



# DANCE VICTORIA

THE WORLD'S BEST DANCE

111-2750 Quadra Street,  
Victoria BC Canada V8T 4E8

[DanceVictoria.com](http://DanceVictoria.com)

[info@dancevictoria.com](mailto:info@dancevictoria.com)  
250-595-1829

November 4, 2019

## Dance Victoria Reports a 43% Rise in Box Office Revenues Over the Past Five Seasons

Programs Summary and Financials Shared with Members at  
Annual General Meeting on Nov. 3, 2019

VICTORIA, B.C. – At Dance Victoria's Annual General Meeting on Sunday, November 3, 2019, Board President Susan K.E. Howard, Board Treasurer Susan Porter and Executive Producer Stephen White shared the auditors' report and highlights from the organization's 22<sup>nd</sup> season in 2018/19.

The fiscal year ending June 30, 2019 concluded with a surplus on operations allowing the Society to add to its modest surplus accumulated over the past five seasons.

2018/19 was an incredible year for Dance Victoria with Box Office revenue (net of service charges) totaling \$958,951 (49% of total revenue) compared to \$903,152,802 in 2017/18. Dance Victoria presented six companies at the Royal Theatre and McPherson Playhouse. The season opened with Les Ballets Jazz de Montréal's (BJM) blockbuster hit, *Dance Me*, inspired by the profound work of Montréal-based poet, artist and songwriter, Leonard Cohen. To meet the high demand for tickets, an additional Saturday matinee was added. In December, the Royal Winnipeg Ballet performed *Nutcracker* accompanied by the Victoria Symphony. Once again, an extra Sunday evening performance was added due to ticket demand. Between these two programs Dance Victoria brought more than 10,000 through the Royal Theatre over eight shows.

In February, Ballet West (Salt Lake City, Utah) shared a bold triple bill followed by Ballet BC's mixed program in March. The season concluded with Hubbard Street Dance Chicago. Altogether, the Royal Theatre performances had a total audience of 17,031.

Dance Victoria has had a strong and steady increase in box office revenues and subscription sales over the past five seasons. Box Office has climbed by 43% and subscriptions are up 23%

During Dance Days, Dance Victoria presented *MAN* by Norwegian choreographer **Sølvi Edvardsen** with the award-winning South Asian dancer **Sudesh Adhana** for one performance at the McPherson Playhouse. This performance brought 605 people to the theatre. Dance Victoria organized a cross-Canada tour of *MAN* with stops in Halifax, St. Catharines, Salt Spring Island, Nanaimo, Vancouver and Victoria.

Dance Days is Dance Victoria's largest outreach program. In 2018/19 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



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In addition to earned revenue at 51% of total income, other revenues included private sector at 23%; revenue earned at Dance Victoria Studios 11%; and public sector support at 15%.

Dance Victoria hosted several creative residencies at its studios in 2018/19 for local and Vancouver-based companies. Several local artists also benefited from Dance Victoria's Free Studio Access policy with nearly 600 hours allocated.

Since 2010, Dance Victoria has awarded its **Chrystal Dance Prize - Projects** annually to dance artists, collectives and companies from Western Canada working with international artists. The Awards Committee of Dance Victoria selected the following artists and companies from a fall 2018 competition, committing a total of \$65,000:

- Vancouver based **Vanessa Goodman** working with New York artist **Belinda McGuire** to develop a project titled *The Other Half* (\$10,000)
- Vancouver based **Kidd Pivot** co-production support for its new production, *Revisor*, which will be presented at the Royal Theatre in February 2020 (\$25,000)
- Vancouver based **Out Innerspace Dance Theatre** for the further development of its next full-length work *Aftermath* (\$20,000)
- Vancouver based **Dancers of Damelahamid** for the continued development of its new full-length work titled *Minôwin* (\$10,000)

Through its **Chrystal Dance Prize – Training**, Dance Victoria awarded \$6,000 to two emerging dance artists pursuing international training.

At the Annual General Meeting, members learned that the Board of Directors and staff have revisited their three-year strategic plan that has goals around financial stability, support for artistic creation, and bringing more people to the dance. The Board thanked René Peloquin, Nikki Sieben, Susan Porter and Kari McLay who are stepping down after several years of service as Board Directors. Dance Victoria is very grateful for their dedication, support, expertise and contributions. Susan Porter and Kari McLay will remain as advisors on Dance Victoria's Resource Council and McLay will continue to produce the annual *Cherish* fundraiser. Members elected two new Directors: Robert Millar of Jawl & Bundon LLC, and local dance artist and instructor Stacey Horton, currently teaching at the Canadian College of Performing Arts. Directors of the Board continuing in their two-year terms include Heather Lejeune, Andrew Newcombe, Colin Nicol, Kirsty Thomson and Emily Zeng.

## **Fast Facts**

Total Audience (all programs):\_approximately 16,461

Total Budget 2018/19 1,836,102

Total Budget 2017/18 1,769,483



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Percentage Earned Revenue (Box Office, Studio Rentals, Advertising)	62%
Private Sector Fundraising (Donations, Sponsorships, Foundations)	23%
Public Sector (Federal, Provincial, CRD Arts)	15%

### **2018/19 Programs**

Main Stage Companies (Royal Theatre & McPherson Playhouse): 6

Total performances: 15

Free Dance Days events: 70

Full Time Staff: 3

Contract Staff: 3

Volunteers: 80+

### **Newly Elected Board Member Bios**

#### **Stacey Horton**

Stacey Horton is an independent dance and theatre artist working and living on Lekwungen Territory. She completed her BFA in dance and theatre at Simon Fraser University and has been working as a professional performer, choreographer and teacher for over 25 years. Horton is the winner of the 2018 Chrystal Dance Prize for Independent Artists, allowing her to present her interdisciplinary dance performance, *Concussion*, in Berlin at *ada* Studios. Stacey was also supported by Dance Victoria's LOLA projects in 2008 to create a solo show that turned into a dance film and was screened in Canada, the USA, Australia and Canary Islands. Further original choreographies have been presented by Dancing on the Edge (Vancouver), Gambling Soles Productions (Vancouver), Dance Explosions (Calgary), Under Construction Series (Seattle), and by Bounce and Suddenly Dance Theatre (Victoria). She is currently on faculty at the Canadian College of Performing Arts teaching and mentoring students in physical theatre and interdisciplinary creation.

#### **Rob Millar**

An experienced lawyer and dance enthusiast, Rob Millar comes to Victoria via Alberta and Quebec. Rob went to the University of Calgary for undergraduate work, and taught in Alberta for several years before continuing with law studies at McGill University. Rob was called to the Bar in Alberta in 1992, and had a private practice in Red Deer, Alberta for ten years. After moving with his young family to Quebec for several years, accumulating business and entrepreneurial experience there and later in BC, Rob resumed legal work in Victoria in 2013 and is currently with Jawl Bundon LLP, practicing in the areas of business, and commercial law. Rob advises on real estate and financing transactions, including development and subdivision matters, strata development, and real estate purchases and sales of all kinds. For businesses looking to grow, organically or by acquiring other businesses, Rob advises on business purchase



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and sale, financing and capitalization. For owners looking to sell and retire, Rob has experience in helping owners with general business succession or exit planning for their small or medium-sized business. Rob is married to Johanne Boucher, a Grade 2 French Immersion teacher, and together, they have two adult daughters – one of whom lives and studies in Victoria and the other who is in New York, where she is in her second year of training in dance with the Ailey School, the official school of the Alvin Ailey American Dance Theater.

### **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.