



St. Catharines

# **FirstOntario Performing Arts Centre**

Departmental Draft Budget

2018

# Agenda

- Service Levels
- 2018 Proposed Budget Highlights
- Reductions to Budget
- Deferred to Future Budget
- Future Challenges



# Service Levels

- FirstOntario PAC has two main areas of service delivery:
  1. Rentals - to provide a safe, professional and capable venue to the community to rent
    - Partridge Hall, Cairns Recital Hall and Robertson Theatre are the main venues offer for rent
  2. Programming/Entertainment - to present a wide range of entertainment activity that is accessible to all in the community.
    - The Hot Ticket season, The Film House, Impact School Series, Celebration of Nations Indigenous Gathering

# Service Levels - Rentals

- Bounty Enterprise, Bravo Niagara, Broadway Lights Dance Studio, Brock Dance Club, Brock Music Theatre, CAA Niagara, Choralis Camerata, **City of St Catharines**, Congregation B'Nai Isreal, Critelli's, **DSBN**, Education Canada, En Pointe & Just Dance, **FirstOntario Credit Union**, Garden City Comedy Club, Gerard ADHD Entertainment, *Gillian's Place*, Goodman School of Business, Harriet Tubman School, In Your Ear Productions, **INNOVATE NIAGARA**, Laurie Ewart's Dance Works, **MIW School of Fine and Performing Arts**, Medipac International, **Ministry of Transportation**, MNP LLP, Music Event Solutions, Niagara Academy of Performing Arts, Niagara Dance and Fitness Studio, **Niagara Folk Arts**, Niagara Jazz Festival, Niagara Region Sexual Assault Centre, *Niagara Symphony Orchestra*, Niagara Youth Orchestra, Ontario Presents, **Ontario Trillium Foundation**, Paquette Entertainment, Pet Travel Show Inc., *Promo Vision Marketing Corporation*, Rhythm Productions, **Royal House**, Shaggy Pup Productions, Shantero Productions, Shine Dance Competitions, Shock Dance Challenge, Splash n' Boots, **Suitcase in Point**, The Feldman Agency, **The Foster Festival**, The Gallery Players of Niagara, The Greater Niagara Finance Centre, *The Hope Centre*, The Kiwanis Musical Festival, Yellow Door Theatre Projects, **United Way St. Catharines**
- 60 distinct Client Groups make up 972 Event Days
- 92,987 audience members representing 70% of the annual audience

# Service Levels - Programming

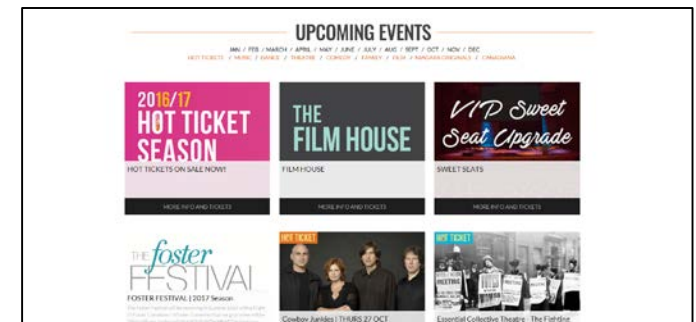
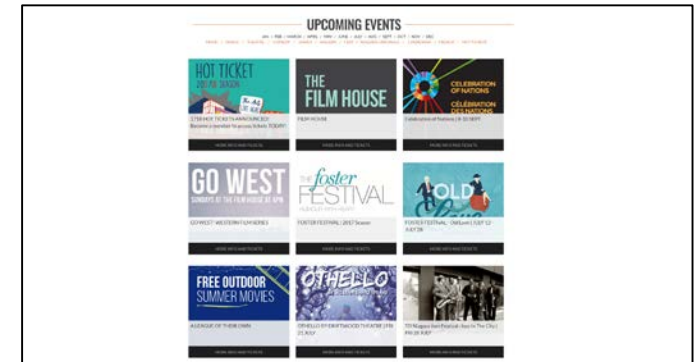
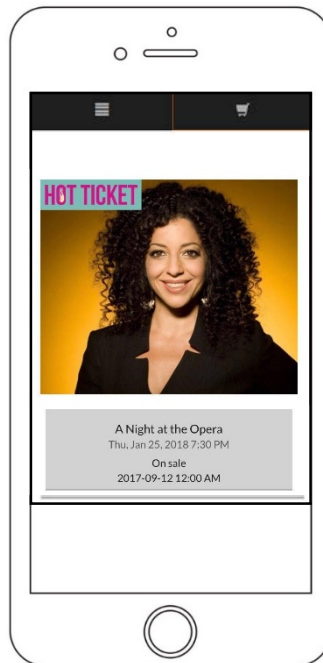
- Tale of a Town, Fortunate Ones, **Daniel Romano**, **Serena Rider**, Darlene Lover, Edge of the Woods, Louise Pitre, Natalie Macmaster & Donnell Leahy, The Nutcracker, Classic Albums Live Led Zeppelin, **Molly Johnson**, John McDermott, The Celtic Tenors, Sing a long Song of Music, **SPASH N' BOOTS**, Hear! Here!, **54 40**, The Music Box, *THE TARTAN TERRORS*, Alan Doyle, **DakhaBrakha**, Tom Green, Coleman Lemieux, Harry Manx, Classic Albums Live Pink Floyd's The Wall, Bboyizm, Chantal Kreviazuk & Raine Maida, Corb Lund, Jamie Adkins, **Bruce Cockburn**, **Ron Sexsmith**, The Wailers, David Francey, Cat in the Hat, Matt Anderson, Quartango, , Alex Cuba, Late Company, The Trews, Spirit of Freedom, Daniel Tiger, Cameron Carpenter, **Down Child Blues Band**, **Just for Laughs**, The Johnny Gregg Band, m Shane Koyczan, Classic Albums Live Sgt Pepper's, Digging Roots, Ruthie Foster, The Whole Shebang, Steven Wright, Big Bad Wolf, Kiran Ahluwalia, Collectif9, **Rick Mercer**, Jabber, **Hear Here**, Kaha;wi Dance, Pavlo and Remigio, Swan Lake, Burton Cummings, Andre-Philippe Gagnon, Percy Jackson, The Fighting Days, **Cowboy Junkies**, ProArteDanza, Classic Albums Live The Last Waltz, Six String Nation, I.Am.Me, Iceland, Toopy and Binoo, Brown Bear, **Theory of a Deadman**, Basia Bulat, Quinn Sullivan, **Maceo Parker**, A Charlie Brown Christmas, **Max & Ruby**, Lee Ann Womack, This is That, The Bacchae, The Tartan Terror's, TICK, **Ben Hepner**, Los Lobos, *THE TEA PARTY*, The Cicada and The Ant, Amadou Kienou, Classic Albums Live Rumours, **LADY BLACKSMITH MAMBAZO**, Infinity, Whitehorse, The Drawer Boy, **Shaun Majumbeer**, Mouse on the Keys, Larry Carlton, Moon Mouse, Remi Bolduc, **Rhythm of the Dance**, Grug & the Rainbow, Terri Clark, Terra Lightfoot, The Honouring, Elephant & Piggie, Classic Albums Live, Berg Murphy Northey and Page, Boys Girls and other Mythical Creatures, Immortal Chi, Tanya Tagag
- 144 distinct performers over 264 performance events
- 38,483 audience members representing 30% of the annual audience

# Social Media

**FirstOntarioPAC.ca** has had over 1.9 million page views in just one year!

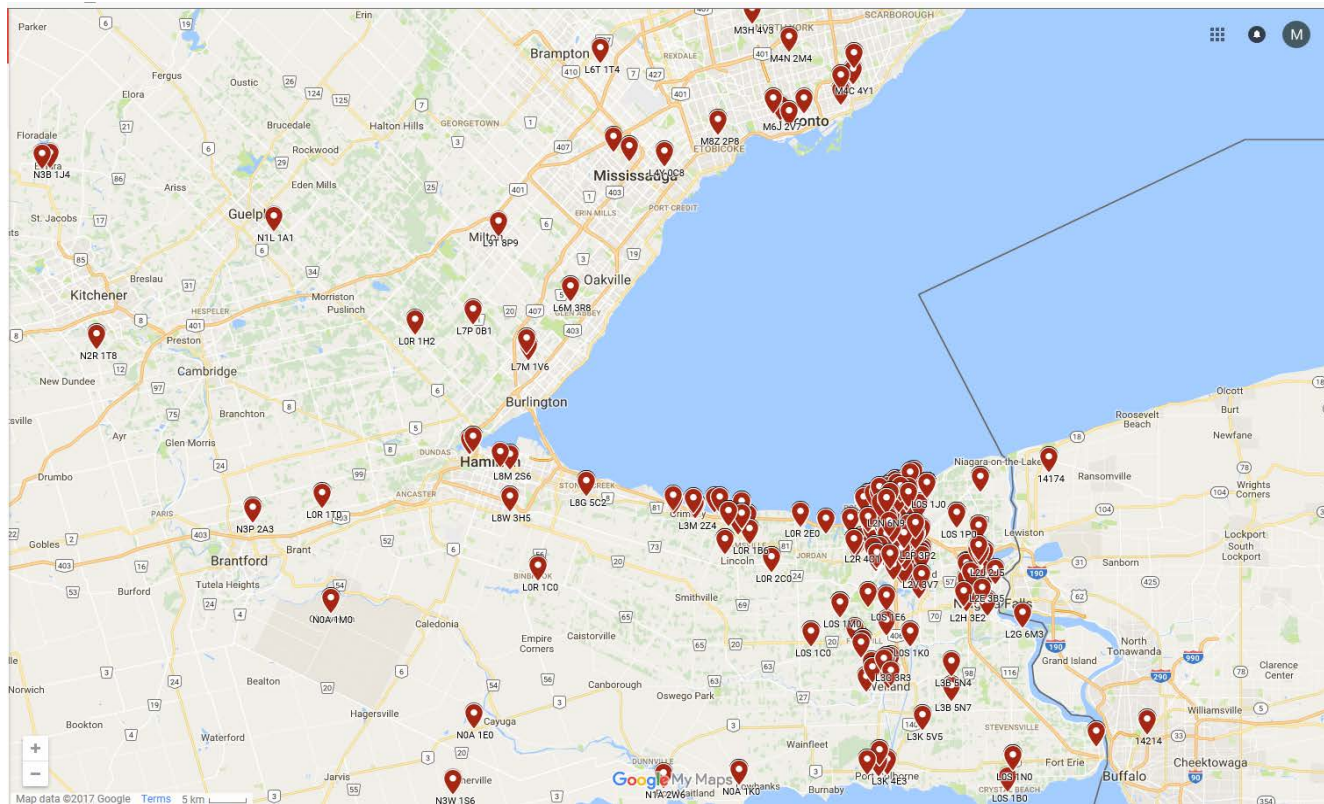
St Catharines	40%
Toronto	13%
Niagara Falls	8%
Hamilton	6%
Welland	4%

Facebook:	8600 likes
Twitter:	5650 followers
Instagram:	1600 followers

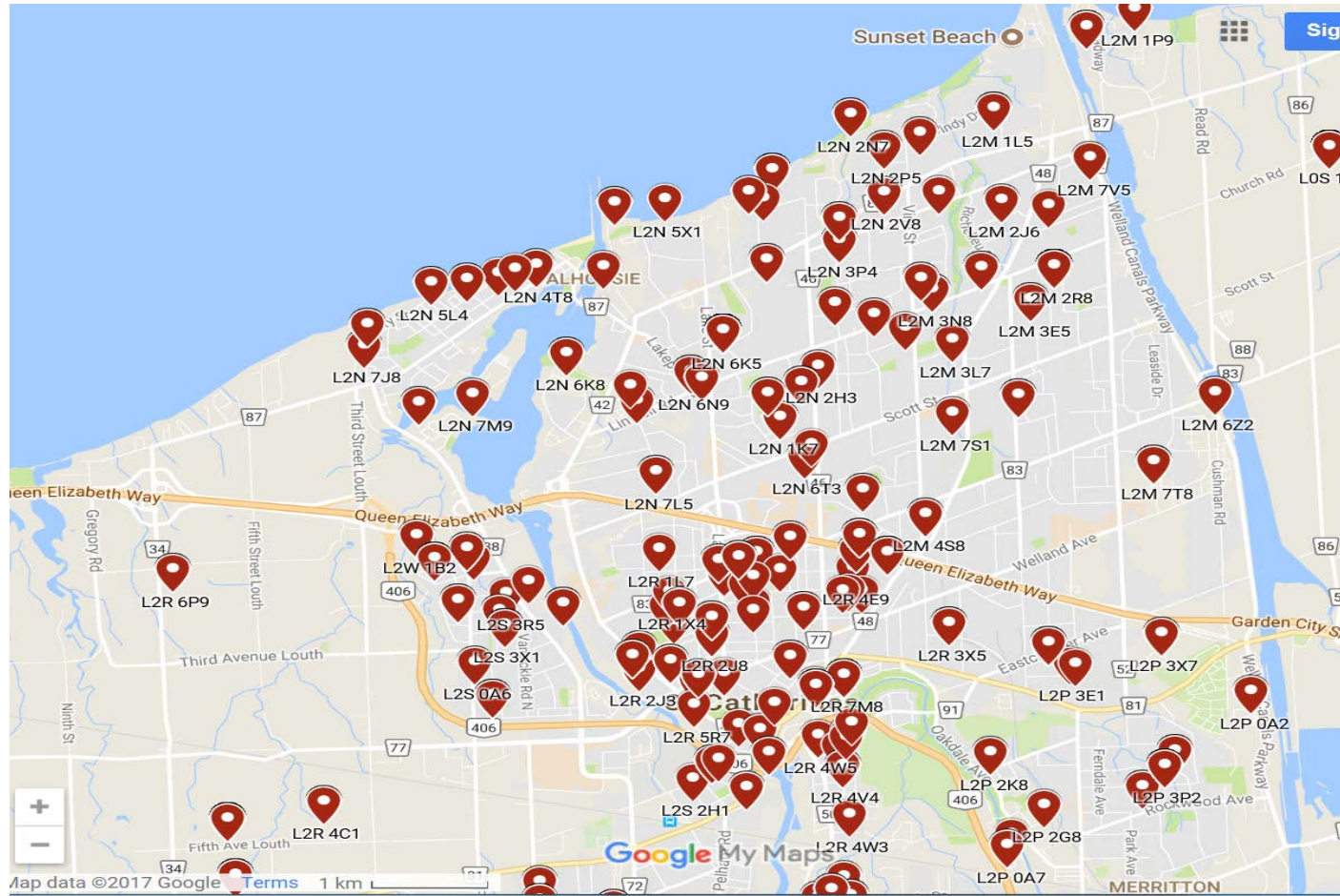




# Attendees Niagara & Ontario — by Postal Code



# Attendees St Catharines — by Postal Code



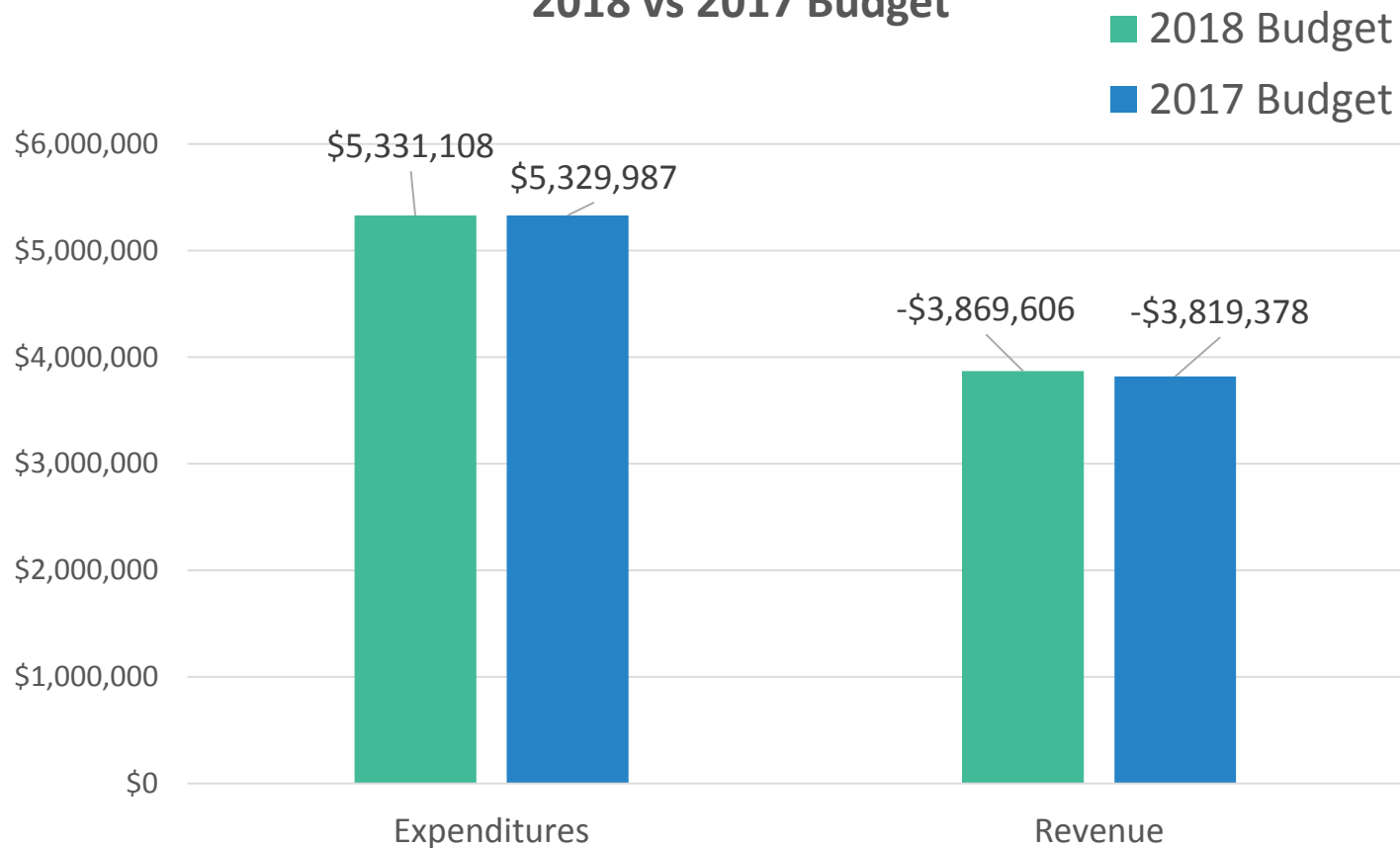


# Budget Highlights

	2018 Budget	2017 Budget	\$ Variance	% Variance
Total Expenditures	5,331,108	5,329,987	\$1,121	0.02%
Revenue	-3,869,606	-3,819,378	-50,228	-1.32%
Total Net Expenditures	1,461,502	1,510,609	-49,107	-3.25%

# Budget Highlights

2018 vs 2017 Budget



# Drivers Expenditures

	2018 Budget	2017 Budget	\$ Variance	% Variance
Casual Labour	936,612	842,073	94,539	11.23%
Holiday/Vacation	25,723	23,000	2,723	11.84%
Pensions	280,847	250,795	30,052	11.98%
Other Benefits	163,906	150,643	20,634	8.80%
Workers Comp	71,794	66,918	4,876	7.29%
Building Repairs	49,750	40,000	9,750	23.93%

# Expenditure Reductions

	2018 Budget	2017 Budget	\$ Variance	% Variance
Concession Products	172,500	198,500	-26,000	-13.1%
Concession Supplies	10,000	18,000	-8,000	-44.44%
Internal Rent	162,500	212,500	-50,000	-23.53
Heat, light, Power, Water	271,081	286,744	-15,663	-5.46
Contract Security	20,000	51,754	-31,754	-61.36
Telephone	25,000	30,000	-5,000	-16.67
Office Supplies	9,000	12,000	-3,000	-25%
Miscellaneous	1,000	7,500	-6,500	-86.67%

# Revenue Growth

	2018 Budget	2017 Budget	\$ Variance	% Variance
Sponsorship and Donations	-264,000	-178,500	-85,500	47.90%
Fee for Service - Production	-220,542	-157,395	-63,147	40.12
Concession Sales	-351,400	-320,000	-31,400	9.81%
Rentals	-510,000	-450,000	-60,000	13.33%



# Revenue Reductions

	2018 Budget	2017 Budget	\$ Variance	% Variance
Ticket Sales	-1,469,993	1,624,566	154,573	-9.51%
Advertising Revenue	-75,000	-90,000	15,000	-16.67

# Budget Actuals

	2018 Budget	2017 Budget	2016 Actuals	2015 Actuals
Total Expenditures	5,331,108	5,329,987	4,937,494	1,904,060
Revenue	-3,869,606	-3,819,378	-3,608,066	-1,217,149
Total Net Expenditures	1,461,502	1,510,609	1,329,428	686,911

# Future Challenges

- Continue to grow our revenues to offset rising costs and inflation.
- The need to build a Reserve to offset the risk of programming a diverse program that is accessible to all in our community.
- Local competition
- Entertainment choices
- Consumer confidence
- Rising interest rates and household debt

*The Arts Live Here*

Thank You  
Questions?

