



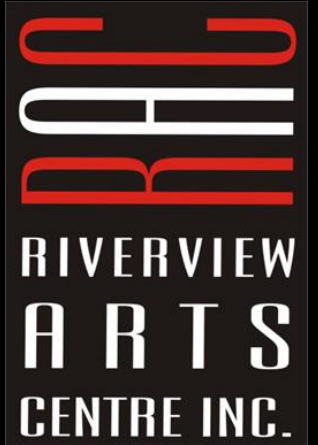
# RAC RIVERVIEW ARTS CENTRE INC

Town of Riverview  
October 24, 2019

# About us .....

## Riverview Arts Centre is a Registered Charity...Not-For-Profit Organization

- Established in 2006 – sound track record
- In our 14th year of serving the citizens of Riverview
- We belong to the community and strive to be a catalyst for Community Engagement & collaboration
- Our Mission is to: Enrich the Cultural life of the Community



# Our Mission supports the vision.....

RAC is directly aligned with the Town of  
Riverview's vision as that of a thriving  
community

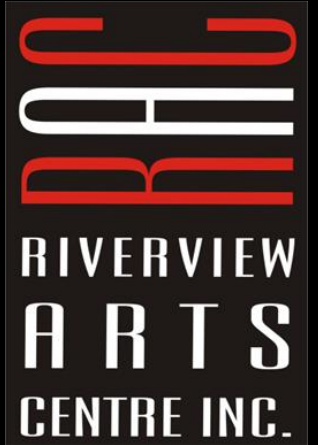
- Through collaboration we are thriving with exciting new programs such as summer camps, musical productions, dance shows, competitions, literary events and more....
- This growth has an economic spin off to our Town.



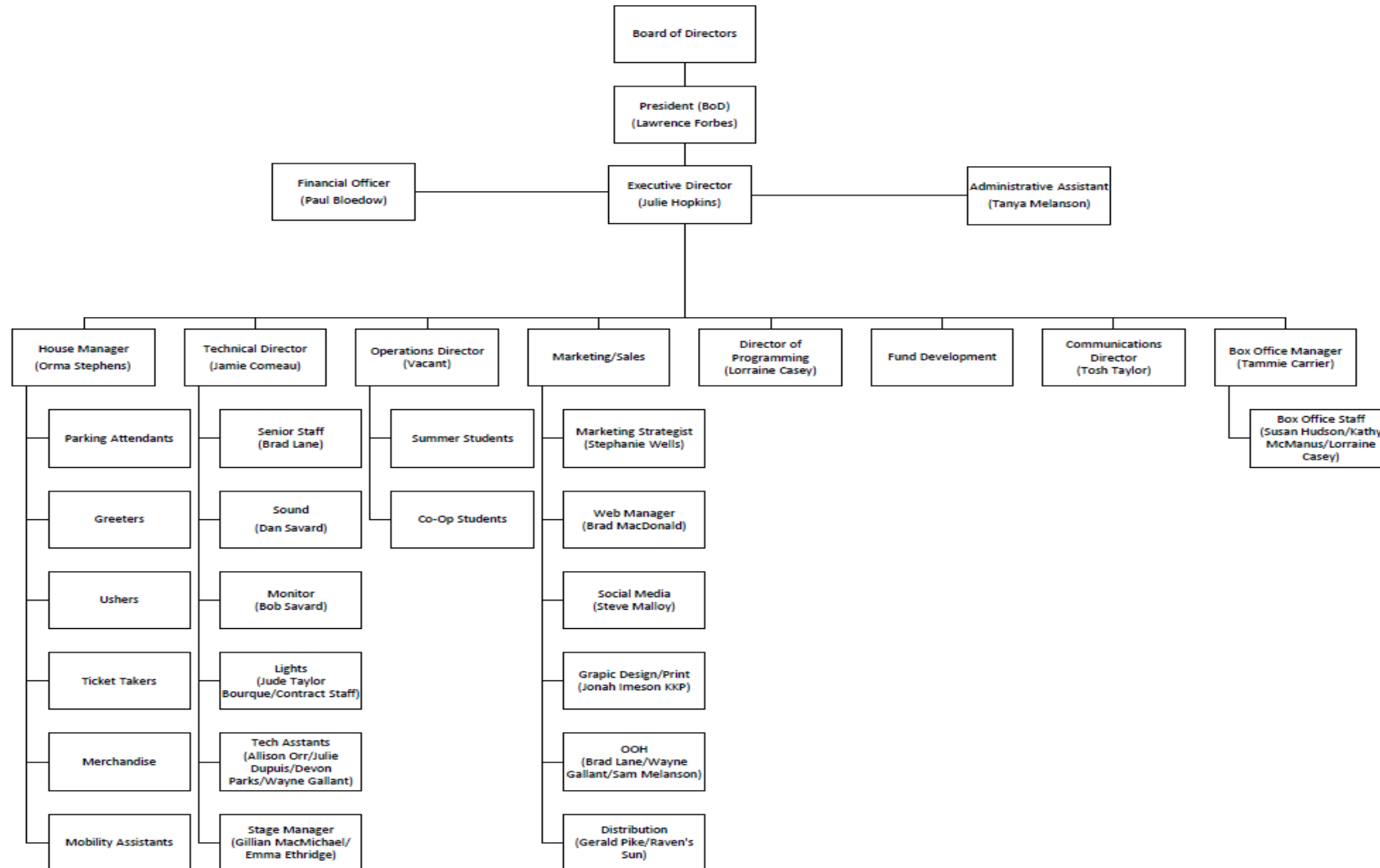
# Our core values aligned.....

RAC is directly aligned with the towns  
guiding principles:

- Leadership in the community to spark organizations and local business to come together for charity events:
- Garnered media support of our charities/community.....
- Events raise funds to promote: Becca Schofield Foundation, Safe Grad, Pro Kids, Albert County Action Committee, Lakeview Manor, Riverview High School, (band, Drama, alumni programs) & local community groups; United Way, various churches, and sports organizations.



# Leadership & growth.....



# Our Community goals align.....

## RAC is directly aligned with the towns Community Priority Areas:

- ✓ **Diversity through Arts & Cultural** - (we are making a major contribution to the towns priority of arts and culture in our community)
- ✓ **Leisure** — (ability for people to come together and stay connected & celebrate community through our performances)
- ✓ **Wellness** (all performances are affordable, accessible and provide a sense of belonging for participants)
- ✓ **Engagement** — (10,000 hours of volunteer involvement BOD, Ambassadors, working committees and show volunteers)

# What's New.....

- Strategic Plan /Venue feasibility study
- Diversity of programming – Arts is for Everyone!
- Administrative Assistant & Technical Director hired
- 12 technical staff & 10 logistical casual positions
- 5 Summer positions (4 students)
- Additional Summer Camp added
- Organizational growth
- Increased Rental opportunities
- Paid for School Theatre renovations
- Enhanced membership program



# What's New continued.....

## GROWTH IN ADDITIONAL:

- Funding
- Sponsors
- Enrichment opportunities for the High School
- Quality of performances — (juno nominated or award winning artists)
- Training & Education – programs - Oulton's College, NBCC, RHS
- Marketing with local businesses
- Excitement in programs just to name a few.....





# Sponsors

## Corporate & Government Sponsors 2019/2020

Funded by the  
Government  
of Canada

Financé par le  
gouvernement  
du Canada

Canada



Coverdale  
Family  
Medical Clinic  
384-2100



GoBenefits.ca



# Sponsors

## In Kind Sponsors 2019/2020







# VALDY

*September 20*

7:30 PM

# 3RD ANNUAL BECCA SCHOFIELD DAY OF KINDNESS

*September 21*

**7:30 PM**





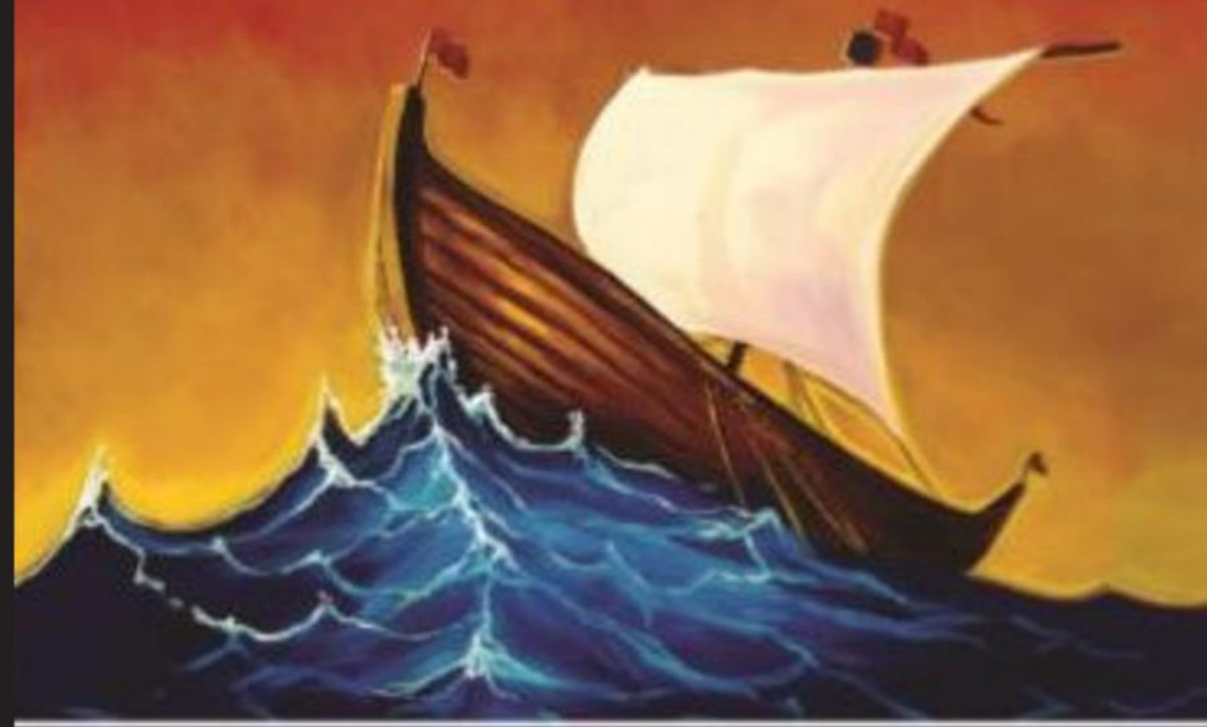
RAWLINS CROSS  
30TH ANNIVERSARY  
FLYING COLOURS TOUR

*November 7*  
7:30 PM

30<sup>th</sup> ANNIVERSARY TOUR

RAWLINS  
CROSS

*Flying Colours*



***Tis The Season***

***November 17***

**2:00 PM**







LENNIE GALLANT

*November 22*

7:30 PM



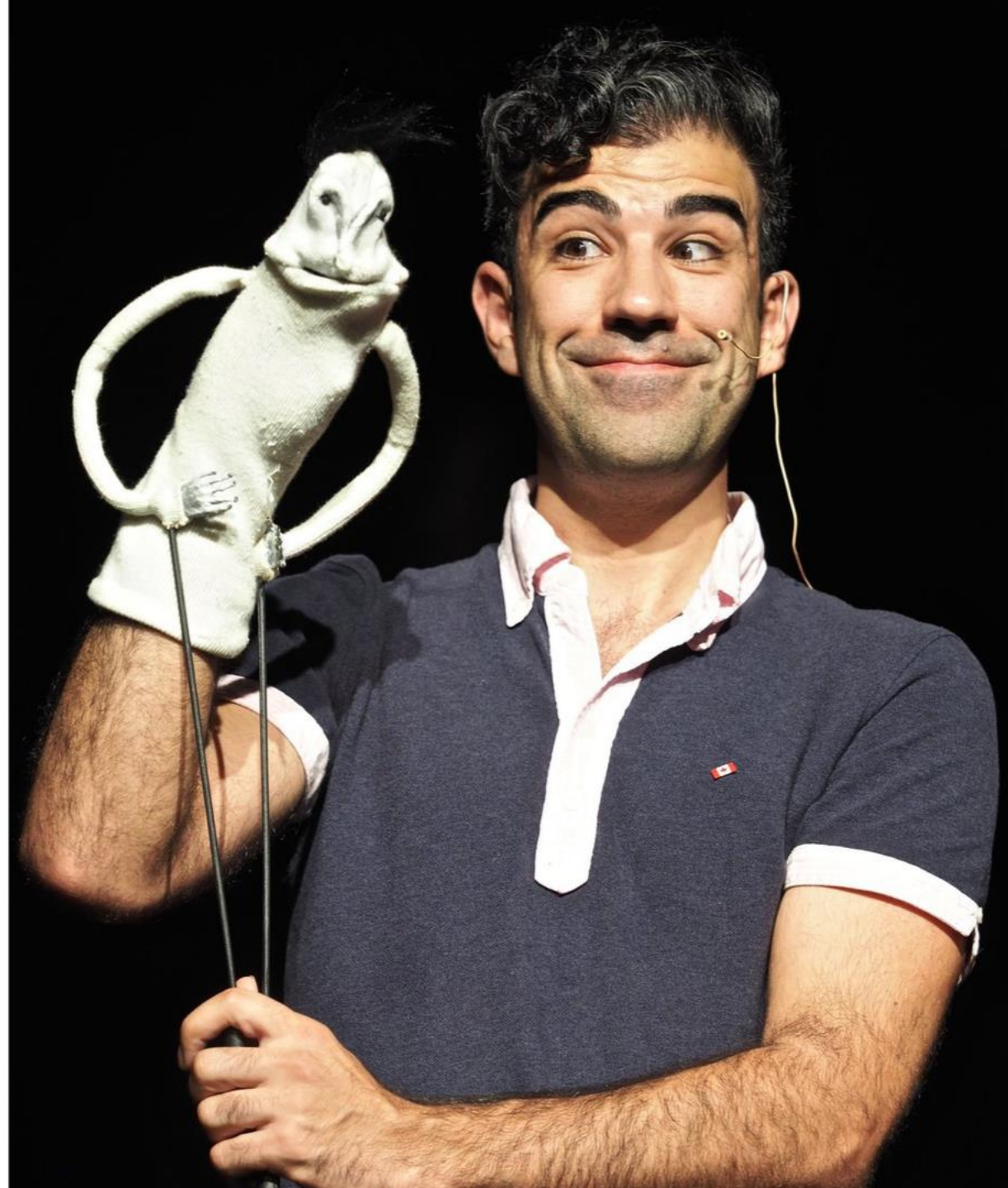
# *The Musical*

**DIRECTED BY MICHAEL MCARDLE**

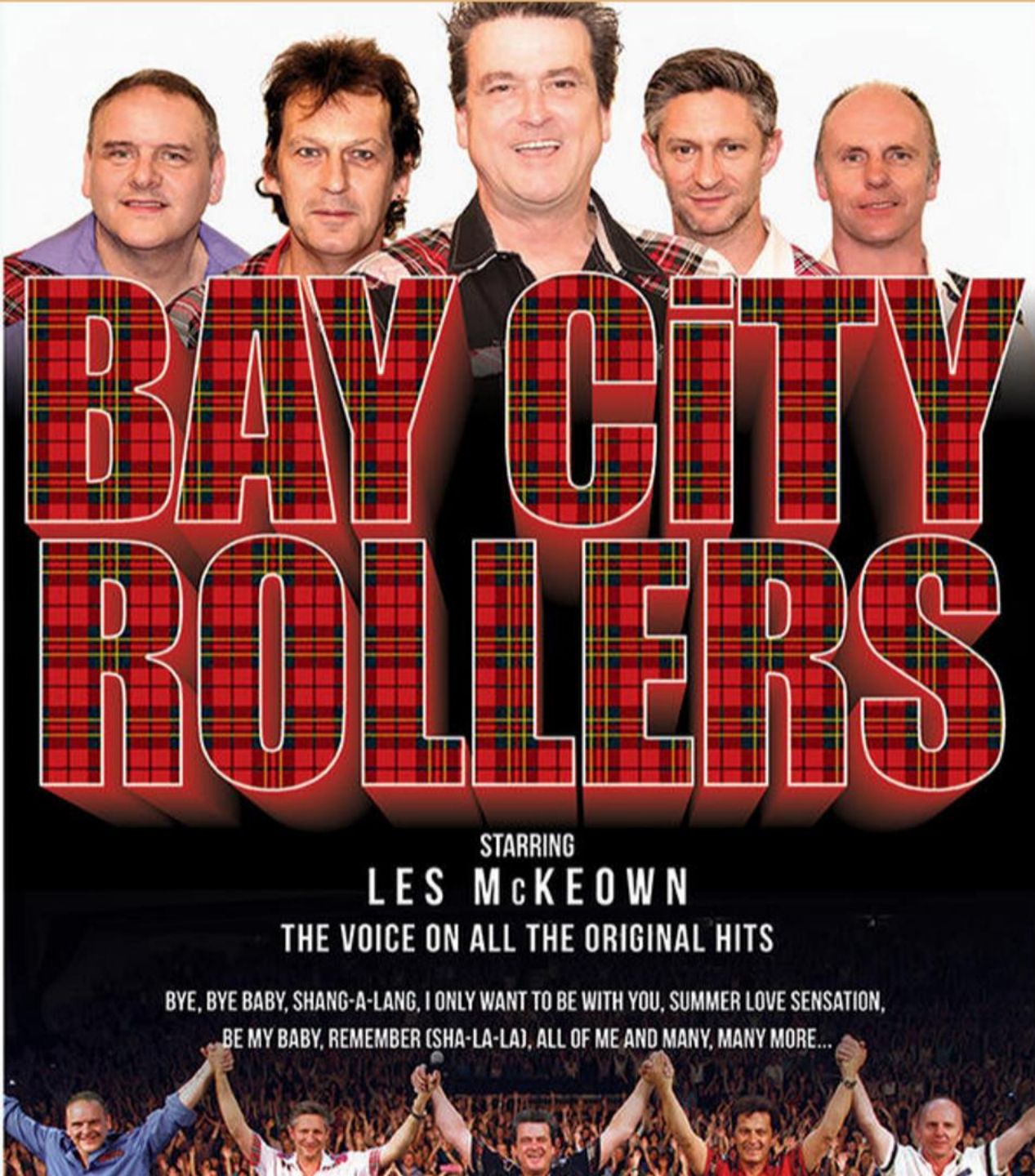


# THE JOSHUA SHOW

*February 20*  
6:30 PM







**LES MCKEOWN'S  
BAY CITY  
ROLLERS**

*March 7*

**7:30 PM**

THE  
Scottish Fiddle  
ORCHESTRA  
40th Anniversary Tour!



Scotland's National Fiddle Orchestra  
[www.sfo.org.uk](http://www.sfo.org.uk)

*April 4*  
7:30 PM



**CLASSIC ALBUMS LIVE:**  
**Tom Petty &**  
**The Heart Breakers**

*April 15*

7:30 PM



# Gratitude.....

- The Board of Directors, staff, along with hundreds of volunteers and thousands of participants pass our appreciation on to the Town of Riverview for your past support.
- Your support is critical for our continued growth.

Funds cover a portion of operational expenses in excess of \$250,000 and other areas included as;

- I. Our facility rental & repairs this year was approximately \$17,000
- II. Hydro and lease for sign
- III. Performers at special town events & advertising



# Financial.....

<b>Riverview Arts Centre Inc.</b>				
<b>Income &amp; Expenses</b>	<b>Actual 2017</b>	<b>Actual 2018</b>	<b>Projected 2019</b>	<b>Budget 2020</b>
<b>REVENUE</b>				
Event Proceeds/Fundraising/Rentals	\$ 94,578	\$ 156,071	\$ 179,308	\$ 180,000
Sponsorships/Donations	\$ 8,145	\$ 11,327	\$ 23,173	\$ 10,000
Grants (Town of Riverview, Other)	\$ 78,600	\$ 95,619	\$ 88,183	\$ 75,000
Other Income	\$ 2,464	\$ 29,000	\$ 5,000	\$ 10,000
<b>Total Revenue</b>	<u>\$ 183,787</u>	<u>\$ 292,017</u>	<u>\$ 295,664</u>	<u>\$ 275,000</u>
<b>EXPENSE</b>				
<b>Direct Expenses</b>				
Artist Fees & Expenses	\$ 61,023	\$ 51,263	\$ 57,380	\$ 60,000
Box Office (Direct & Indirect)	\$ 14,756	\$ 15,842	\$ 16,000	\$ 15,000
Facility Rentals	\$ 5,608	\$ 5,642	\$ 8,000	\$ 8,000
Production Expenses (Supplies, etc.)	\$ 43,913	\$ 34,853	\$ 38,000	\$ 25,000
Wages/Salaries	\$ 47,665	\$ 87,518	\$ 96,000	\$ 96,000
<b>Total Direct Costs</b>	<u>\$ 172,964</u>	<u>\$ 195,118</u>	<u>\$ 215,380</u>	<u>\$ 204,000</u>
<b>General &amp; Administrative Expenses</b>				
Advertising(Newspaper, Flyers, etc.)	\$ 24,453	\$ 30,131	\$ 40,000	\$ 40,000
Bank Fees/Membership Fees & Dues	\$ 3,771	\$ 1,673	\$ 2,000	\$ 2,000
Bursary	\$ 300	\$ 300	\$ 300	\$ 300
Insurance	\$ 2,001	\$ 2,655	\$ 2,673	\$ 2,673
Office Supplies	\$ 1,605	\$ 4,085	\$ 5,000	\$ 5,000
Sign Lease	\$ 7,824	\$ 7,824	\$ 7,824	\$ 7,824
Telephone	\$ 4,897	\$ 5,321	\$ 5,680	\$ 5,700
Other Admn. Costs	\$ 9,068	\$ 3,358	\$ 9,300	\$ 7,400
GST/HST Refund		\$ (5,326)		
<b>Total General &amp; Admin. Expenses</b>	<u>\$ 53,920</u>	<u>\$ 50,021</u>	<u>\$ 72,777</u>	<u>\$ 70,897</u>
<b>TOTAL EXPENSE</b>	<u>\$ 226,884</u>	<u>\$ 245,139</u>	<u>\$ 288,157</u>	<u>\$ 274,897</u>
<b>SURPLUS/(DEFICIT)</b>	<u>\$ (43,097)</u>	<u>\$ 46,878</u>	<u>\$ 7,507</u>	<u>\$ 103</u>

# Let's keep the momentum moving.....

We respectfully ask Council To Consider a Grant in the amount of \$59,000.



- Your support would allow us to:
  - I. Increase marketing programs – directly impacting local businesses and driving more traffic to our community.
  - II. Attract better quality performers – increasing traffic and economic development to Riverview
  - III. Build our capacity in Sales, Development, Funding, Programming & Public relations and remain competitive in industry
  - IV. Expand on Facility opportunities

*Questions?*

