

CIRCUSWEST ANNUAL REPORT 2024

CircusWest

DREAM BIG PUSH LIMITS DEFY GRAVITY

CircusWest gratefully acknowledges we operate on the traditional territory of the Coast Salish peoples, including the territories of the Musqueam, Squamish and Tseil Waututh Nations.



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ORGANIZATIONAL SUMMARY

The CircusWest Performing Arts Society is a registered non-profit charity founded in 1984. Our team brings years of circus arts training and performance experience.

CircusWest is governed by a volunteer Board of Directors elected annually by our membership. In addition to providing governance and strategic direction for the organization, directors also serve on internal committees.

Core values: Our relationships and decisions are driven by our commitment to:

- **Community – We work together to make circus safe, inclusive, & fun for all.**
- **Excellence – We foster a supportive environment & promote excellence and creativity in all aspects of our programming & performances**
- **Teamwork – We believe in the power of collaboration with our students, staff and membership.**
- **Respect – We celebrate diversity & require responsible, ethical, accountable behavior from all stakeholders**

MISSION AND VISION

Our Mission -

- **INSPIRE** excellence in all aspects of circus

Our Vision -

- Provide **EXCEPTIONAL** Circus programming, performances and support for **ALL** participants

PRESIDENTS REPORT

Once again this was another very successful year, celebrating our 40th anniversary. To celebrate and engage the community the team put on a show showcasing current and past CircusWest alumni that was a hi!. Also, we had another excellent year end show at the PNE Forum. I would also like to recognize the Wither's family who's outreach for our scholarship program and support to bring school groups to our show was again so generous and appreciated. Lastly, a big thank you to the students, staff and all the volunteers who are the reason the show is successful and could not do it without them. This year we are very excited to continue to expand our program offerings including the Preparatory Program now entering its third year and developing new students and performances.. The staff have accomplished positive progress achieving the goals set out in the strategic plan as well. I would like thank the CircusWest staff for their excellent work and dedication that makes CircusWest such a successful society along with the excellent support we receive from volunteers and donors that make such a difference to CircusWest's programs. I am excited to see the growth of CircusWest and watch them to grow to the next level. Lastly, I would like to thank the Board and Mark, our CEO, for all the work done over my time on the CircusWest as this is my last year of my term and it has been an honor to be on the Circus West board.

Andrew Stewart - Chair

CEO'S REPORT

Good evening members. Again, I have the privilege to welcome you to the 2024 Annual General Meeting. Our year has been full of growth, both internally along with expanding our programming and performance pathways further. Our partnerships continued to grow and a huge thank-you to the BC Government, City of Vancouver and the PNE for their continued support.

Our May Show this year had another amazing run as the cast and crew delivered another breathtaking performance on the Forum stage for the second year. A huge congratulations to our Artistic Director Jay, all the staff and cast, along with our dedicated volunteers for creating another amazing story. Show week was followed up with our 40th Anniversary celebration that was held at the Annex in Vancouver. This celebration bridged the 40-year history of CircusWest with old and new alumni coming together to create one of the most memorable evenings of circus in a long time. We again look forward to a dedicated show week for 2025 with a new story and performance stream student cast!

The Board of Directors and management continue to focus on the long-term sustainability and growth of the organization through expanding our programming and performance reach. Thank you to all the members who attended our 2023 AGM, one of the best turnouts we have ever had. We strive and continue to enrich our delivery in 2025 once again.

Finally, a huge thank you to our outgoing president Andrew Stewart, whose terms have come to an end. Your advisement and support toward myself and the staff do not go unnoticed. Our board of directors, who's continued oversight into the organization's direction this past year, thank you! We continue to solicit new nominations with skills that will align and enrich our governance board, please consider volunteering this year. Appreciation to all our tireless volunteers that make CircusWest such an amazing organization to be a part of.

A huge thank-you again to all our staff, new and old, who's passion for the circus craft and drive to support our members will keep CircusWest strong for another 40 years!

Sincerely
Mark J. Schuett
CEO - CircusWest

TREASURER'S REPORT

Fiscal year ending August 31, 2024

This fiscal year saw revenues increase by 6% surpassing \$1 million for the first time in five years. There was an impressive growth in programming revenue reaching over \$760,000, a 9% increase over 2023. There was decrease in performance revenue but gains across all other revenue categories.

Expenses also increased by 6% for the year. CircusWest strives to pay above the living wage for Vancouver for all adult staff members. During the year, they reported an average increase of 6% for salaried staff and 9% for part-time employees, keeping ahead of inflation. There were some non-routine expenses during the year including the addition of the 40th anniversary performance initiative and the write of some bad debt expenses related to a prior year.

CircusWest ended the year with a deficit of \$24,486 (2023 restated deficit \$23,890). These years have drawn down on prior years General Fund balance to end at \$84,567. There is also \$28,185 in a Capital Asset Reserve Fund for total healthy ending Fund balance of \$112,751.

The cash balance ended up at \$263,000 (2022: \$300,000). Current assets (\$275,000) are in excess of the current liabilities (\$227,000) demonstrating their robust ability to meet its obligations.

Entering a new fiscal year, CircusWest has presented a balance budget with continued steady growth forecasted.

Thank you to management, staff, volunteers, donors and granting bodies for your dedication and inspiration.

Nadine Poznecov, CPA, CGA

FINANCIALS

FINANCIAL HIGHLIGHTS

For the fiscal years ending August 31, 2024 and August 31, 2023

REVENUES	2024	%	2023	%
Programming	760,178	75%	698,443	73%
Performance	89,698	9%	111,974	12%
Grants	104,499	10%	91,445	10%
Fundraising	8,931	1%	7,183	1%
Other	46,027	5%	41,996	4%
Total Revenues	1,009,333	100%	951,042	100%
EXPENDITURES	2024	%	2023	%
			(Restated)	
Salaries and Wages	690,314	67%	637,711	65%
Operations	89,719	9%	103,333	11%
Building Occupancy	119,316	12%	110,871	11%
Programming Costs	77,982	8%	63,638	7%
Performance	56,487	5%	59,379	6%
Total Expenditures	1,033,819	100%	974,932	100%
SURPLUS (DEFICIT)	(24,486)		(23,890)	

Prior year comparisons have been restated to include late invoices totalling \$20,957.

ARTISTIC DIRECTOR'S REPORT

The 2023-24 season at CircusWest was a busy one as we increased our overall programming numbers and sought to celebrate our 40th anniversary meaningfully. CircusWest had new junior Cirkids classes offered, an expanded roster of Adult & Teen classes, and a host of community and corporate performances on tap into 2024. Programming accelerated with new Adult & Teen offerings in the winter and spring of 2024.

In early 2024, CircusWest started to ramp up celebrations of our 40th anniversary with stickers, culminating in a cabaret show at the Annex in June, showcasing members of our Performance Troupe, 4P, Alumni and Coaches. It proved to be a great night of entertainment and reminiscing with many friends, supporters, alumni, and membership for our Ruby anniversary.

CircusWest performed and led workshops at a lot of events in 2023 and 2024 including collaborations with Richmond Children's Art Festival, Surrey Sparks, Vancouver Symphony Orchestra, City of Delta, and numerous large-scale corporate events at the Vancouver Convention Centre for international clients. We continued to develop and formed new alliances with event producers including the Vancouver Symphony Orchestra, BC Lung Association, City of Surrey, City of Richmond, the Richmond Oval, and also performed for large corporations and their annual meetings.

Our 4P program (Provincial Performance Preparatory Program) continued to train 18+ aspiring circus artists throughout the year, with a midterm showcase, and end of year display in house and as part of the I Love Circus Cabaret 40th Edition in June. In early June, we staged 8 shows of 'The Little Prince' to large school groups and packed audiences at the PNE Forum. The show featured the Ensemble, Apprentice and Performance Troupes. The show was well received and a great forum to display the amazing talents of our young circus artists. Throughout the summer, CircusWest led many sold out summer camps in the day, and a series of Circus Intensives throughout the evenings.

The 2023-24 was a season of growth and celebration and we saw good engagement in our youth circus programs, Adult & teen classes, and strong attendance at our showcases, Cabarets, and May show performances. We aim to build on this trend in the 2024-25 season ahead.

Jay Nunns, CircusWest Artistic Director

Dream BIG! Push LIMITS! Defy GRAVITY!

2024 BOARD OF DIRECTORS

- Andrew Stewart - President
- Princess Shiozawa- Vice-President
- Nadine Poznecov -Treasurer
- Nicole Collard - Secretary
- Annabel Addington - Director
- Baron Yeh- Director

2024-2025 NOMINATIONS

- Andrea Sinclair
- Gavin Froehlich
- Jakob Sanderson
- Geoffrey Kinson
- Shawn Hart

2025 BOARD OF DIRECTORS

- Andrea Sinclair - President
- Baron Yeh – Vice-President
- Gavin Froehlich -Treasurer
- Nicole Collard – Secretary
- Nadine Poznecov - Director
- Jakob Sanderson - Director
- Annabel Addington - Director
- Shaw Hart- Director
- Geoffrey Kinson - Director