
MASSEY HALL

&

ROY THOMSON HALL

2013-2014
ANNUAL REPORT

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Cover: Great Lake Swimmers perform as part of the *Live at Massey Hall* series

We would like to thank and credit the photographers whose images helped capture our favourite moments of 2013-14 and are seen throughout this report. They include: Gary Beechey, Mark Blinch, Malcolm Cook, Mitch Fillion, Jag Gundu, Sian Richards and Barry Roden. (Photo of Michie Mee with RTH Award plate courtesy of the Toronto Arts Foundation.)

WHO WE ARE

The Corporation of Massey Hall and Roy Thomson Hall is a not-for-profit, charitable organization, managed by a professional management team with a volunteer Board of Governors. We:

PROVIDE *a world-renowned environment to showcase international arts and a public space for the cultural and corporate communities of the Greater Toronto Area.*

SUPPORT *the development of Canadian talent.*

INCREASE *and enhance our worldwide profile as a leader in the arts community through our professionalism and programming, while remaining operationally self-sufficient.*

Our vision is to provide access for all to meaningful music experiences in our world-class concert halls and beyond, by investing in artists, audiences, education, and technology to respect the diversity of the communities we serve. We aim to generate excitement around performance and music, building on the unique strengths of both Halls.

A MESSAGE FROM
*The Chair
& President*

On behalf of the Board of Governors and staff at The Corporation of Massey Hall and Roy Thomson Hall we thank you—our clients, sponsors, members and donors—for your continuing patronage. We are proud of the Corporation’s tradition of providing quality programming in our concert halls and venues throughout the city while maintaining fiscal stewardship. With your support, the 2013-2014 season was a success, both artistically and financially.

Last season we expanded our reach and advanced our vision to evolve from a “venue” company to a “music” company that develops, nurtures and celebrates emerging talent. As detailed in this report, this included launching two strategic initiatives: the *Live at Massey Hall* concert and concert film series, and the *Live on the Patio* series at Roy Thomson Hall. In July, the Corporation acquired land behind Massey Hall and began construction on the first phase of a major revitalization project. With this expanded footprint, we can now advance our long term goals to preserve and refurbish Massey Hall, create much-needed artist and patron

space, improve accessibility and create the most exciting place to see live music in Canada.

The arts play a vital role in building cities, attracting investment and improving the quality of our lives. With you, we are part of an extraordinary artistic community. Toronto is home to 93% more artists than any other Canadian city. Arts and culture contributes \$11.3 billion annually to Toronto’s GDP.

“The arts play a vital role in building cities, attracting investment and improving the quality of our lives.”

We look forward to building on the strategic initiatives that we launched last season, growing our investment in artist and audience development, expanding our scope and enhancing the cultural vitality of this musically rich city.



Richard Hamm

Richard Hamm

CHAIRMAN OF THE BOARD

Charles S. Cutts

Charles S. Cutts

PRESIDENT & CEO

THE YEAR AT MASSEY HALL

There are few venues more revered in Canada than Massey Hall. In its first 120 years, the iconic hall has welcomed the greatest performers the world has ever known and provided countless memories to all those in attendance. The 2013-14 season once again featured musicians, comedians and other renowned entertainers who delighted audiences throughout the year.

ESTRELLA MORENTE

TUESDAY, MARCH 11 ◀



NEIL YOUNG

SUNDAY, JANUARY 12 ◀



ELVIS COSTELLO

SATURDAY, JUNE 14 ▶



PATTI SMITH

FRIDAY, SEPTEMBER 6 ◀

The Year at ROY THOMSON HALL

Nestled gem-like amid the heart of the city's downtown entertainment core, Roy Thomson Hall continues to be of vital artistic influence. Since 1982, it has played host to thousands of world-renowned artists and orchestras—including its resident company, the Toronto Symphony Orchestra—and has celebrated hundreds of galas, festivals, and important business and community events.



BRAVISSIMO!

TUESDAY, DECEMBER 31 ◀

LA PHIL
GUSTAVO DUDAMEL
MUSIC DIRECTOR

WEDNESDAY, MARCH 19 ▶



**NATIONAL
GEOGRAPHIC
LIVE**

NOVEMBER 11-12
DECEMBER 2-3
FEBRUARY 24-25
MAY 12-13 ▼



**ARETHA
FRANKLIN**

FRIDAY, APRIL 25 ▼



**24TH ANNUAL
MASSED
MILITARY BAND
SPECTACULAR**

SUNDAY, OCTOBER 27 ▲



LIVE AT MASSEY HALL

In May 2014, the Corporation launched *Live at Massey Hall*, a live concert and concert film series devoted to showcasing Canada's next generation of musical artists and to engaging new audiences in innovative ways. Tickets to these concerts were priced at an accessible \$18.94, a nod to the year Massey Hall opened.

Four concerts were staged at Massey Hall featuring eight Canadian artists and bands. Nearly 9,000 people entered through Massey Hall's famous red doors and thousands more continue to experience these concerts through the concert films and live audio recordings.

Each 30 minute black and white concert film includes songs from the show alongside artist interviews and footage showcasing the venue. Films are hosted on a dedicated website—liveatmasseyhall.com—and are free for anyone to watch.

In August 2014, the Corporation announced the first two concerts of the 2014–15 *Live at Massey Hall* series which will feature Dan Mangan + Blacksmith, Hayden, and Shad. The Corporation is proud to invest in the future of Canadian live music while honouring its rich history at Massey Hall.

“There’s no debating that playing Massey is considered a career milestone or a highlight for an act, so I love the idea that it’s giving some of this country’s favourite independent artists a chance to make their debut there...”

– Errol Nazareth, Toronto Sun, May 23, 2014

CONCERTS IN THE 2013-14 SEASON



May 23, 2014

TIMBER TIMBRE

With Special Guest
COLD SPECKS



May 31, 2014

COEUR DE PIRATE

With Special Guest
BRY WEBB



July 8, 2014

GREAT LAKE SWIMMERS

— & —

**THE RURAL
ALBERTA ADVANTAGE**



July 10, 2014

BASIA BULAT

— & —

DESTROYER

LIVEATMASSEYHALL.COM



ROY THOMSON HALL

Live on the Patio

SUMMER 2014 saw the launch of the *Live on the Patio* series at Roy Thomson Hall, occurring weekly from July through August. The Corporation partnered with a number of music community collaborators, including TURF, Six Shooter Records and the TSO, to curate live music performances on the pond. Admission to the patio was free to the public and attendance ranged from 150 to 400 people at each event. The Corporation partnered with Barque Smokehouse, a popular Toronto BBQ restaurant.

Made possible with the support of:



Canadian Heritage
Patrimoine canadien



MASSEY HALL REVITALIZATION PROJECT



WHEN MASSEY HALL OPENED ON JUNE 14, 1894, the Globe newspaper hailed it as “the greatest musical event in the history of Toronto.” Hart Massey’s gift to the city of an “auditorium - spacious, substantial and comfortable” was, as he described it, “the completion of a long cherished dream.”

In 2013-14, Massey Hall celebrated two significant milestones: the 120th anniversary of the opening of the Hall and the acquisition of 4,804 square feet of land immediately to the south of the Hall from MOD Developments Inc. With this land, the Corporation can now advance its long-held vision to revitalize Massey Hall. Thanks to generous support from the Federal and Provincial Governments, The City of Toronto and individual and corporate donations, the first component of this multi-phased revitalization project has begun. This work, which will take place over several years,

will include construction of the basement and foundation for a new addition on the expanded footprint behind the auditorium.

During the 2014-15 season, construction will focus on the excavation of the new basement. Patrons will notice a three-story steel structure erected on Victoria Street that is housing temporary administrative office space and heating and cooling systems. Massey Hall will remain open throughout all construction for concerts and events this season. The Corporation looks forward to building on Hart Massey’s dream by preserving our beloved Hall and adding space and facilities that will make Massey Hall an even better venue for presenters and patrons alike.



ARTIST & AUDIENCE Development

The Corporation is proud to continue its signature Artist & Audience Development program, introducing artists to new audiences, and audiences to new artists by presenting concerts in a wide variety of concert venues alongside custom and comprehensive outreach initiatives including video featurettes, podcasts, live concert recordings, blog entries written by artists, and meet the artist opportunities.

The 2013-14 season saw Matt Andersen (pictured) make his headline debut at Massey Hall, having been presented previously by the Corporation at Glenn Gould Studio, the Winter Garden Theatre, and as special guest performing prior to Buddy Guy in 2011. All told, over 7,000 people have seen Andersen perform in Toronto in Massey Hall presentations since 2010.

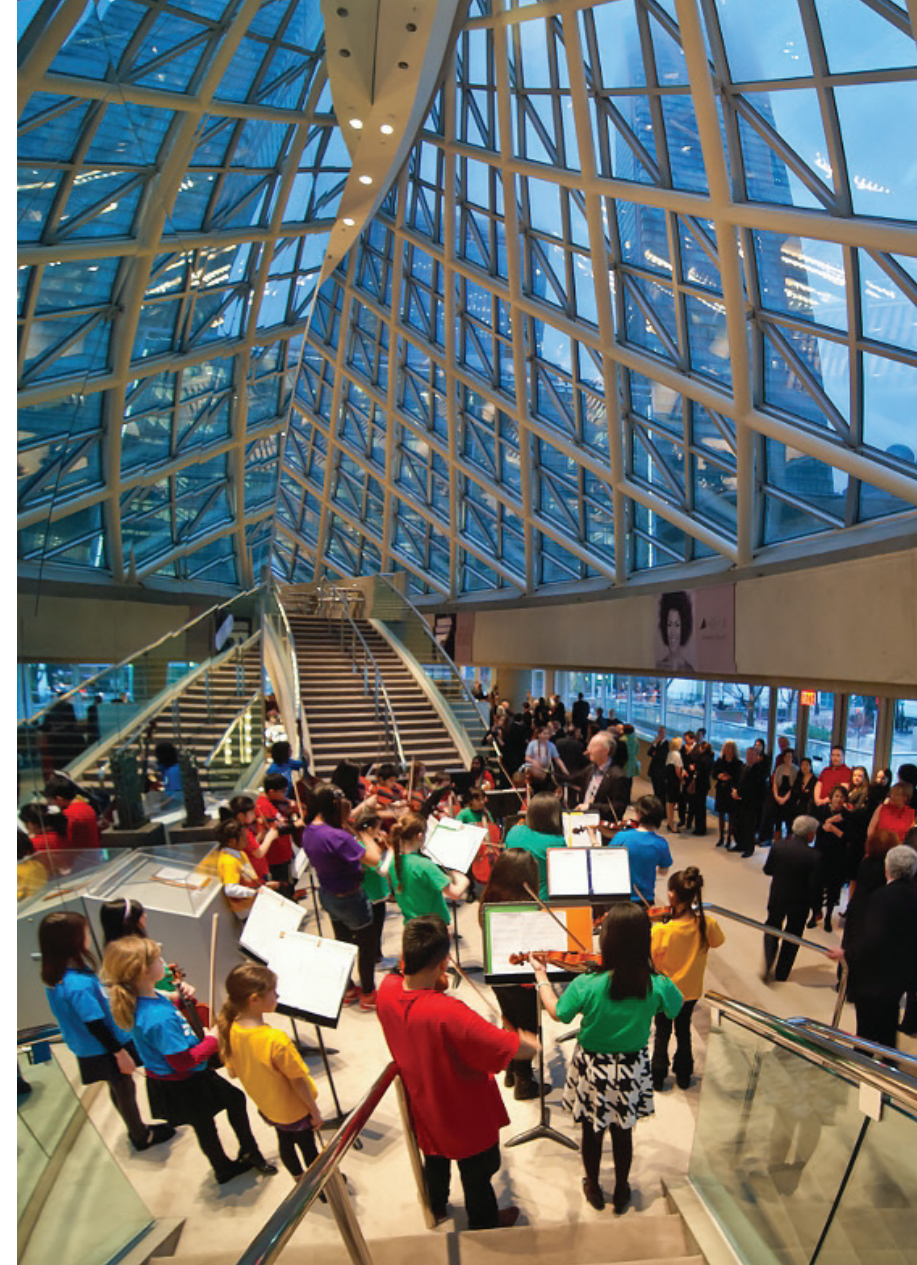
Through this partnership, the Corporation worked collaboratively with Andersen and his team to help to nourish and cultivate his relationship with current and future fans including the online release of a very special video showcasing Andersen performing acoustically, filling Massey Hall with his impressive voice and passionate guitar playing. He was also featured on the cover of the Corporation's season brochure alongside several other Canadian artists also part of this program which included, among others, singer-songwriter Daniel Romano

(who performed at the Harbourfront Centre Theatre), singer-songwriter Royal Wood, folk-pop duo Dala and world-fusion singer Amanda Martinez (who each performed at the Winter Garden Theatre), as well as soprano Wallis Giunta (who performed at Roy Thomson Hall as part of Bravissimo!). The Corporation has become known as a key partner in the growth of artists' careers and a trusted source for the introduction of new sounds to audiences from Toronto and beyond.

“The Massey Hall artist development series has become an integral part in the growth of Canadian music by providing a strategic plan at achieving success in a city of five million. Their ability to spot talent, recognize artists who are in a position of growth, regardless of label affiliation or financial situation, provides the best opportunity in the country for an artist to succeed.”

— **Evan Newman,**
Director, Outside Music

Made possible with the support of:



◀ **LA Phil, Gustavo Dudamel,** **Music Director**

Thirty Sistema Toronto participants perform at Roy Thomson Hall's pre-concert gala prior to attending the evening performance by the LA Phil led by music director Gustavo Dudamel, the most famous graduate of Venezuela's El Sistema music education program. Over 200 Sistema Toronto students also attended the performance as guests of *Share the Music*.

Mariinsky Orchestra, Valery Gergiev, **conductor**

Repertoire chat hosted by Tafelmusik violinist Patricia Ahern.

Hungarian State Folk Ensemble

Folk music workshop-demonstration with host-dancer Andrea Dobi and members of the Kodaly Dance Ensemble.

Jazz at Lincoln Center Orchestra **with Wynton Marsalis**

Attendance at orchestra's sound check followed by Q&A with members of the band and workshop with host-trombonist Ron Westray, saxophonist Kelly Jefferson, pianist David Restivo, drummer Anthony Michelli and bassist Artie Roth.

Preservation Hall Jazz Band

New Orleans-style workshop demonstration with Toronto's Heavyweights Brass Band.

Classic Albums Live

The Beatles: Abbey Road

Workshop with host-vocalist-pianist Michael Johnston, bassist Maury LaFoy and guitarist Steven Foster.

Matt Andersen with special guest **David Myles**

Blues chat hosted by guitarist-singer-broadcaster Danny Marks.

Zakir Hussain & The Masters **of Percussion**

Workshop-demonstration of traditional Indian music with host-kathak dancer Joanna de Souza, tabla artist Santosh Naidu, sitarist Christopher Dicran Hale and ghatam (clay pot) performer Kajajevan.

Share the Music

Once again, the Corporation's arts and education outreach program welcomed more than 1,700 young people (ages 8 to 18) of all backgrounds into our halls during the 2013-2014 season to attend selected performances (chosen from our regular concert season) and related

pre-concert workshops hosted by noted local performers. Thanks to presenting sponsor Sun Life Financial and many individual, corporate and foundation donors, *Share the Music* enriched and inspired young people through the following dynamic events:

Made possible with
the support of:



Making the Arts
More Accessible®

FINANCIAL STATEMENTS

BALANCE SHEET

ASSETS

Current

	2014	2013
Cash and cash equivalents	7,222	4,593
Short-term investments	3,054	3,011
Accounts receivable	1,277	1,080
Inventories	169	151
Prepaid expenses	236	234
Total current assets	11,958	9,069
Investments, at market	5,545	4,209
Capital assets, net	51,347	44,649
	68,850	57,927

LIABILITIES AND NET ASSETS

Current

	2014	2013
Accounts payable and accrued liabilities	3,837	2,821
Deferred revenue	5,567	5,356
Total current liabilities	9,404	8,177
Deferred capital contributions	47,097	41,526
Net assets		
Unrestricted	12,149	8,224
Internally restricted	200	-
Total net assets	12,349	8,224
	68,850	57,927

Incorporated by Special Act under the laws of Ontario

For a complete set of financial statements for the fiscal year ended August 31, 2014, please email us at reachus@rth-mh.com

An unqualified report was issued by independent auditors on the financial statements for the year ended August 31, 2014.

The Corporation of Massey Hall and Roy Thomson Hall is a registered charitable organization.
No. 11922 8633 RR0001

As at August 31, 2014, the Roy Thomson Hall and Massey Hall Foundation had net assets of \$411,000 of which \$358,000 was an endowment fund restricted for music education and programming support.

VENUE ATTENDANCE



619,182

Total performance & event attendees

MUSIC STORE



12,049

CDs, books & DVDs purchased

TIFF



16,000

Bags of popcorn sold at Roy Thomson Hall during TIFF

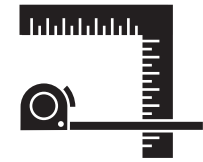
CANADIAN ARTISTS



8

Featured on the 2013-14 season brochure cover

MASSEY HALL DEVELOPMENT



7,200

Square footage of future development

VALUED SUPPORT



10

Volunteers who have served for 20+ years

OUR HISTORY



152

Gordon Lightfoot performances at Massey Hall

PROMOTION



335,000

Total 2013-14 season brochures distributed

STATEMENT OF OPERATIONS AND CHANGES IN UNRESTRICTED NET ASSETS

For the year ended August 31
2014 **2013**
(In thousands of dollars)

REVENUE

Programming	6,436	5,530
Ticketing services, front of house and production	4,435	4,284
Bar, catering, parking and music store	5,715	5,859
Rental	2,123	2,007
Amortization of deferred capital contributions	2,526	2,243
Development (friends, gala, sponsorship, arts education and community outreach)	1,625	1,519
Other	342	182
	23,202	21,624

EXPENSES

Programming	6,758	5,874
Ticketing services, front of house and production	3,821	3,744
Bar, catering, parking and music store	3,219	3,253
Amortization of capital assets	2,952	2,664
Development (friends, gala and sponsors)	452	418
Administration	3,136	2,798
Building operations	2,626	2,514
Arts education and community outreach	212	243
Massey Hall Revitalization Project expenses	279	432
	23,455	21,940

Deficiency of revenue over expenses from operations (253) (316)

Investment income 836 850

Excess of revenue over expenses 583 534

Transfer to internally restricted net assets (200) -

Net change in unrestricted net assets before land contribution 383 534

Unrestricted net assets, beginning of year 8,224 7,690

Land contribution 3,542 -

Unrestricted net assets, end of year 12,149 8,224

STATEMENT OF CASH FLOWS

For the year ended August 31
2014 **2013**
(In thousands of dollars)

OPERATING ACTIVITIES

Excess of revenue over expenses for the year	583	534
Add (deduct) items not affecting cash		
Amortization of deferred capital contributions	(2,526)	(2,243)
Amortization of capital assets	2,952	2,664
Pension plan expense	-	20
Net change in non-cash working capital balances related to operations	514	(306)
Pension plan contributions	-	(147)
Investment income	(836)	(850)
Cash provided by (used in) operating activities	687	(328)

INVESTING ACTIVITIES

Purchase of capital assets	(1,699)	(1,300)
Massey Hall Revitalization Project	(4,174)	(2,103)
Purchase of short-term investments, net	(44)	(2,718)
Proceeds on sale (purchase) of long-term investments	(500)	3,000
Cash used in investing activities	(6,417)	(3,121)

FINANCING ACTIVITIES

Contributions restricted for purchase of capital assets		
Government grants	6,462	260
Other	1,481	1,116
Donations for Massey Hall Revitalization Project	416	402
Cash provided by financing activities	8,359	1,778
Net increase (decrease) in cash and cash equivalents	2,629	(1,671)
Cash and cash equivalents, beginning of year	4,593	6,264
Cash and cash equivalents, end of year	7,222	4,593

SHARE THE MUSIC



1,729

Children & youth participants



7,893

Total attendees at free noon choir & organ concerts

MEMBERSHIP



2,226

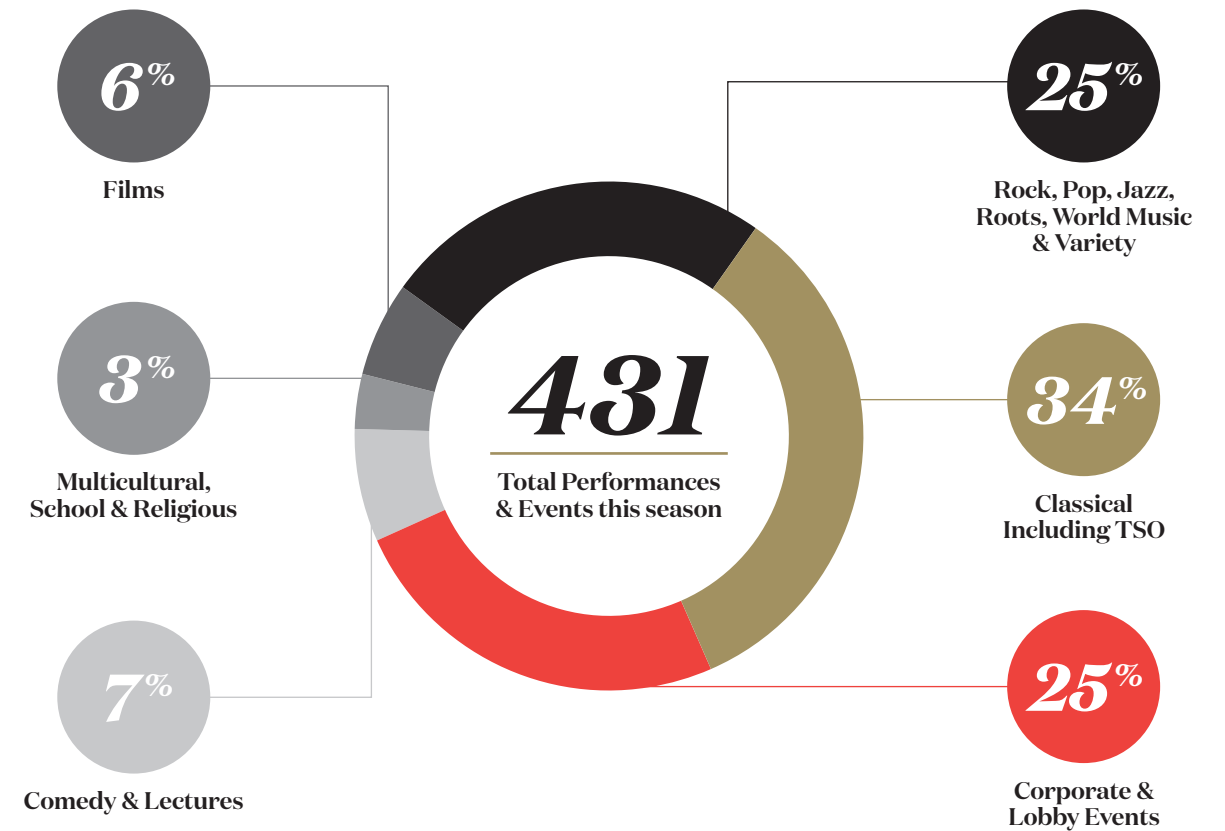
Friends First & Marquee Members



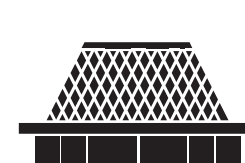
21,388

Tickets purchased by Friends First & Marquee Members

EVENT TYPES 2013-14



OUR SHOW VENUES



Roy Thomson Hall



Massey Hall



Winter Garden Theatre



Harbourfront Centre Theatre



The Great Hall



The Rivoli



The Drake Hotel

PRESENTERS, PROMOTERS & CLIENTS

The founding mandate of the Corporation of Massey Hall and Roy Thomson Hall — “to offer facilities to a family of users” — has stayed true to its message over the decades, growing in strength and diversity each season. We are therefore proud to salute the many rental clients, promoters and partners who, through a wide variety of concert presentations, business and education sector events, continue the important work of keeping this message, and the legacy of our great halls, alive and thriving.

1904467 ONTARIO LTD.
Accenture
AEG Live Canada Ltd.
AGF Investments Inc.
Agnew Peckham
American Express Canada
Attila Glatz Concert Productions
Bell Canada
Bell Media
Blakes, Cassels, & Graydon
BMO Nesbitt Burns
Bounty Enterprises Inc.
Boxer Communications Inc.
Bureau du Québec à Toronto
CA Technologies
Cadillac Fairview
Canada's Walk Of Fame
Carmen's Inc.
Casino Rama
Centre for Civic Engagement
Chai Lifeline Canada
Chatelaine Magazine
CHIN Radio
City of Toronto
Classical 96.3 FM/AM 740
Collective Concerts
Consulate General Of Italy - Italian Trade Commission
Corner Market Capital Corp.
Cornerstone 52 Foundation
CP24, a division of Bell Media Inc.
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Diamond Integrated Marketing
Eglinton Carpet Entertainment Inc.
Ernst & Young
Fairfax Financial Holdings Ltd.
Flip Event and Meeting Planning Inc.
GEP Productions Inc.
GoodLife Fitness
Hay House Inc.
HSBC Bank Canada
IBM Canada Ltd.
Influence Marketing
Joylister
Ken Shaw Lexus Toyota
Let's Talk Entertainment Inc.
Lifford Wine & Spirits
Live Nation Ontario Concerts GP, Inc.

Live Nation Touring (Canada) Inc.
LiveAct.ca
MAZON Canada
McGill University
Melissa Andre Events
Mercer
Merrill Lynch Canada Inc.
Metropolitan Community Church of Toronto
Million Dollar Round Table
Mixer Inc.
National Bank Financial
National Geographic Society
National Geographic Society
North By Northeast Conferences Inc.
OCAD University
Office of Protocol of Canada
Ontario Christian Music Assembly
Ontario Teachers' Pension Plan Board
Orchestre symphonique de Montréal
Our Kids Publications
Pandora Jewelry Ltd.
Paul Mercs Concerts Inc.
Prepskills Inc.
Productions Juste Pour Rire II Inc.
Ramsay Writes Inc.
RBC
RBC Global Asset Management
RBI Productions Inc.
Response Innovations Inc.
RMA - Reinsurance Management Associates
Rogers Communications Inc.
Royal Canadian Military Institute
RSA (Royal Sun Alliance)
Rubin Fogel Productions Ltd.
SAS Canada
Sears Canada

Services OR LP/SEC
(NortonRoseFulbright)
Show One Productions Inc.
Single Minded
Small World Music Society
Spirit Event Production
St. Andrew's College
St. Clement's School
St. Michael's Choir School
Steinway Piano Gallery Toronto
Strain Can Productions Inc.
Sun Life Financial
Tafelmusik Baroque Orchestra & Chamber Choir
Target Canada
TD MusiCounts
Ten TV
The Canadian Payroll Association
The Joey Cee Organization
The Last Ship, LLC
The Law Society Of Upper Canada
The Salvation Army
Thirteen Advertising and Design Inc.
Thomson Reuters Corporation
Tiffany & Co.
Toronto Blues Society
Toronto Children's Chorus
Toronto District School Board
Toronto Downtown Jazz
Toronto Entertainment District BIA
Toronto Festival of Arts, Culture & Creativity (Luminato Festival)
Toronto International Film Festival
Toronto Symphony Orchestra
Torys LLP
Travelers Insurance Company of Canada
Tricon
University Of Toronto
Veritas Communications
WestBeth Entertainment North Inc.
Willow Breast Cancer Support Canada
Workplace Safety & Insurance Board (WSIB)
World Changers Church International
World Financial Group in Canada
Yamana Gold
Zulu Alpha Kilo Inc.



Music Director Peter Oundjian conducts the Toronto Symphony Orchestra

MEMBERS, SPONSORS & DONORS

In addition to operating two of the world's finest concert halls, our mission as a not-for-profit organization is to nurture the growth and success of Canada's music community. We gratefully acknowledge the following Massey Hall and Roy Thomson Hall members, sponsors and donors, whose generosity supports our education, community outreach and artist development initiatives.

Thank you for investing in music and musicians, and enriching Toronto's artistic community with your patronage and support.

CORPORATE MARQUEE CLUB

Attila Glatz Concert Productions
Chantler's Environmental Services
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Davies Ward Phillips & Vineberg LLP
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Patrick Mohan
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Anne & Chris Rankin
Wayne Reeves & Julia Madden
Ross & Jane Reynolds
Catherine Robbin & Eugene McEleney



Governor Linda Campbell with Shirley Lees and Jim Mylrea

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 Martin Williams
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The Roy Thomson Hall Award recognizes creative, performing, administrative, volunteer or philanthropic contributions to Toronto's musical life by a person, ensemble or organization. Established in 1984 by the Volunteer Committee of Roy Thomson Hall to thank the community that supported the conception and building of the new concert hall, the \$10,000 cash prize is awarded every two years at the Mayor's Arts Awards Luncheon presented by the Toronto Arts Council.

◀ *The 2014 Roy Thomson Hall Award was won by hip-hop artist Michie Mee, a national hip-hop pioneer.*



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