

Angels and Heroes



LunaSea Theatre



Two Planks and a Passion



Chester Playhouse



Ship's Company Theatre



Terra Novella Theatre



Mermaid Theatre



Highland Arts Theatre



Halifax Theatre for Young People



Annual Report

July 1st 2016 to June 30th 2017

Mulgrave Road



DMV Theatre



Rolling Bold Productions



The Villain's Theatre





2016-17 Board of Directors

Elizabeth Murphy, Chair

Ryan Van Horne, Vice Chair

Bruce Klinger, Treasurer

Natasha MacLellan, Secretary

Amal Bhattacharyya

Dan Bray

Andrew Chandler

Audrey Eastwood

Todd Hiscock

Alex Mills

Lori Peddle

Samantha Wilson

Table of Contents

Agenda	1
Minutes of Previous Year's AGM	2
Chairperson's Report	5
PERFORM! Coordinator's Report	6
Merritt Awards Producer's Report	12
Executive Director's Report	14
Financial Statements	22

**Theatre Nova Scotia
Annual General Meeting
Nov 6, 2017, 6 PM**

Agenda

1. Call to order
2. Approval of agenda
3. Approval of previous minutes – Oct 3, 2016
4. Chairperson's Report
5. Staff reports

PERFORM! Coordinator's report

Merritt Producer's report

Executive Director's report

6. Treasurer's Report
- Approval of 2016-17 audited statements
- Appointment of auditor for 2017-18
7. Election of slate of directors
8. Other business
9. Adjournment

THEATRE NOVA SCOTIA ANNUAL GENERAL MEETING

Oct. 3, 2016

MINUTES

1. Meeting was called to order at 6:17 PM by Elizabeth Murphcy, Chairperson. Attendance on file.
2. Approval of Agenda as circulated:

MOTION TO PASS THE AGENDA:

M/S/C –Jeremy Webb / Jeff Schwager

Motion carried

3. Approval of previous minutes—Oct 5, 2015

MOTION TO APPROVE PREVIOUS MINUTES:

M/S/C –Jeff Schwager / Jeremy Webb

Motion carried

4. Chairperson report – included in Annual Report
5. Staff Reports
 - 5.1 Dramafest Coordinator Report – included in Annual Report
 - 5.2 PERFORM! Coordinator Report – included in Annual Report.
 - 5.3 Merritt Producer Report – included in Annual Report
 - 5.4 Executive Director Report – included in Annual Report

Discussion points:

Jeff Schwager noted DramaFest highlights:

- 315 students participated
- Keep Good (Theatre) Company performed Let's Try This Standing
- Alex MacLean ran masterclass for students
- Susan Barratt ran masterclass for teachers
- Next year: target to have French workshops
- Jeff played 2016 video

Pamela Halstead noted Perform highlights:

- Reached 23,500 students
- Expanded No More Bullies program by adding workshops for younger students and adding a performance for Jr High students
- Micromusicals piloted in 2014-15. Only 1 Micromusical offered in 2015-16 as it draws significantly on the resources of the program. It requires a significant sponsorship, but is an amazing experience as 3-5 artists work with students for a solid week

- Many performances throughout the province, with the expanded offering of workshops in tandem with a performance
- Always a matter of funds as subsidies were assigned by October 2015
- Next year: \$5000 increase from Department of Education

Jeremy Webb noted Merritt Event highlights:

- 2017 will mark the final year he will produce the show and suggested a shadow producer (viability will be reviewed by the Executive Director)
- Merritt Host was Marty Burt – many thanks to him
- Casino a suitable venue as it houses all audience at tables and is the right size for our current crowd.

Nancy Morgan noted operational highlights:

- Membership included 40 professional companies, 14 community theatres, 12 affiliate organizations, 67 individual members, 11 student members, 16 life members
- Mayor's Awards administered by TNS: Established Artist to Elizabeth Murphy and Emerging Artist to Colleen MacIsaac
- Volunteer Award open to either professional or community organizations. Celebrated Dean Taylor of Kings Theatre, Annapolis Royal
- Legacy Award honors extraordinary service to Bruce Klinger
- Merritt sponsorship campaign started out very slowly but ended up exceeding target. New sponsors: Support for Culture, Atlantica Hotel, Backman Vidcom, with thanks to Andy Fillmore and Lenore Zann
- Theatre Partnership allows TNS to accept donations and earmark the funds for specific projects. Open to organizations (not individuals) which must sign annual contract and file final reports. Last year more than \$100,000 of donations for our members came through this program
- Credit Card Program allows members to borrow our mobile reader or debit machine to process sales. Last year more than \$6800 of sales came through this program.
- A new and sizeable special project happened regarding collective marketing for summer theatres. The focus on the summer theatres is a starting point with a view to share findings with all members and expand message in the future. Project supported by Tourism Nova Scotia and the Canada Council Leadership for Change program. Phase 1 well underway and next year will see Phase 2 (Implementation) if funding can be secured.
- TNS is housed at the Cultural Federations of Nova Scotia (CFNS), which is a separate entity. We work closely as a collective. The Multicultural Association left the group and a new partner will be selected for the empty space the CFNS Board
- TNS administers the Open Spaces and Wes Daniels Design Award. A panel reviews applications and makes a recommendation to Neptune. These 2 awards are financially supported by Neptune
- Scholarship is open to individual members for any type of Professional Development (outside of university or conservatory programs). Last year awarded to GaRRy Williams and Ivy Charles

- TNS supports a Talent Trust Award. Receipt was Laura Vingoe-Cram
- TNS supports High School 10-Minute Play Contest. Recipient was Robyn West
- Thanks to the Board for hours of dedication, both to Board meetings and especially this past year to the development of a Strategic Plan. Special note to Bruce Klinger for offering his expertise free of charge to lead the Board through this process
- Thanks to the Staff for so ably contributing to the success of TNS

Discussion points/questions: none

MOTION TO ADOPT ALL RERORTS:

M/S – Ryan Van Horne / Beth Van Gorder

Motion carried.

6. **Treasurer's Report**

6.1 Approval of the audited statements

Discussion: none

MOTION TO PASS THE 2015-16 AUDITED FINANCIAL STATEMENTS AS PRESENTED BY Beth Van Gorder, who presented the Treasurer's Report (attached).

M/S – Beth Van Gorder / Jeff Schwager

Motion carried.

6.2 Appointment of auditor for 2016-17

MOTION TO APPOINT MICHAEL SUTHERLAND AS THE AUDITOR FOR THE 2016-17 FISCAL YEAR:

M/S – Beth Van Gorder / Ryan Van Horne

-Motion carried.

7. **Proposed slate of directors as presented**

Slate of directors presented.

MOTION TO APPROVE PROPOSED SLATE OF DIRECTORS:

M/S/C – Carroll Godsman / Susan Barratt

Motion carried

8. **Other Business**

Elizabeth Murphy formally thanked Beth Van Gorder who has served on the Board of Directors for the past six years and whose term expires at this AGM. TNS is very grateful for her dedication and expertise and hopes she will continue to keep in close touch with the organization.

Call of Open Discussion Items: none

9. **MOTION TO ADJOURN:** Jeremy Webb at 6:57 PM



Chairperson's Report

I am pleased to be at the helm of our provincial service organization, representing a wide range of members, from long-standing professional companies and community organizations to new emerging groups and a variety of individual theatre practitioners. Your dedication to live theatre in communities across this province makes it a richer place to live and work.

During the 2016-17 year, our Board of Directors completed and adopted a new Strategic Plan that includes a new vision statement that "Nova Scotia is a province where all of its citizens value live theatre". We have developed specific goals to create publicity campaigns, increase the number of Nova Scotians who experience theatre activities, increase activities in schools and support diversity initiatives. The board and staff will spend the next 5 years working towards these goals. Special thanks to Bruce Klinger for leading us through the planning process.

As a membership organization it is important to have engaged voices of our members and I therefore encourage you to consider participating on the Board, on our Committees, or as a Merritt Juror. Please reach out to our staff and be sure they know about all your activities. Please feel free to contact staff or board at any times with ideas, initiatives, questions or issues about theatre in all its forms in Nova Scotia.

The Board has established 3 new committees as a result of the Strategic Plan: Communications Committee, chaired by Ryan Van Horne, Youth and Education Committee, chaired by Samantha Wilson and the Diversity Committee, chaired by Elizabeth Murphy. I encourage you to engage with Theatre Nova Scotia by volunteering your thoughts and time on one of these new committees. I also look forward to the input of the Professional and Community Theatre committees from their meetings throughout the year.

In closing, I wish to thank the Board for their time and input. I offer special thanks and farewell to 2 outgoing Board members, Lori Peddle and Dan Bray. I also thank the staff for all their efforts on behalf of the membership over the last year. A small group accomplishes a great deal in the course of a year.

Respectfully submitted,

Elizabeth Murphy

Board Chair



PERFORM! Coordinator's Report

PERFORM! Annual Report 2016-2017

At the end of June 2017, the PERFORM! Program completed its eighteenth year serving the schools in Nova Scotia. Through PERFORM! students and teachers have the opportunity to work with professional actors, playwrights, dancers, directors, and singers to explore creativity and make learning active. All of our programs are subsidized and are available to schools in every region of Nova Scotia. Many of our activities are available in either English or French.

In 2016-2017, PERFORM! reached **16, 286 students** in **72 schools** in **9 different school boards** across the province. From Yarmouth to Cape Breton, our activities ranged from teaching African dance, capoeira and hip hop, to musical theatre, Shakespeare and clowning, from puppet technique to choral technique, from professional theatre performances to workshops that helped students explore the issue of bullying. In 2016-2017, we participated in **51 theatre projects**, **28 dance projects** and **3 choral projects**. There were **37 performances** of theatre productions. The **No More Bullies** program facilitated **6 workshops**. And we presented **1 Micro-Musical** which covered all the aspects of PERFORM! – theatre, dance and choral work – and we did it with the middle school's band playing the score.

The Year in Review

The biggest challenge of the 2016-2017 season was the “Work to Rule” job action. Starting on December 5, 2016 as the result of contract negotiation breakdown with the government, NSTU members ceased engaging in any non-contract activities which meant all PERFORM! activities in the public schools were cancelled. Some activity continued to happen in the private school system but it was very limited and many artists who rely on PERFORM! for income suffered. The work to rule officially ended on February 21, 2017 when the provincial government forced a contract on the union, but PERFORM! activities did not return to normal. Many teachers were still opposed to doing extra activities and some schools did not want to be seen as having something special happen or felt it was too late in the year to undergo planning for a project. Despite the work to rule we hosted nearly as many theatre, dance and choral workshops as in the previous year though the overall number of hours was lesser. The things that suffered the most were the presentations and the No More Bullies program. Both programs require outside companies to contract artists for shows or presentations that are then featured on the PERFORM! roster. Those companies could not take the chance of contracting actors without guaranteed income. As a result, 2016-2017 saw approximately half of the presentation numbers and No More Bullies was only a small fraction of the previous year. This was a great loss to the students.

The financial news in 2016-2017 had a number of high points. The Department of Education increased their funding by an additional \$5000, which makes a huge difference in helping us meet the greater demand. For 2016-2017, though our funding with the Telus Community Board was not renewed, we were able to secure two new significant sponsorships: TD Bank and Wilsons, and maintained ongoing sponsorship from Great West Life. We were also successful in our artsVest application so a portion of the TD funds were matched in 2016/2017 and when not all participants finished successfully we received some additional funds from artsVest.

In 2016-2017 we also restructured our subsidy program to better meet the greater demands of the program. Instead of the school and PERFORM! sharing equally the \$40 fee to the artist, the schools now cover \$25 per hour and PERFORM! subsidizes \$15. This nominal increase for the schools allowed us to spread the subsidies further and we had no complaints from the schools. We continued to subsidize 100% of the travel expenses to ensure our programs are available equally to all schools across the province.

Looking Ahead to 2017-2018

The biggest challenge I anticipate in 2017-2018 will be to see what the new reality is with morale among the teachers and how open the schools are to bringing in outside activities. I anticipate that, because PERFORM! happens primarily in school time and our presence in the schools actually often provides the teachers with some support and relief, that we will see our activities return to normal. Many of the cancelled activities from 2016-2017 were not refunded but schools asked instead for them to be deferred to 2017-2018. Additionally, early applications started coming in during June at a rate I have not seen before. I think the drought in some schools for these types of activities will mean the demand will be higher next year.

Financially 2017-2018 should be a strong year. We have some surplus remaining from 2016-2017 as a result of the decreased activities that we will add to our accumulated surplus and potentially use if our sponsorship requests are not as successful as we would like. Both TD and Wilson's have expressed a desire to return for 2017-2018 and the Wilson's support has reactivated our eligible artsVest matching funds. We expect Great West Life to also return. Additionally some of our other foundation donations which tend to not give every year may coincide for donations this year, including the SM Blair Foundation, the FK Morrow Foundation and the MacLennan Foundation.

The Heart of PERFORM!: Theatre, Dance and Choral Workshops

In 2016-2017 we hosted a total of 82 workshops and residencies. There were 51 theatre workshops totalling 601 hours, 28 dance workshops totally 258 hours and 3 choral workshops that totalled 85 hours. Overall, there were 944 hours where 8,496 students received hands on workshops training in theatre, dance or choral singing.

The most popular theatre offering is by far puppetry. This is partly due to the incredibly strong puppetry artists we can offer with Nova Scotia being home to two internationally recognized professional puppetry companies: Maritime Marionettes and Mermaid Theatre of Nova Scotia.

For dance the most popular requests for 2016 -2017 were definitely hip hop and African though we had a broad cross section of requests for Brazilian/Capoeira, Acadian, square dancing and modern dance.

The choral program consists primarily of a group of schools committed to offering a lunchtime choir program. Due to cuts in the school music program this often now falls into extracurricular activity for many schools. PERFORM! helps fill that void while also offering choral resources for teachers who are teaching band or general music. There are a few long time participants and I have had two new requests from schools already for 2017-2018.

Some feedback from educators on the 2016-2017 PERFORM! workshops:

Theatre

Our students were highly engaged and thoroughly enjoyed the workshops. One student commented, "It was the best day of my life!"

– Mary Paula MacEachern, South Woodside, re Maritime Marionettes, Puppetry

We are a school for high risk youth. Struan has been working with us for 4 years now. He is naturally gifted with our students and they benefit enormously from this program.

– Kate Webber, Highbury Education Centre, re Struan Robertson, Puppetry

This was a fantastic experience for the kids. Informative, engaging, hands-on and moments of magic.

- David Fitch, Glooscap Elementary re Maritime Marionettes, Puppetry

Garry did his usual magic of getting the play in shape in time for performance, providing much necessary practical assistance, advice, and inspiration.

- Ann Marie MacNeil, Halifax Grammar School, re Garry Williams, Acting

Students well engaged. Lead into wonderful journal entries for the grade 3s!

- Mardee Nickerson Evelyn Richardson re Maritime Marionettes, Puppetry

Awesome day! Everything was very organized and well explained. Students thoroughly enjoyed themselves and stayed engaged and focused! Thanks so much - will be asking you to come back again some-time!

- Millie Robinson, Kennetcook District School, re Maritime Marionettes, Puppetry

The students really enjoyed the workshop + loved all the accessories. :-)

-Cindy MacLennan Pine Ridge Middle School re Megan Hyslop, Clowning and Physical Theatre

The workshop was excellent. The students were fully engaged. Every child got to participate and we learned more about this art form.

- Jenaya Reddick, Trenton Elementary, re Maritime Marionettes, Puppetry

Amazing presentation for all ages!! Very magical, hands on and creative!!!

- Sue Christian, Windsor Forks Elementary, re Maritime Marionettes, Puppetry

The teachers thought it was very engaging, highly motivating and FUN for all! Sherry Lee Hunter ROCKS!

- Susan Casey, East St Margaret's Elementary School, re Sherry Lee Hunter, General Theatre

The workshop was fully engaging. Children received good instruction and modelling of new puppets and marionettes. Lots of opportunity to use both types.

- Peggy Lugar, Inglis St Elementary, re Maritime Marionettes, Puppetry

Fabulous workshop. Captivated all students - primary through to grade six. Excellent instruction, followed by hands-on manipulation.

- Linda Leblanc, Humber Park Elementary, re Maritime Marionettes, Puppetry

The students came alive with the theatre. It has been an awesome, unforgettable experience.

- Toria Aidoo, Beechville Lakeside Timberlea Elementary School, re Pamela Halstead, Musical Theatre

Dance

Nathaniel did an excellent job teaching and interacting with out students. He was professional and a ton of fun. All students had a blast!

- Kelly Rushton, Mi'kmawey School, re Nat Dooks, Hip Hop

Excellent dance workshop. Students very engaged in the African + creative dances. Lilliona's workshops were very well managed + time used efficiently.

- Maxine Hardy, Cape Smokey, re Lilliona Quarmyne, African

Yet again Nathaniel delivered another excellent program. He is a talented artist and a natural teacher. The students absolutely love him!

- Carole DesBarres, Lakefront Consolidated, re Nat Dooks, Hip Hop

Fantastic week. Thanks for the great work and showing the kids a new experience.

- Keith Blackburn, LeMarchant St Thomas, re Ross Burns, Brazilian/Capoeira

Zach did a great job presenting to the students. They enjoyed showing off their new dance moves.

- Bryan McNamara, West Highlands Elementary School, re Zachary Smart, Hip Hop

Choral

Zoe has really become part of the St Agnes family. We are so glad to have her back, year after year.

– Brad McGowan, St Agnes Junior High, re Zoe Leger

PERFORM! Presents

Through the PERFORM! Presents program in 2016-2017 there were **37 performances** presented to schools across the province. This number is significantly lower than last year's numbers—impacted by the work to rule. Off the Leash productions tours its production of *A Christmas Carol* annually through PERFORM! and they only did one day in the schools before the work to rule cut their performances off. A number of schools had been hesitant to book as well, anticipating the impending job action. After the cancellation of a number of performances of *A Christmas Carol*, Off the Leash Theatre made the decision not to tour their popular production of *Shakespeare on Trial* or their new anti cyber bullying show, *FallOut*. Maritime Marionettes productions do not require contracting of additional artists and are ready to go at moments notice. They toured a number of shows in both French and English including: ***Molly and the Oak Island Treasure, Jack in the Beanstalk, Rumpelstiltskin, The Bremen Town Musicians, The Lonely Leprechaun***. In 2016-2017 we also added Halifax Theatre for Young People to the roster with their production of ***Redfish***, which deals with depression in high schools students. Fortunately, their fall tour had wrapped up just before the work to rule began and the response was very positive. We are happy to have them confirmed already to return to the roster in 2017-2018.

Some feedback from the performances:

Maritime Marionettes

A magical show, with wonderful music, visual delights, and a beautiful story. Students were totally engaged, had many questions, and were happy as they left. Students were eager to talk about the performance and then about their experiences with the workshops from the previous year. Wonderful!

- David Fitch, Gloocap Elementary, re Maritime Marionettes, ***Molly and the Oak Island Treasure***

Amazing performance. The students were very captivated by the marionettes and engaged in the story. Thank you for preserving this art.

– Emilie Tsirigotis, Elizabeth Sutherland School - Maritime Marionettes, ***Rumpelstiltskin***

Off the Leash

FANTASTIC! Thanks as always!

– Aaron Peck, Charles P Allen High School, OTL, ***A Christmas Carol***

Halifax Theatre for Young People

I wanted to let you know that we enjoyed watching Redfish at Madeline Symonds Middle School. The students were engaged and really seemed to take in the message that was shared...it was awesome!

– Judi Hutchinson, Madeline Symonds Middle Schools, HTYP, ***Redfish***

It was wonderful!!! Very powerful... made a lot of the kids think!

– Joanne Kirkpatrick, Brookside Junior High, HTYP, ***Redfish***

No More Bullies

There were **6 No More Bullies workshops**. Half of those workshops were of “Standing By” performed and facilitated by members of Irondale Ensemble Project and which are an interactive presentation for grades 4-6. In 2016-2017 we also added the “Make A Sound, Turn It Around” workshops, which have a similar theme and feel but are geared for younger school children from grades 2 – 4. Both programs took a large hit as a result of the work to rule, with the organizers hesitant to contract artists for slots they maybe would not be able to fill. The response to the No More Bullies offerings remains incredibly positive and we expect the numbers to return to normal next year. The schools often report significant changes in the behaviours of the students and the overall feel of the school post-workshop.

Feedback from the 2016-2017 workshops:

Students very much enjoyed the interactive presentation.

– Lana Burns, Port Williams Elementary re Irondale, **Standing By**

Christopher Norton’s MicroMusicals

The fantastic thing about the MicroMusicals, is that, not only are they specifically developed to meet school curriculum targets, but that they allow us to reach a broad number of students with all three of our PERFORM! focus areas: theatre, dance and choral work. We take over a whole grade level in a school for a full week and all they have is arts instruction! The unfortunate thing is that the cost of sending three to five artists into a school for a full week takes a lot of resources.

We offered the program in 2016-2017 but the schools had to cover the full cost of the artist fees and PERFORM! only subsidized the travel. The result of this stipulation combined with the work to rule was that only one school participated in 2016-2017. Madeline Symonds Middle School had booked for a week in December, which was cancelled when the WTR started. Once it was lifted, and after consultation with the teachers (especially because there is a public performance after school hours), they decided to go ahead. We completed the week six months later, in June, with a production of *Romeo and Juliet*. This production also had a number of students from the band program acting as the pit band. 127 students in total participated in the production. The response, as always with this program, was effusive:

It is amazing to see the level of engagement from the students – both in the grade six classes and with the students in the pit band. This is our third year. We will be back!

– Rob Greene, Madeline Symonds Middle School, *Romeo and Juliet*

The question is how to make this program available to more schools without depleting our resources. The ideal scenario would be increased support, either publicly or privately, to subsidize this new aspect of PERFORM! so that it could be more widely accessible. Under the situation in 2016-2017, where the schools had to bear the brunt of the cost of the fees, only the more affluent schools with greater financial resources were able to consider accessing the MicroMusicals. In 2017-2018 we will continue to offer the program and, if we are able to secure the additional support, either privately or publicly, we will be able to subsidize schools that need assistance to make this valuable opportunity available for their students.

In conclusion

One of the most important aspects of the PERFORM! program is fundraising, to ensure that all schools regardless of economic challenges can access our programs. In order to keep costs low for the schools, PERFORM! subsidizes artist fees and covers all of the artist's travel expenses. This ensures that workshops remain affordable for the schools and that the cost remains the same to a school whether it is in Halifax Regional Municipality or the far reaches of Cape Breton. The most important support we receive that ensures these lower rates and subsidized travel is funding from the **Nova Scotia Department of Education** and **Arts Nova Scotia**. We also have had significant support from corporate sponsors including: **TD, Wilsons** and **Great-West Life, London Life and Canada Life**. As mentioned previously we have also been successful in our ability to access the ArtVest funding the last two years though it is rumoured that that funding program will be discontinued after the current round. Ensuring we continue to maintain or strengthen the funding relationships we have while always looking for new resources to access is imperative to the success of the program.

With the PERFORM! budget, because there is relatively low overhead and administrative expenses (less than 20% annually), the majority of all funds raised go directly to pay the artist fees and travel expenses. Any shortfall in funds always results in a reduction in the number of workshops available to students. This means less of our province's students receive the benefit of performing arts instruction enriching and enhancing their educational experience. And it is always the students at schools with less resources who suffer the most. In 2015-2016 when we ran out of subsidies early in the school year, there were a limited number of schools who continued to book and just covered the full cost, but many that were simply unable to access the program.

We have been encouraged in 2016-2017 by the addition of two new sponsorships and the recognition of the value of the work we are doing with an increase from the Department of Education. We are hoping to see an increase at a similar level from Arts Nova Scotia in 2017-2018. This will help us meet the increased expenses in relation to the program costs since their annual support was first allocated thus allowing us to better meet the growing demands of the PERFORM! program.

Pamela Halstead

PERFORM! Coordinator



Robert Merritt Awards

Producer's Report



For the sixth year running, I produced/directed Theatre Nova Scotia's Merritt Awards and we again used Casino Nova Scotia's Schooner Showroom. I was engaged by TNS to fulfill this task and again was thrilled to be involved. This was my last year as Merritt Producer and I look forward to sitting in the 2018 audience with a very large carafe of red wine.

Venue

The Casino is geared towards a high-end social event with a larger infrastructure capable of handling 300 guests. The growth of the audience

for the awards means that the venue is now at capacity. Audiences, though, like the comfort of the Casino. Their catering staff, bar staff, management, etc, are well-trained and motivated to give a great guest experience. I again worked with Casino NS to strike a sponsorship deal that gave us the venue for free, with the costs left associated with the event being food/catering and technical staffing. The Casino continues to add a higher level of glitz and professionalism to the event.

Host

This year saw a brand new host and he did an outstanding job. ANDREW CHANDLER (Merritt Host) was kept as a surprise this year, only revealed on the night. We worked together to create a tone for the evening (as with previous hosts) that was in turn tongue-in-cheek, humorous, but at the same time celebratory. As is now the norm, the host adds his material into my running script for the event in the month before the show, creating songs, skits and monologues. The Merritt host job (I know from experience) is a tough one: there's a need to be a satirical voice, commenting on the industry, but also without alienating or offending the audience/victims! Andrew did an outstanding job. I think it was a positive experience for all—it was great to see a new host on stage!

Show

The producer gathers all the material for the slideshow presentation, soliciting theatre companies for current production photos. All such photos are integrated into the screen show by the event producer and his team. This year we engaged Julie at InPoint Media to revamp the slide show. Kat MacCormack was our velvet-Voice of God this year and did a great job. June Zinck took on the Stage Manager role again. Dave Rossetti provided DJ services this year, for the second time. He worked hard to find all the strings and



atmosphere we needed. Once again we welcomed Dalhousie Theatre students to the show, to handover the hardware, as a nod to the importance of including the actors of the future.


Photography

Again this year we enhanced the photography element, to have a fuller record of the celebration. We use the talented Stoo Metz, shooting the on-stage activity and gathering audience reaction and candid shots.

The Future

The Merritts has grown substantially over the past few years. The evening has become a celebration of our industry and of ourselves. I wish my successor the best of luck. I'm looking forward to drinking that wine.

Submitted by

A handwritten signature in black ink, appearing to read 'Jeremy Webb', enclosed within a large, stylized, hand-drawn loop.

Jeremy Webb
Robert Merritt Awards Gala Producer





Executive Director's Report

Membership

Theatre Nova Scotia supports a variety of members throughout the province that represent professional companies, community theatre organizations, affiliate organizations and individuals. Members are operating or working at different stages of development or career and represent a range of theatre practice across Nova Scotia. All of our members can offer their voice to Committees or the Board, have access to TNS staff's time, office services, library, rehearsal space (discounted rates), rental of scrim, projector or meeting space, receipt of weekly e-news, permission to post events with TNS, group insurance (employees of organizations), affordable copying (including posters, programs), Credit Card program, Theatre Partnership program, audition panels, application for awards, jury consideration for the Merritt Awards (professional organizations), and application to teach in the PERFORM! program (individuals or professional school touring productions). Theatre Nova Scotia promotes and advocates on behalf of its members and is open to finding ways to support new initiatives brought forward by its members.

Last year's membership was made up of 1 Ad Hoc Group, 40 professional companies, 11 community theatres, 14 affiliate organizations, 69 individual members, 13 student members and 16 life members.

Robert Merritt Awards

The awards serve to promote the wealth and breadth of professional theatre produced across the province and celebrate excellence in Nova Scotia Theatre in various categories. Policies for 2017 Handbook were reviewed by the Board of Directors in December 2016. The awards are decided by a jury who see all eligible shows in a calendar year. We further acknowledge the work of volunteers in the areas of professional and community theatre. The awards are also the venue for the presentation of the Halifax Regional Municipality's Mayor's Award for Achievement in Theatre to Mary Lou Martin and Emerging Artist Award to Meghan Hubley. The Volunteer Award was presented to April Hubbard of the Atlantic Fringe Festival for her tireless efforts in support of the festival. The TNS Legacy Award was presented to Deb Allen acknowledging her notable acting career, volunteer leadership on various Boards, mentorship and dedication to NS. Special awards are reviewed by peer jury panels.

During the evening, special tributes were made to honour the memory of theatre artist Matt Amyotte and exceptional patron Jack Craig, as well as to note the retirement of Jenny Munday from Playwrights Atlantic Resource Centre.

The Merritts are important to Theatre Nova Scotia's capacity building as they are the main public event for TNS. The Merritt Awards are recognized nationally as a celebration of talent in Nova Scotia and have played a vital role in promoting theatre companies and theatre artists from this region. I meet with the producers of other awards shows across the country with a view to attracting national sponsorship and promotion, to shine a spotlight on the works of Canadian theatre artists of different regions.

2017 marked the final year that Jeremy Webb produced the gala event. His report is included in this Annual Report.

Jury members for the 2016 calendar year were:

- Garrett Barker
- Jamie Bradley
- Leslie MacDonald
- Christian Murray
- Andrea Nemetz
- Gord White
- GaRRy Williams

Jury members for the 2017 calendar year are:

- Amanda Campbell
- Rianne Chisholm
- Peter Guildford
- Kat McCormack
- Laura Vingoe-Cram
- Richie Wilcox

The jurors travel extensively throughout the summer and see between 35 and 50 productions over the course of the year. With the addition of new member, Highland Arts Theatre, there has been a significant increase in travel expenses for jurors to accommodate multiple trips to Sydney throughout the course of the year. We are very pleased to have HAT actively participating.

The sponsorship campaign for the 2017 event took a great deal of effort and was successful in exceeding our target as well as securing a number of new sponsorship relationships:

- Support for Culture/Nova Scotia Provincial Lotteries
- City of Halifax
- Casino Nova Scotia
- ACTRA Maritimes
- Atlantica Hotel
- Backman Vidcom
- Bella Rose Arts Centre (new)
- Canadian Actors' Equity Association
- Christie Lites
- Dalhousie University
- Andy Fillmore, MP
- Filmworks
- IATSE 680
- Long & McQuade Musical Instruments (new)
- Lyle Tilley Davidson, CA
- Mt. Allison University
- Playwrights Atlantic Resource Centre

- Red Door Realty (new)
- Sky Talent
- St. Francis Xavier University (new)
- Strategic Arts Management (new)

Nova Scotia High School Drama Festival (DramaFest)

DramaFest serves high school drama students and teachers from all over Nova Scotia by offering master-classes, workshops, technical rehearsals, and student performances followed by expert feedback. These programs are led by members of the professional theatre community as well as Dalhousie faculty. Groups come from high schools across the province—from Yarmouth to Sydney. The students, teachers and chaperones spend 3 days in Halifax, on the campus of Dalhousie University. DramaFest has been in operation since 1973. Sponsored by the Educational Drama Teachers Association of Nova Scotia, DramaFest is managed by Theatre Nova Scotia. The Coordinator for the 2017 festival was Jeff Schwager.

The Board of Directors' December 2016 meeting included a thorough discussion of the teacher action and contract situation. Options for DramaFest 2017 were discussed and weighed. It was decided that TNS would only host the High School Drama Festival in its current form, which is a school-supported 'field trip' event. In the end, it was also decided that Theatre Nova Scotia would make a final decision at the end of February. Executive Director Nancy Morgan was in regular contact with DramaFest Coordinator, Jeff Schwager throughout the fall/winter about the teachers' work-to-rule action. Jeff was in contact with the Educational Drama Association of Nova Scotia executive members and various teachers at schools throughout the province. Knowing the effect that the contract situation was having on Perform programs, Nancy also consulted with the Executive Directors of the other cultural federations regarding their youth programming. Although we could not predict the course of the job action at the end of February, we did have a strong sense that teachers and students would not be in a position to fully participate in 2017.

With great disappointment, Theatre Nova Scotia cancelled the 2017 Drama Festival. Jeff Schwager's contract was extended to include the 2018 festival and he was paid a portion of the coordination fee to cover his work to the end of February. We look forward to working toward the 2018 festival.

PERFORM! Artist in the Schools

PERFORM! is the artists in schools program run by Theatre Nova Scotia in association with Dance Nova Scotia and the Nova Scotia Choral Federation. The program brings together professional performing artists with teachers and students in public and private schools across Nova Scotia. The program's primary goal is to enhance learning by involving professional artists in the delivery of drama, music, and dance curricula. The program is operated from the Theatre Nova Scotia offices and administered by a part-time coordinator, Pamela Halstead. Because of the size and impact of the program a detailed PERFORM! report is contained in this Annual Report. Through these three main programs, the Merritt Awards, DramaFest and PERFORM!, Theatre Nova Scotia paid over \$85,000 directly to artists during our 2016-17 fiscal year.

Theatre Partnership Program

The goal of the Theatre Partnership Program is to help strengthen the development of theatre as a cultural activity. From time to time members of the theatre community and their supporters raise funds to carry out projects and programs that benefit the artistic life of our community. Theatre Nova Scotia acts as a co-sponsor where the benefit to the community is clear and carries out fundraising under formal signed agreements with qualified groups. Participants of this program must be organizational members in good standing, annually sign a Partnership agreement and annually file final reports. TNS ensures funds raised go directly to the ear-marked organizations and issues tax receipts to qualified donors. Last year TNS supported organizations to fundraise over \$40,000. Participants included Bus Stop Theatre, Mayworks Festival, Atlantic Fringe, Villain's Theatre, DaPoPo Theatre, Transitus Creative Society, Heist Theatre, KAZAN CO-OP, Keep Good [Theatre] Company and Go Fly A Kyte Productions.

Credit Card Program

The goal of the Credit Card Program is to allow our members to accept credit card and/or debit card sales at performances, fund raisers, and special events. At no cost, TNS members can use the TNS Moneris account in three ways: keyed online entries, loan of debit/credit terminal (requires Windows computer) or mobile device (credit only). A refundable deposit is required to borrow devices. At the end of the event, TNS provides a sales report and only deducts the card fees charged by our processor. Last year TNS helped organizations process almost \$2,000 in sales. With the ease of payment options such as Square, TNS does not see as much use of this service as in the past. However, since there is little cost to the organization and it is valuable to some members, we are happy to keep the option open to anyone that would like to use it.

Rehearsal Space

"The Living Room" is a popular small venue used by numerous artists to conduct workshops, meetings, rehearsals and small productions. Operating and managing such a space has been handled by TNS since 2006. The Living Room is well used and rental income remains steady. DaPoPo Theatre has continued an annual month long series of workshops and play readings called Live In the Living Room. The Fringe Festival continued to use the TNS space as one of their venues. Our rental costs increased half way through this fiscal year and we will continue to monitor what portion of our operating costs it requires to support the Living Room. Users included DaPoPo Theatre, Eastern Front Theatre, Zuppa Theatre, Keep Good [Theatre] Company, Matchstick Theatre, Kick At The Dark and various individual members.

Other affordable rentals from TNS include a scrim and projector.

Copy Services

TNS members are able to access affordable printing at our offices. Last year many members used the service to print scripts, posters, fundraising letters, flyers and programs. The photocopiers are capable of folding and stapling, thereby reducing the time requirements for prepping mail-outs or programs. This is one of our most widely used services by our members.

Library

Over the past year, a large number of hours were invested in adding, cataloguing, labelling and shelving scripts in our library. Available in an online searchable database (Librarika), all current TNS members

are welcome to borrow scripts from us. Those not in the Halifax area are free to call us for assistance and we will mail materials. In the 2016-17 year, we invested significant funds in new acquisitions with the support of a Halifax Professional Project Grant. We purchased approx. 150 new scripts and resources as part of this project. TNS also suggests contacting Playwrights Atlantic Resource Centre regarding their services and catalogue. Special thanks are due to Mary Vingoe and Wendy Lill for their input. In addition to the thousands of materials available in our Librarika catalogue, the Spring 2017 acquisition list can be found on our website.

Onstage Online

Overseen by Program Officer, Emilie Michaud, TNS sent out a weekly electronic newsletter with up-to-date event listings, audition notices, job listings and current news. Onstage Online is emailed every Tuesday to TNS members, government representatives and other national organizations. We encourage contributions of pictures and content from our members for this weekly update.

Publications

Theatre Nova Scotia is happy to continue supporting the HIT Book initiative, produced by Colleen MacIsaac by printing the brochure free of charge. The timing and frequency of such production is left to the HIT Book to decide. In the past year, TNS further sponsored the Theatre Calendar produced by The Doppler Effect through printing services. Other larger initiatives such as collective brochures (printing and distributing) are of interest, yet require financial support we have not yet been able to access. The staff of TNS will continue to explore financial options for shared promotion.

Special Projects

Over the past year, a significant collaborative initiative has been undertaken by Theatre Nova Scotia on behalf of a group of its professional theatre companies. The group encompassed the summer theatres, with a view to sharing the concepts and expanding the efforts to the larger membership. This special project included the support of Tourism Nova Scotia and the Canada Council Leadership for Change program for a consultant report by Elizabeth MacDonald, Acappella Communications. As a result of that work, TNS made an application to the Canada Council for Project Grants for Arts Service Organizations. We were successful in that application and the activities took place after July 1st, 2017.

Employment Grants

Theatre Nova Scotia received the support of Canada Summer Jobs for the summers of 2016 and 2017. We received a large number of applications for the position in 2016. After the interviews, the position was offered to Lilith Power-Lush, a business student at SMU. The candidates were impressive and some of those we interviewed received summer positions at Strategic Arts Management, Live Art Dance and Halifax Music Co-Op. Lilith had participated in many years of classes at Neptune Theatre. She was a wonderful addition to the staff. After receiving notification that we were successful in receiving Canada Summer Jobs support for 2017, we confirmed that we were able to re-hire Lilith for the 2017 summer.

Office Management

Theatre Nova Scotia had a number of computer issues this past year and required the purchase of 3 new computers, software and a printer. The cost of the computers will be amortized over three years.

Community Involvement

Theatre Nova Scotia has identified that formal associations with other theatre organizations can have a very significant positive impact on the community. By partnering with other organizations, joining boards, and participating on steering committees, TNS hopes to foster strong bonds with provincial and national theatre organizations and participates in meetings and activities that help keep the arts community vibrant and healthy.

Theatre Nova Scotia is an active member of the Cultural Federations of Nova Scotia. During the past year at CFNS, we welcomed a new partner to the federations, Strategic Arts Management.

The TNS ED resigned as the chair of the Legacy Centre Board and was succeeded by Anthony Black. The group is renewing its membership criteria and has been meeting with Marc Almon of Culture Link. It may be possible for multiple groups of film, theatre and dance to work toward the creation of a purpose built or renovated space for professional performing arts in the city which includes creation space, performance space and sound stage.

Theatre Nova Scotia maintains close ties with Strategic Arts Management and Playwrights Atlantic Resource Centre as these organizations offer services of great value to many of our members. The TNS ED serves as Chair of the Board of Strategic Arts Management and is Treasurer of the Playwrights Atlantic Board.

TNS is happy to host Playwrights Guild of Canada, Canadian Actors' Equity and Performing Arts Lodge meetings as requested by the groups.

The Executive Director participates in conference call meetings with the Professional Association of Canadian Theatres as well as a consort of Arts Service Organizations in operation throughout Canada.

TNS acts as a resource and an advisor to all levels of government on funding issues and can speak on behalf of the sector. Last year we had developed a project to highlight Nova Scotia artists at Magnetic North Theatre Festival in Ottawa in June 2017. This significant project was supported by ACOA and the Nova Scotia Department of Communities, Culture & Heritage. Including Dustin Harvey, the prior Magnetic North Industry Producer, we have met with ACOA, Halifax Arts and NSCCH to discuss options for an industry event in Halifax that could showcase touring work to appropriate international performing arts presenters.

Theatre Nova Scotia is a primary resource for theatre information. We provide information and consultations on grant applications, theatre artist's contracts, unions, associations, how to start a theatre company, box office, information on non-profit and charitable status, as well as where to find costumes, make-up, props and set pieces. We link people to workshop leaders, project opportunities and other cultural organizations. We also field many inquiries from the public regarding performances and classes. We also receive requests regarding individuals—out of province companies looking for actors, directors, designers, etc.

Awards

Theatre Nova Scotia administers the application and screening process for Neptune's Open Spaces program and the Wes Daniels Design Award. The description and applications can be viewed on our website. Applications are accepted at any time, with a deadline in January. Decision are made by a peer

review panel and recommendations of the TNS panel are provided to Neptune Theatre. Neptune Theatre sponsors the Open Spaces recipient with a week of performance space and technical staff. Through the Wes Daniels Award, Neptune offers financial support to a company engaging an emerging designer.

Kings' Shorts Contest

June marked the 11th Anniversary of the King's Shorts Festival in Annapolis Royal. My thanks to the volunteer panel of TNS members, Ken Schwartz and Emily Pettet, who read the 8 scripts that were staged at the Kings Theatre. The panel selected the first and second place winners of the event, which were presented after the final performance.

Scholarship

Theatre Nova Scotia annually provides a \$1000.00 scholarship to support professional development for theatre artists working in any form of theatre and at any stage of their careers. This scholarship was created when Jim Morrow, Artistic Director of Mermaid Theatre of Nova Scotia, named Theatre Nova Scotia as his protégé after receiving the prestigious Portia White Award. The award amount was then matched by the Theatre Nova Scotia board of directors and the fund was created. The scholarship is supported through donations and fundraising. The purpose of this scholarship is to support theatre artists in their pursuit of professional development in specialized training programs outside of university Bachelor or Master programs, or conservatory type training. Applications are assessed by a jury of representatives of the Nova Scotia Theatre community.

Last year the selection committee chose to support Kyle Gillis as he participated in a musical theatre professional development course in Vancouver.

Nova Scotia Talent Trust Theatre Nova Scotia Award

Theatre Nova Scotia created a theatre award for the Nova Scotia Talent Trust. Theatre Nova Scotia's contribution of \$500 is given out annually through the Talent Trust. The TNS board feels strongly that TNS should help young artists in the pursuit of the training and that this award helps in the long term development of theatre in Nova Scotia. The 2016 Theatre recipient was Katie Cochrane.

Nova Scotia High School Playwriting Competition

Theatre Nova Scotia provides a \$300 award to the winner of the High School Ten-Minute play competition which is managed by Eastern Front Theatre as part of their Stages Festival. The TNS board believes that encouraging the development of future playwrights is important to the health of the sector. The 2017 recipient was Stephanie Wallace.

Theatre School Graduate Group Auditions

Theatre Nova Scotia worked in association with the Dalhousie University Acting Programs to bring together Artistic Directors from across the region to see the graduating class in February 2017. This program gives Artistic Directors a chance to be introduced to the next wave of talent out of the acting program and is also structured to be a valuable educational experience for the students.

Professional Group Auditions

Theatre Nova Scotia organizes open general auditions at the request of its members, bringing together Artistic Directors from across the province. Several of our member companies are mandated to hold

annual general auditions and collaborating to offer a collective audition process is a great benefit to the Professional Committee. Theatre Nova Scotia handles all logistics for the audition which is open to professional actors.

Board

I would like to acknowledge and thank the Board of Directors for volunteering their time to oversee the operations and consider the vision and future of our organization. This past year, the Board invested a great deal of time working on new strategic plan which will be finalized by the end of the year. I appreciate that I can call upon the various Board members for input when necessary, and I count on their advice. As the staff works to realize the goals of the Strategic Plan, we encourage participation on the new Board Committees as they contribute their guidance and input into the annual plan.

Staff

I want to thank our staff for their dedication and contributions to the strength of Theatre Nova Scotia. It is a pleasure to work with them each day.


Bonny Lee provides us with strong, calm bookkeeping and database/IT services in a few short hours each week.

Pamela Halstead has incorporated new ideas and initiatives into the well-established PERFORM! Program.

Jeremy Webb and Jeff Schwager, our contracted program coordinators, maintain important communications and work closely with the TNS staff throughout the year.

There is a great deal of activity at Theatre Nova Scotia for such a small staff. We successfully juggled many projects and balanced the budget while adapting for new projects and opportunities that presented themselves throughout the year. We have maintained provincial operating funding, secured sponsorships, sourced public funding through new programs for the past year and the next. Theatre Nova Scotia is in a strong and stable financial position. Thanks go to a smart, dedicated and flexible team, which include our dedicated Board members. In closing, I offer special thanks to outgoing Board members, Lori Peddle and Dan Bray for volunteering their time and expertise. I offer our best wishes to Emilie Michaud as she follows a different career path and potential further education. She was a valuable addition to TNS and we will miss having her in the office.

Respectfully submitted,

A handwritten signature in purple ink, appearing to read 'Nancy Morgan', with a stylized, cursive script.

Nancy Morgan

Executive Director

THEATRE NOVA SCOTIA
FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017

Michael E. Sutherland Inc.
Chartered Professional Accountant

CONTENTS

	PAGE
AUDITOR'S REPORT	2-3
STATEMENT OF FINANCIAL POSITION	4
STATEMENT OF CHANGES IN NET ASSETS	5
STATEMENT OF OPERATIONS	6
STATEMENT OF CASH FLOWS	7
NOTES TO THE FINANCIAL STATEMENTS	8-11
SCHEDULE OF PROGRAM REVENUES AND EXPENDITURES	12

Michael E. Sutherland Inc.
— CHARTERED PROFESSIONAL ACCOUNTANT —

P.O. Box 48054
Bedford, NS
B4C 3Z2
Tel: (902) 865-9711
Fax: (902) 865-8393
E-mail: msutherlandca@eastlink.ca

INDEPENDENT AUDITOR'S REPORT

To the Members of THEATRE NOVA SCOTIA

I have audited the accompanying financial statements of THEATRE NOVA SCOTIA, which comprise the statement of financial position as at June 30, 2017, and the statement of operations, statement of changes in net assets and the statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statement

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian generally accepted accounting standards, and for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

My responsibility is to express an opinion on the financial statements based on my audit. I conducted my audit in accordance with Canadian generally accepted auditing standards. Those standards require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, if any, made by management, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Basis for Qualified Opinion

In common with many not for profit organizations, THEATRE NOVA SCOTIA derives receipts from fees and donations from members and others, the completeness of which are not susceptible to satisfactory audit verification. Accordingly, my verification of these revenues was limited to the amounts recorded in the records of the association and I was not able to determine whether any adjustments might be necessary to these financial statements.

Qualified Opinion

In my opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements presents fairly, in all material respects, the financial position of TNS as at June 30, 2017 and its financial performance and its cash flows for the year then ended in accordance with Canadian generally accepted accounting standards.

A handwritten signature in black ink, appearing to read "Martin E. G. [unclear]". The signature is fluid and cursive.

Chartered Professional Accountant

Lower Sackville, NS
October 16, 2017

THEATRE NOVA SCOTIA
STATEMENT OF FINANCIAL POSITION
AS AT JUNE 30, 2017

ASSETS

	2017 \$	2016 \$
CURRENT		
Cash	57,636	23,063
Cash - Perform! (Note 3)	24,683	9,834
Term deposit	41,338	54,924
Accounts receivable	7,839	9,061
Prepaid expense	<u>1,330</u>	<u>2,349</u>
	<u>132,826</u>	<u>99,231</u>
OTHER ASSET		
Term deposit - Scholarship Fund	<u>11,269</u>	<u>12,214</u>
CAPITAL ASSETS (Note 4)	<u>5,521</u>	<u>1,689</u>
	<u><u>149,616</u></u>	<u><u>113,134</u></u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts payable and accrued liabilities	5,413	12,283
Accounts payable - Perform!	4,900	-
Deferred revenue - Perform!	19,783	9,834
Deferred contributions - Other (Note 5)	<u>73,183</u>	<u>48,162</u>
	<u>103,279</u>	<u>70,279</u>
NET ASSETS		
Unrestricted net assets	15,068	10,641
Scholarship fund (Note 7)	11,269	12,214
Internally restricted net assets (Note 6)	<u>20,000</u>	<u>20,000</u>
	<u>46,337</u>	<u>42,855</u>
	<u><u>149,616</u></u>	<u><u>113,134</u></u>

APPROVED ON BEHALF OF THE BOARD

Director

Director

THEATRE NOVA SCOTIA
STATEMENT OF CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2017

	Scholarship Fund (Note 7) \$	Internally Restricted net assets (Note 6) \$	Unrestricted \$	2017 \$	2016 \$
NET ASSETS - beginning of year	12,214	20,000	10,641	42,855	41,527
Excess of revenues over expenditures	-	-	4,427	4,427	2,252
Contributions and income	55	-	-	55	76
Scholarship award	(1,000)	-	-	(1,000)	(1,000)
NET ASSETS - end of year	<u>11,269</u>	<u>20,000</u>	<u>15,068</u>	<u>46,337</u>	<u>42,855</u>

THEATRE NOVA SCOTIA
STATEMENT OF OPERATIONS AND NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2017

	2017 \$	2016 \$
REVENUE		
Government grants	101,768	114,549
Fundraising	1,070	950
Other	7,333	7,460
Membership	8,510	8,220
Interest	263	325
Programs, see page 12	<u>187,163</u>	<u>314,723</u>
	<u>306,107</u>	<u>446,227</u>
EXPENDITURES		
Administrative salaries and benefits	69,712	69,698
Advertising and promotion (recovery)	111	(140)
Amortization	1,183	591
Annual general meeting	97	5
Bank and service charges	1,020	1,193
Communications	901	870
General expenses	110	-
Insurance	2,293	2,288
Meetings and regional communications	971	956
Membership	195	239
Office	7,605	6,536
Professional fees	1,699	1,677
Bad debts	-	2
Repairs and maintenance	759	179
Programs, see page 12	<u>215,024</u>	<u>359,881</u>
	<u>301,680</u>	<u>443,975</u>
EXCESS OF REVENUE OVER EXPENDITURES	<u>4,427</u>	<u>2,252</u>
UNRESTRICTED NET ASSETS - beginning of year	10,641	8,389
Excess of revenues over expenditures	<u>4,427</u>	<u>2,252</u>
UNRESTRICTED NET ASSETS - end of year	<u>15,068</u>	<u>10,641</u>

THEATRE NOVA SCOTIA
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2017

	2017 \$	2016 \$
CASH PROVIDED BY (USED IN):		
OPERATING ACTIVITIES		
Excess of revenue over expenditures	4,427	2,252
Adjustments for:		
Amortization	<u>1,183</u>	<u>591</u>
	5,610	2,843
Changes in non-cash operating items		
Accounts receivable	1,222	2,382
Prepaid expenses	1,019	1,746
Accounts payable and accrued liabilities	(1,970)	1,432
Deferred revenue	9,949	(8,461)
Deferred contribution	<u>25,021</u>	<u>(35,623)</u>
	<u>40,851</u>	<u>(35,681)</u>
INVESTING ACTIVITIES		
Additions to capital assets	(5,015)	-
Contribution and interest earned on scholarship fund	55	76
Scholarship award	<u>(1,000)</u>	<u>(1,000)</u>
	<u>(5,960)</u>	<u>(924)</u>
INCREASE IN CASH - during the year	34,891	(36,605)
CASH - beginning of year	<u>100,035</u>	<u>136,640</u>
CASH - end of year (See note below)	<u><u>134,926</u></u>	<u><u>100,035</u></u>

NOTE: The above cash includes cash restricted for the Perform! educational program of \$24,683 (June 30, 2016 - \$9,834) and the Scholarship Fund of \$11,629 (June 30, 2016 - \$12,214), for total restricted cash of \$34,129 (June 30, 2016 - \$22,048).

THEATRE NOVA SCOTIA
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017

1. PURPOSE

Theatre Nova Scotia's purpose is to provide a voice for professional theatre and community theatre in Nova Scotia, and to encourage and support all aspects of live theatre through programs and services.

The Society is incorporated by the Legislature of the Province of Nova Scotia and is a registered charity under the Income Tax Act.

2. SIGNIFICANT ACCOUNTING POLICIES

Revenue Recognition

Theatre Nova Scotia follows the deferral method of accounting for contributions. Restricted contributions are recognized in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Perform! educational revenue is recognized in the year the presentation is booked.

Theatre partnership and credit card programs revenue are recognized in the year the funds are received.

All other revenue is recognized in the year the related event occurs (i.e. HS Dramafest, Robert Merritt Awards), or when the revenue is received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Capital Assets

Capital assets are capitalized at cost, or at their fair market value for donations in kind and are amortized over their estimated useful life.

Amortization is calculated on the straight line basis over the following periods:

Equipment and furniture	5 Years
Computer equipment	3 Years

Donated Services

Volunteers contribute a significant number of hours each year to assist the Society in meeting its objectives. Donated services are not recognized in these financial statements.

THEATRE NOVA SCOTIA
NOTES TO THE FINANCIAL STATEMENTS (continued)
FOR THE YEAR ENDED JUNE 30, 2017

Use of Estimates

The preparation of these financial statements in conformity with Canadian generally accepted accounting standards for not for profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the current period. These estimates are reviewed periodically and adjustments are made to income as appropriate in the year they become known.

Financial Instruments

The organization initially measures its financial assets and financial liabilities at fair value. The organization subsequently measures all of its financial assets and financial liabilities at amortized cost.

Financial assets measured at amortized cost include cash, accounts receivable and prepaid expense.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

Impairment

At the end of each reporting period, the organization assesses whether there are any indications that a financial asset measured at amortized cost may be impaired. Any impairment is charged to income in the period in which the impairment is determined.

3. RESTRICTED CASH

This cash is restricted for use in the Perform! educational program.

4. CAPITAL ASSETS

	Cost \$	Accumulated Amortization \$	2017 Net \$	2016 Net \$
Equipment and furniture	8,524	7,930	594	742
Computer equipment	<u>19,730</u>	<u>14,803</u>	<u>4,927</u>	<u>947</u>
	<u><u>28,254</u></u>	<u><u>22,733</u></u>	<u><u>5,521</u></u>	<u><u>1,689</u></u>

THEATRE NOVA SCOTIA
NOTES TO THE FINANCIAL STATEMENTS (continued)
FOR THE YEAR ENDED JUNE 30, 2017

5. DEFERRED CONTRIBUTIONS - OTHER

Deferred Contribution - Other represents unspent resources in the amount of \$73,183 (June 30, 2016 - \$48,162) in grants externally restricted for the next fiscal year.

6. INTERNALLY RESTRICTED NET ASSETS

During the 2005 fiscal year the board of directors passed a motion to restrict net assets in the amount of 25% of its annual operating budget, excluding the Perform! program, for the purposes of cash flow and contingency. During the 2009 fiscal year the board of directors passed a motion to place a maximum on this restriction of \$30,000.

The change in Theatre Nova Scotia's fiscal year from March 31 to June 30 resulted in government grants funding operations for a fifteen month period (April 1, 2013 to June 30, 2014) rather than the normal twelve month period.

The board recognized that having two High School Dramafests in this fifteen month period would result in an operational loss during the prior year. The board made the decision that, in the absence of external funding, any such loss would be off set by a transfer from internally restricted net assets. As no external funding was available, the board passed a motion to make a one time transfer of \$10,000 from internally restricted net assets to unrestricted net assets in the June 30, 2014 fiscal year.

7. SCHOLARSHIP FUND

The scholarship fund consists of \$7,000 donated from Jim Morrow to start the scholarship fund as well as \$7,000 designated by the board of directors allocated from unrestricted net assets to the scholarship fund, plus contributions and earned interest on the fund.

8. FINANCIAL INSTRUMENTS

Theatre Nova Scotia financial instruments consist of cash, term deposits, accounts receivable and accounts payable. The fair values of these financial instruments approximates their carrying value unless otherwise stated. It is managements opinion that Theatre Nova Scotia is not exposed to significant interest rate risk or credit risks arising from these financial instruments.

THEATRE NOVA SCOTIA
NOTES TO THE FINANCIAL STATEMENTS (continued)
FOR THE YEAR ENDED JUNE 30, 2017

9. COMPARATIVE FIGURES

Certain of the prior year's figures have been reclassified to conform with the current year's presentation

THEATRE NOVA SCOTIA
SCHEDULE OF PROGRAMS
FOR THE YEAR ENDED JUNE 30, 2017

	2017 \$	2016 \$
REVENUE		
Perform! educational program	124,338	159,238
HS Dramafest	-	27,818
Awards	15,125	12,870
Credit card program	2,004	6,794
Theatre Partnership	39,837	102,973
Space and Other Rental	<u>5,859</u>	<u>5,030</u>
	<u>187,163</u>	<u>314,723</u>
EXPENDITURES		
Perform! educational program	124,338	159,238
HS Dramafest	5,405	37,464
Awards	23,729	19,443
Special project	6,995	23,676
Nova Scotia Talent Trust Award	500	500
Theatre Partnership	39,837	102,973
Credit card program	2,004	6,794
Space Rental and maintenance	7,191	6,423
Library	3,631	92
Website	<u>1,394</u>	<u>3,278</u>
	<u>215,024</u>	<u>359,881</u>
EXCESS OF REVENUE OVER EXPENDITURES (EXPENDITURES OVER REVENUE) FROM PROGRAMS	<u>(27,861)</u>	<u>(45,158)</u>

2016-17 Staff

Nancy Morgan, Executive Director

nmorgan@theatrens.ca

Emilie Michaud, Program Officer

theatrens@theatrens.ca

Bonny Lee, Bookkeeper

blee@theatrens.ca

Lilith Power-Lush, Administrative Assistant Summer Student

Pamela Halstead, Perform Coordinator

coordinator@performns.ca

Jeff Schwager, DramaFest Coordinator

coordinator@dramafest.ca

Jeremy Webb, Merritt Event Producer

coordinator@merrittawards.ca

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Theatre Nova Scotia
1113 Marginal Road, Halifax, NS B3H4P7
Phone: 902-422-0881 Fax: 902-422-0881
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