance the audience experience of this presentation.

Dance Days is Dance Victoria's largest outreach program. In 2017/18 there were 70 free events over 10 days in studios throughout the community that included classes, open rehearsals, demonstrations, studio performances, and a Presenter Forum. An estimated 3,000 people participated in the events. The largest increase in audience participation occurred as a result of the *Rough Cuts* series being presented at the Metro Studio Theatre, which almost tripled capacity over Dance Victoria Studios where it was held in previous years.



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Dance Victoria hosted several creative residencies at its studios in 2017/18 for local companies and one Vancouver-based company. Several local artists also benefited from Dance Victoria's Free Studio Access policy with nearly 300 hours allocated. Through its Chrystal Dance Prize, Dance Victoria awarded \$6,000 to two emerging dance artists pursuing international training, and \$12,000 to a local independent dance artist to present her work in Berlin, Germany. Dance Victoria also allocated \$25,000 to support Ballet BC's commission of a new *Romeo and Juliet* by Medhi Walerski, for the inclusion of Arts Umbrella's advanced dance students in the corps de ballet for the production.

At the Annual General Meeting, members learned that the Board of Directors and staff have developed a new three-year strategic plan that has goals around financial stability, support for artistic creation, and bringing more people to the dance. The Board thanked Kristen Kitchen who is stepping down after four years as a Board Director with special responsibility for Night Moves initiatives. Members elected four new Directors including Heather Lejeune, Andrew Newcombe, Kirsty Thomson and Emily Zeng. Directors of the Board continuing in their two-year term include Colin Nicol and Susan Porter. Directors re-elected for two-year terms are Susan K. E. Howard, Kari McLay, René Peloquin and Nikki Sieben.

Fast Facts

Total Audience (all programs): approximately 20,000
Total Budget 2017/18 \$1,855,000
Total Budget 2016/17 \$1,500,000

Percentage Earned Revenue (Box Office, Studio Rentals, Advertising)	59%
Private Sector Fundraising (Donations, Sponsorships, Foundations)	25%
Public Sector (Federal, Provincial, CRD Arts)	16%

Programs

Main Stage Companies (Royal Theatre & McPherson Playhouse): 7
Total performances: 14
Free Dance Days events: 70

Full Time Staff: 4
Contract Staff: 2
Volunteers: 80+

Newly Elected Board Member Bios

Heather Lejeune is a Facilitator with Watershed Partners, where she works with organizations to help them navigate through complexity using collaborative design practices. Before she worked as a Facilitator, Heather was an event manager, putting together some of Victoria's largest public celebrations and cultural festivals after she completed her education in Arts and Cultural



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Management. Heather is involved with Dance Victoria's Night Moves program and is looking forward to getting more young audience members involved in dance.

Andrew Newcombe is Associate Professor at the Faculty of Law, University of Victoria. He previously worked in Vancouver in commercial law and in Paris practicing international arbitration. Andrew has both commercial law and corporate governance knowledge and skills and has worked with non-profits on policy and governance issues. Andrew takes adult dance classes and brings to the Board a passion for contributing to the local dance community.

Kirsty Thomson is the owner and principal Financial Advisor for Willow Wealth Management. Originally from Toronto, Kirsty earned a B.A. in Political Science from the University of Western Ontario. In 1988, after extensive travelling around the world, Kirsty began her career in the financial services industry. With a diverse background in trading, financial and wealth management, Kirsty has a well-rounded appreciation of the industry. She is committed to professional development and is currently working towards her Certified Financial Planner (CFP) designation. Since Kirsty believes in giving back to the community, she is very active in philanthropic endeavours. Among other recent philanthropic activities, she spearheads the very successful annual *Cherish* fundraiser for Victoria Women's Transition House and Dance Victoria, an effort that raised \$60,000. Her free time is spent enjoying her family, music, theatre, reading, keeping fit, and fireside chats.

Emily Zeng is a Senior Accountant at KPMG LLP, a full-service accounting firm in Victoria, BC, where she provides accounting and auditing services for NPOs, local government, and private businesses in various industries. In addition to her Chartered Professional Accountant designation, Emily has earned her Bachelor of Economics, Bachelor of Commerce and Master of Professional Accounting. Emily has developed a strong passion in dance and the arts from many years of dance and painting classes she took growing up. She is excited for the opportunity to contribute as a board member for Dance Victoria.

About Dance Victoria

Dance Victoria brings the World's Best Dance to the Royal Theatre and supports the development of new dance for the international stage from its studios in Quadra Village. Dance Victoria is a non-profit charitable society.