



WINNIPEG

FOLK FEST

2015 2016

ANNUAL REPORT



ABOUT US

In 1974, a group of young rebels came together to celebrate music and people in the middle of nature. Forty-three years later, we have grown to an internationally renowned four-day festival hosting artists from around the world, offering healthy and sustainable food inspired by global tastes and supporting Canadian artisans and their craft while maintaining a connection to the people and place where it all began.

We create an important community through music. We share a passion for the arts and its place in the fabric of our lives. Like-minded people have found a home with us — a place where they find connection and happiness no matter their age, background or lifestyle. We foster shared values that lead to healthy and fulfilling lives.

Through the summer festival, year-round community outreach and live music programming, we celebrate creative expression and artistic excellence with our devoted volunteers, our broader festival family and music lovers from all walks of life.

We are passionate in our stewardship role, which we undertake with humility, care and compassion, respecting the opinions and perspectives and ideas of others. We have a responsibility to foster this community and welcome those who are searching for a place within it. We create opportunities for people to participate in this community and its enriching artistic experience is of upmost importance: we want more people to have their lives touched by art. We believe in the positive impact the Winnipeg Folk Festival has on individual lives and the ripple effect it has on our greater society.

TABLE OF CONTENTS

About Us	2
Message from The Chair	3
Message from the Executive Director	3
Artistic Festival	4
Artistic Year-Round	5
Celebrations	6
Community Programs	7
Sustainability	8
Volunteers	9
Development	10
Sponsors & Friends	11
2015 - 16 Board of Directors	12
2015 - 16 Financial Statements	13



MISSION

**Creating experiences of discovery
and learning through the
celebration of people and music**

VISION

**To play a leading role in making
Winnipeg the folk music capital
of North America**

VALUES

**Artistic Excellence
Creative Expression
Community
Inclusiveness
Collaboration
Entrepreneurship
Environmental Sustainability
Excellence in Governance and Management
Serendipity**



Photo by Matt Duboff

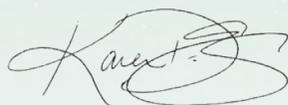
MESSAGE FROM THE CHAIR

This year, Winnipeg Folk Festival staff and board began the important process of developing a new strategic plan for 2016-19 as our current plan expires May 2016. Before we could articulate where we wanted to see ourselves in the future we took time to reflect on our past successes and challenges. Looking inward, we sought to define what it is that makes the Winnipeg Folk Festival the incredible organization it is today.

Many things became clear to me during this time of reflection and visioning. The first is that we are very adaptable and have been able to thrive when faced with challenges; the same challenges felt by arts and cultural organizations across Canada and around the globe. I believe this ability to adapt comes from the organization's willingness to innovate and focus on collaborating with others to achieve our goals. The spirit of this organization lives in those who support, volunteer and build something greater together.

During this early stage of the strategic planning process, the festival's intentional focus on financial, operational and environmental sustainability was evident. By focusing on the roots of our collective success we have been positioned toward a bright future of bringing exciting creative experiences to our audiences for generations to come.

On behalf of the Board of Directors, I would like to thank the Winnipeg Folk Festival staff and the people who volunteer, many who are children and even grandchildren of our founding generation. We have the privilege of working with the best and brightest in our community. We thank everyone so much for the hard work, year-round commitment and for the willingness to share in our mission of creating experiences of discovery and learning through the celebration of people and music.



Karen-Denise Cyr | Chair



MESSAGE FROM THE EXECUTIVE DIRECTOR

It was an almost perfect festival this year. The weather was hot, the people were happy and the incredible music brought the joy to Birds Hill Park that it always does. But the prairie thunderstorm on the Sunday night that ended the festival was surely Mother Nature's reminder that she's the one in charge!

We've had to look closely at how things operate to ensure that we're making the best decisions for the organization in these changing times in the music industry. Our budget has become a little tighter and the closing of our music store is one of the sadder things that's come as a result of this kind of change. But we continue to support artists through live music, create opportunities

for discovery and learning at our summer festival and host a variety of programming throughout the year. In fact, this year has been our strongest year yet for concerts and events.

Our community of volunteers, donors, sponsors, artists and audience members continue to be incredibly supportive of our initiatives and we are grateful for the part each person plays in making our festival and our organization as a whole as strong as they can be.



Lynne Skromeda | Executive Director



ARTISTIC

Festival

The 42nd festival was an extraordinary year for programming at the Winnipeg Folk Fest. Our audience enjoyed 70 diverse musical acts on nine daytime stages and two evening stages in 40 workshops and 70 concerts. Bringing together our signature collection of exceptional artists from all over the world, the 42nd festival lineup included the first-time appearance of Edward Sharpe and The Magnetic Zeros and Chicago alt-roots band Wilco. Festival highlights included Robyn Hitchcock & The Sadies performing The Band's cult classic album *Stage Fright* in its entirety and Arlo Guthrie receiving the annual Artistic Achievement Award and playing an awesome set, including free pickles given out to the audience to celebrate the "Motorcycle Song." It was certainly something to remember! This year we decided not to program Big Blue @ Night on the Sunday to bring people together for both the start and end of the festival at Main Stage as it has been done in many years past.

HAND-MADE VILLAGE

The Hand-Made Village has been an integral part of the festival since 1974. Forty-eight artisans from across Canada were selected to showcase a wide range of traditional art forms alongside the next generation of artisans working with new materials and processes.

PRAIRIE OUTDOOR EXHIBITION

The festival site comes alive each year with a unique outdoor gallery featuring the art of our Prairie Outdoor Exhibition. These 19 projects enhanced the creative atmosphere of the festival. In addition to adding visual beauty, many projects included an interactive component with which the audience could engage.

CAMPGROUND ANIMATION

The Festival Campground is all about creative expression and encouraging a magical community experience for all. In 2015, 15 animation projects invited campers to play games, dress up and get creative.



Hand-Made Village



Prairie Outdoor Exhibition

WINNIPEG FOLK FESTIVAL 2015

ARTISTS

Adam Rosner
Arlo Guthrie
Ash Grunwald
Bahamas
BardeFou
Barmer Boys + DJ Spincycle
Birds of Chicago
Blind Boy Paxton
Bliss & Beatz
Bobby Bazini
Brandy Zdan
COMPASS: Mexican Institute of Sound + Toy Selectah
Current Swell
Dan Mangan + Blacksmith
Daniel Champagne
Dawes
Donovan Woods
Dustbowl Revival
Edward Sharpe and the Magnetic Zeros
Frances England
Frazey Ford
Gingger Shankar
J.D. Wilkes
Jason Isbell
Jenny Lewis
Jeremy Fisher
Jessica Pratt
José González
Kinobe & Wamu Spirit
Kurt Vile
Leonard Sumner
Les sœurs Boulay
Leyla McCalla
Liz Longley
LuLu and the TomCat
Luluc
Marlon Williams
Matt Andersen & The Mellotones
Mo Kenney
Mortal Coil
Nahko and Medicine For The People
Nathan Rogers
Perch Creek
Robyn Hitchcock
Romi Mayes
Royal Canoe
RURA
Rushad Eggleston
Seanster and the Monsters
Secret Agent 23 Skidoo
Shakey Graves
Shred Kelly
Slow Leaves
Söndörgö
Steeleye Span feat. Maddy Prior
Steph Cameron
Steve Gunn
Steve Poltz
Summer Bear Dance Troupe
Terra Lightfoot
The Bright Light Social Hour
The Jerry Cans
The Jones Family Singers
The Mariachi Ghost
The Reverend Rambler
The Sadies
The Tillers
The Weather Station
Trampled by Turtles
Twin Bandit
Wilco
William Tyler
Xylouris White

ARTISTIC

Year-Round

Photo by Dave McKnight

CONCERT SERIES

Each year, the Winnipeg Folk Festival produces a very successful year-round concert series that brings festival alumni as well as new local, national and international artists to multiple venues around Winnipeg. The concert series keeps us in touch and engaged with our festival patrons, volunteers and music lovers all year long. This year, we had our most ambitious concert series ever with 42 concerts in five different venues throughout Winnipeg. Through our concerts, we support the music venues in the city and contribute to the diversity and financial sustainability of Winnipeg's music community.

CONCERTS IN THE EXCHANGE

In partnership with the Exchange District Biz, we presented four noon hour concerts at the Cube in Old Market Square every Wednesday in August. The outdoor concerts showcased some of the finest up-and-coming performers from across Canada as well as local favourites. These free concerts are one of the ways we reach out to new audiences and give back to our community.

FREE CONCERTS AT THE MILLENNIUM LIBRARY

Over 2,000 people attended our In The City, Folk For Families and Travellin' Tour concert series this year! In collaboration with the Winnipeg Public Library, we hosted more than 20 family concerts and workshops just like you would see at the festival. The themed workshops presented a roster of great local artists sharing songs and stories. Folk For Families and the Travellin' Tour series offered music for the little ones with local acts who have performed under our Chickadee Big Top.

MUSICAL MENTORS

Now in its 6th year, the Musical Mentors Program brings local musicians together with Winnipeg youth at participating schools to learn about folk music and songwriting. The program pairs professional musicians with school groups to delve into the craft of music making, songwriting and more. Through this mentorship, students are able to discover music from a personal perspective through the development of their own skills, learning to write and perform music. The program demonstrates through the art of storytelling how music is ultimately about expression, reflection, creativity and community. This past year saw Keri Latimer, Scott Nolan, Sheena Grobb, Vanessa Kuzina, Don Amero and Grant Davidson work with 10 schools from across the city.

WINNIPEG FOLK FESTIVAL MUSIC STORE

We have seen a steady decline in sales due to online ticket purchasing, downloading and streaming of music content. As a result, the Winnipeg Folk Festival Music Store ceased operations at the end of January 2016. We are still committed to operating our on-site festival store since it still remains a vital endeavour for us and also provides a customer service element that is very important to our festival audience.

DOWNTOWN CONCERT SERIES

We brought the sounds of Folk Fest to the city with an outdoor concert in Air Canada Park on July 8 for the official festival kick-off. Festival performers Birds of Chicago played to a park packed with adults and children, many of whom danced with the band and asked for autographs – the band happily obliged.



Adam Rosner entertaining the kids at Folk For Families



Sun K concert at the Cube

2015-2016

CELEBRATIONS



Photo by Matt Duboff

ARTISTIC ACHIEVEMENT AWARD

For the first time since the Artistic Achievement Award was founded in 2004, it was presented at the summer festival itself. Designed by local artist Matt Jenkins, this year's award went to folk legend Arlo Guthrie who performed on the festival Main Stage as part of his Alice's Restaurant 50th Anniversary Tour.

RISING STAR AWARD

Congratulations to Liam Duncan, Roman Clarke and Dylan MacDonald from Until Red (now known as The Middle Coast) who were awarded \$1,000 and a guitar at the culmination of a day of performances by Stingray Young Performers Program participants at the Shady Grove stage. The three performers, who were mentored during this year's program by Matt Peters from Royal Canoe, are full-time musicians who are now devoting all of their energy to their music.

GLASS BANJO AWARD

The 2015 Glass Banjo award was presented to longtime volunteers Dave and Dorothy Schwab and their daughters, Rebecca and Sarah, who have been volunteering as a family with the festival's backstage kitchen, La Cuisine, for 15 years. We also recognized festival sponsor Long & McQuade who have been a valued partner of the festival community since 1996. Over the past two decades, they have been ardent supporters and collaborators, providing artist equipment and instruments for festival stages in the early years and more recently sponsoring programs.

FOLK EXCHANGE PURCHASE

In December 2015, we purchased additional space in our building. The Folk Exchange has been used as a venue and meeting space for many years and is a key part of our operations.

RECEIVING STAR CELEBRATION

The Winnipeg Folk Festival is pleased to have received the Star Celebration designation from the Government of Manitoba. This designation is awarded to festivals and events that provide a superior visitor experience and engage visitors in unique experiences and local culture.

TRAVEL MANITOBA VOLUNTEER OF THE YEAR AWARD

We were thrilled that Jane Graham was recognized by Manitoba Tourism Awards for her 40 years of dedication to the festival with the coveted Volunteer of the Year award! We are so proud to have her on our team.

TOP 20 PLACES BY NATIONAL GEOGRAPHIC

Well done Winnipeg! Our city has been voted one of the top 20 places to visit in the world by National Geographic in 2016. Their extra-special mention of Folk Fest had us feeling all aglow!



Photo by Matt Duboff



Photo by Matt Duboff



Photo by Julie Epp

Dave, Dorothy, Rebecca and Sarah Schwab receiving the Glass Banjo award

Long & McQuade receiving the 2015 Glass Banjo award

Liam Duncan, Roman Clarke and Dylan MacDonald, winners of the Rising Star award

COMMUNITY PROGRAMS



Photo by Robert Tinker

Stingray Young Performers Program participants



STINGRAY YOUNG PERFORMERS PROGRAM

The Stingray Young Performers Program gives young musicians between the ages 14 and 24 the opportunity to work on their craft with renowned festival artists and perform on stage at the festival. Now in its 16th year, the program has seen hundreds of youth develop their musical talents through this mentorship and performance opportunity. This year's group of 41 performers were hand-selected by a jury to work on their songs with mentors Birds of Chicago, Brandy Zdan, Jeremy Fisher, Grant Davidson (Slow Leaves) and Matt Peters (Royal Canoe). This was Stingray's sixth year as a presenting partner for the Young Performers Program and reflects a strong commitment to supporting emerging musicians.

NEWCOMER CREW

Since 2010, the Newcomer volunteer program has provided training and support to volunteers who are new Canadians. As part of the program, these volunteers receive extra orientation about the festival and volunteerism in general. Fifteen adult and youth volunteers participated in 2015 and eight graduating participants continued to be a part of our volunteer community. Thanks to Red River College and Broadway Neighbourhood Centre for selecting and training volunteers.

GUEST FOR A DAY

Now in its eighth year, the Guest for a Day program invites not-for-profit community groups to share in the festival experience. The program offers selected groups the opportunity to enjoy a guided day at the festival free of charge, including meals and transportation. Over 500 guests from 35 organizations participated in the 2015 edition of the program.

FOLK SCHOOL

Folk School in the Folk Exchange hosted more than 10 nearly sold out classes and workshops in 2015. The always-popular ukulele classes for all skill levels and harmonica fans improved their skills and the Folk School grew our musical community throughout the year.

ACCESSIBILITY

We continued to build on all of our accessibility services including the implementation of American Sign Language interpretation for all Chickadee Big Top performances. We worked on further optimizing the accessibility features of our free mobile app for year-round and festival use. We also continued a multi-year plan to develop the accessible camping area in the Festival Campground, including improving electrical access for medical devices.



Students recording as part of Musical Mentors program



Photo by Robert Tinker

Guest for a Day Participants getting a tour of the festival

SUSTAINABILITY

THE WINNIPEG FOLK FESTIVAL CONTINUES TO EMBRACE SUSTAINABLE PRACTICES TO THE BEST OF OUR ABILITY. EACH YEAR, WE SEARCH FOR NEW WAYS TO MINIMIZE THE ENVIRONMENTAL IMPACT OF THE FESTIVAL AND OUR YEAR-ROUND ACTIVITIES.

WASTE MANAGEMENT

In 2014, we made a major change to the way we collect waste at the festival by introducing waste stations at strategic locations around the festival site. These were staffed by knowledgeable volunteers who collected compostable, recyclable and waste materials. That year, composting increased by an astonishing 71% per person, recycling increased by 36% per person and landfill waste decreased by 20% per person. This year, our second year of the program, we saw composting increase by another 30% (even with one less night of programming).

At our festival, all food vendors are required to use compostable products for any disposable items such as cutlery, napkins and cups. Beer and wine cups used in the taverns are also compostable.

The festival continued to be a bottled water free event, a move which has been well supported by audience members and vendors alike. This reduces the quantity of disposable beverage containers used and saves on resources used in manufacturing the bottles. We are happy to be able to offer our audience clean, cold potable water free of charge.

Environmental practices are also integrated into our year-round activities. We compost and recycle at our offices and reduce paper consumption by having paperless meetings and sharing documents electronically.

FOLK FEST EXPRESS, CAMPGROUND SHUTTLE & HOTEL SHUTTLE

The Folk Fest Express is the popular transit service that the festival offers, free of charge, between Winnipeg and the festival. The internal campground shuttle helps reduce traffic within Birds Hill Park by providing service between the park's three campgrounds and the festival site. Our shuttle from the Fairmont Winnipeg that services volunteers and performers further reduces carbon emissions and vehicle traffic between Winnipeg and Birds Hill Park.

CYCLING

Close to 300 folks participated in our Bike Ride to Site. This program provides a fun alternative to driving a car out to the festival site and reduces our carbon footprint. To support the avid cyclists in our audience, we provide bike racks and bicycle repair services at the Main Gate and in the Festival Campground provided by our friends at Pollock's Hardware and The WRENCH.

LOCAL, ORGANIC & FAIR TRADE

We continue to source as many local, organic and fair trade products as possible for the backstage catering at the festival that serves up to 4,000 volunteers, performers and guests at each meal. Almost all of our food vendors offer local, organic or fair trade options to our audience.

In 2015, we introduced fair trade snacks at our Corner Store, through a new partnership with 10,000 Villages. We also incorporate this philosophy into our office and at year-round events. Fair Trade Manitoba has certified the Winnipeg Folk Fest as a Fair Trade Event.



Bike parking near Main Gate

Photo by Lindsey Booth

Photo by Jenn Kostesky

VOLUNTEERS



Photo by David Quiring



Photo by Joey Sent



Photo by Joey Sent

Sustainability was the theme behind our work with volunteers this year, focusing on our core operations and ensuring that volunteers' roles were both effective and meaningful. The return to a four-day festival played a huge part in this. Other initiatives included increased connections with staff, improved documentation, simplifying meetings and communications and adding new public recognition elements. We also streamlined our leadership teams, cut some non-essential crews and reduced our overall volunteer numbers to 2,800. The benefits we saw from this work were that our volunteers were more connected to the organization, less burnt out and more engaged in their roles.

A number of festival highlights were completely volunteer-driven. Our Site Enviro crew was responsible for ensuring that our composting and recycling levels increased over the previous year, even with one less day. Safety and wellness continued to improve both in the campground and on site, resulting in a decrease in first aid and safety incidents. Our ongoing work in emergency planning meant improved training for our volunteers and better processes for all.

We are committed to fostering a festival that our volunteers will support for years to come.

Thanks very much to everyone who gave their time and talents this year!



Photo by Matt Duboff

DEVELOPMENT



As a non-profit, charitable organization, the Winnipeg Folk Festival relies on the support of our community to keep bringing world-class musical experiences to Winnipeg. Our donors, funders and sponsors are an integral part of ensuring the Winnipeg Folk Festival delivers on its mission to create experiences of discovery and learning through the celebration of people and music. We are most grateful for their continued support through the summer festival and our year-round activities.

SPONSORSHIP

An important part of our revenue sources at the Winnipeg Folk Festival is our corporate partnerships. In 2015, we secured numerous partnerships in a variety of size and scope and crafted marketing opportunities that engage with our audience. Key activations and services provided at the summer festival included the MTS charging station, our Bike Ride to Site provided by Manitoba Public Insurance and on-site water filling stations courtesy of Manitoba Harvest Hemp. Stingray Music is the title sponsor of our Young Performers Program, which provides a fantastic artistic development opportunity for many aspiring artists. Other key partnerships include the Fairmont Winnipeg as our official hotel sponsor, Assiniboine Credit Union for their promotion and support of our volunteer program and Manitoba Liquor & Lotteries and Big Rock Brewery with their assistance with our taverns. We thank all of our sponsors and partners for their investment in the festival, which assists in keeping ticket prices accessible, while navigating the rising costs of producing our festival.

ANNUAL GIVING

Individual donors also play an important role in maintaining and supporting a variety of our initiatives. Our year-end appeal was well-received in 2015 as we saw a significant increase over the previous year in annual donations. Whether it is for general year-round support or for targeted support towards our community programs, each donation goes a long way in ensuring that we create the magic that is the summer festival and reach new community members through our local concerts and our programming in local libraries and schools.

GRANTS

We are happy to report that we continue to receive stable operating support from each level of government. Thanks to Canadian Heritage for their support through the Canada Arts Presentation Fund, the Province of Manitoba through the Department of Tourism, Culture, Heritage, Sport and Consumer Protection, the Manitoba Arts Council and the Winnipeg Arts Council. We would also like to acknowledge the generous support of The Winnipeg Foundation, SOCAN and D'Addario Foundation.

ENDOWMENT

The Folk Fest has three endowment funds held at the Winnipeg Foundation and with stable growth the three funds combined currently hold a value of \$1,196,735.

ANNUAL FUNDRAISER

Our annual fundraiser Folk Fest in the City took place November 20, 2015 at the Fairmont Winnipeg and this past year we re-worked the evening format to create more of a mix and mingle festival-style event with music and food representing the three musical regions: Mexico, Louisiana and Cape Breton. Over 300 guests enjoyed incredible performances from local bands The Mariachi Ghost, Bart House Band and Dirty Catfish Brass Band and enjoyed themed food stations set up around the room by Chef Eraj Jayawickreme. Thanks to our volunteer committee, sponsors, prize donors and ticket buyers, we were able to generate over \$33,000 for our community programs.



Bart House Band entertaining the crowd at Folk Fest in the City

SPONSORS & FRIENDS

INVESTORS



PARTNERS



SUPPORTERS



MEDIA



FUNDERS



LOFT



Break it Off
Brown-Forman
creative supplies & service
Beaver Bus Lines
Calm Air
Christie Lites
DigginiT

E.J. Gallo Winery
Falcon Trails
Golfdale
High Speed Crow
Greencopper
Mark Anthony Group
EventLight

MB Federation of Labour
MB Music
MB Film & Music
MB Nurses' Union
MB Teachers' Society
Step Forward Paper
TNT Fenceworks

ANNUAL DONORS FEBRUARY 1, 2015 – JANUARY 31, 2016

\$10,000 +

The Asper Foundation
Assiniboine Credit Union
The Chipman Family
The Gail Asper Family Foundation Inc
Johnston Group Inc
Manitoba Hydro
Manitoba Liquor & Lotteries
North West Company
Royal Bank of Canada
Wawanesa Mutual Insurance Co.

\$5,000 - \$9,999

Cambrian Credit Union
CUPE National
Maple Leaf Construction
Moksha Yoga Kildonan
Paquin Entertainment Group
Warner Shelter Systems Ltd.

\$1,000 - \$4,999

Alcom Electronic Communications
Beaver Bus Lines
Dave Christianson & Vera Steinberger
David Strang & Kristel van Ineveld
Josh & Sasha Thiem
Lea Marc Inc.
Lorne Mack
Neil Duboff
Ranger Insurance
Santa Lucia Pizza
Terry Sargeant & Margaret Haney

\$500 - \$999

Alex & Chery Yaworski
Carolyn Basha & Gilles Fournier
Douglas Finkbeiner
Helene & David Sward
Jacquelyn Sturton & Michael Attas
James Tepper
Katrina Lee Kwen & Jeff Neufeld
Kristine Betker & Eric Kananoja
Larry Kimacovich
Liam Martin

Linda A. Harlos & Adrian Wildsmith
Stantec Consulting Ltd
Suzanne Lloyd
Ted Bock & Liane Chalmers-Bock

\$250 - \$499

Benita Cohen
Billy Brodovsky & Libby Yager
Chris Frayer & Miriam Jezik
In Memory of Anne Colish
Iris Reimer
Karla Ferguson & Sean McManus
Kelvin Seifert & Barbara Fuller
Lynne Skromeda
Magnus LLP Chartered Accountants
Marlene Stern
Noreen Mian
Oly Backstrom & Laura Boldt
Paul Laporte

Up to \$249

Aleesha Gillette
Alexis Johnston
Alyson Payette
Amanda Girardin
Amelia Burgess
Andrea Burgoyne
Andrea Smith-Fernandez
Andrew Boboski
Andrew Colp
Angela Sipila
Angie Popowich
Arwen Helene & Taavo Sults
Ayla Slesso
Barbara Bowen
Bill & Pat Reid
Brenna Mirhady
Brent Warren
Brian Mayes
Bronwyn Butler-Jones
Bruce Roe
Caitlin Baker
Cale Hunt
Cameron Ruml

Camille Wilson
Carley Lepine
Carole Janik
Christine Kennedy & Michael Sharpe
Cody Goertzen
Colleen Cannon
Courtney Dhaliwal
Cozmin Ududec
Curtis Belton
Cycelia Lazarowich
Daniel Yurkiw
Dante Berardi
Darci Adam
Darek & Kara Tomy
Dave and Esther Bergen
Dayna Price
Deborah Martens
Denise Billington-Just
Donald Hurst
Doug & Sandra Holmes
Douglas Hanson
Douglas McGregor
Duane Poettcker
Elizabeth Nachtigall
Elizabeth Pickell
Emily Blunden
Erin Rezansoff
Ethan Poskanzer & Judy Nisenholt
Eveline Buehlmann
Gabriel Levesque
Gayle Robertson
Geoffrey Davis
George Harrison
Georgia Kerr & Duane Cheskey
Gilles Vandale
Hailley Fayle
Hannah Molloy
In Memory of Carter Holdsworth
In Memory of Kirsten Sutherland
Iris Vaisman
Irwin Ballard
Ivan McMorris
Ivanna Lukie
Jane Hubbard

Jane Vanstone
Jean Skromeda
Jenna Schellenberg
Jennifer Fisher
Jennifer Granke
Jennifer Thorpe
Jennifer Vermeulen
Jennipher Alexander
Jeremy Wiebe
Jerry Maskiew
Jillian Recksiedler
Jody Dessureault
Joel Vivian
John B. Boyer
John Barber
John Daly
John Lewis
Jon Nightingale
Jonathan Borland
Jonathan Fribley
Jordan Cruise
Jordan Thomas
Joseph Kelly
Justin - Claude Dumont
Karen Dana
Karen Hanan
Karen Howell
Karen Hurst
Karen Martindale
Karen Zimmerly
Karen Rempel
Karmen Johnson
Katelyn Whittaker
Katherine Potter
Katherine Redekopp
Kathryn Boyd
Kathy & Rollin Penner
Katie Pearson
Keith Bellamy
Kelly McArthur
Kelsey Murray
Ken & Barb Dyck
Ken & Marlene Kroeker
Kevin Banman

Kevin Maretz
Kirsten Earl-McCorrister
Kurt Penner
Kyla McDonald
Larry Peitersen
Linda Cubbidge
Linda Freed
Lisa Dveris
Lisa Holowchuk & Brad Park
Lisa Towson
Lissa Donner
Lora Deighton
Lori Moore
Lorne Sunley
Lousie Smith
Lyann Yates
Lynda Norman
Lynee Unrau
Marianne Siemens
Mark & Zoe Simkin
Mark Hamelin
Marni Hellner
Mary Robinson
Michael Paulusma
Michael Zarnowski
Michel Bourbonniere
Mike & Kathy Baudic
Mike Krywy
Morgan Hamill & Damon Mitchell
MorganKeachie
Myrna Lattanzi
Nancy Allan
Nancy Nolan
Natashia Durand
Nicole Ritchot
Pamela Whaley
Paul Kathler
Peter Huffam
Radana Molnarova
Raegan Swanson
Rebecca Forgan
Rebecca McCauley
Rebecca Schindler
Rebecca Sproule

Red House Records
Renee Barnabe
Richard Bangs
Rick Wiebe
Rob Altemeyer
Robert Currie
Robert Ferguson
Robin Allan
Ronald Morrison
Ronald Moore
Rowena Lunn
Ruth Simkin
Samara May
Sande Bergsen-Putnam
Sara Clefstad
Sarah Hill
Sarah Taylor
Sean Brady
Sean Haines
Sean Richens
Shaleem Hosein
Shawna Matthes
Sherman Kreiner
Shirley Canty
Sonja Neven
Stephanie Polus
Susanne M Robertson
Teresa Skinner
Terry Comeau
Thomas Garrett
Trish Steadman & Rob Franklin
Vallerie L. Gordon
Valorie Fontaine
Victor Dobchul
Wendy Bloomfield
Wesley Wakeman
William Steinburg
Yvonne Peters & Howard Miller
Zoe D Rempel

BOARD OF DIRECTORS



Executive

Karen-Denise Cyr, *Chair*
 Noreen Mian, *Vice Chair*
 Mike Baudic, *Past Chair*
 Alex Yaworski, *Treasurer*
 Jean-Guy Bourgeois, *Secretary*

Directors

Oly Backstrom
 Susan Berthiaume
 Cathy Denby
 Lisa Holowchuk
 Maureen Krauss

Mike Krywy

Kemlin Nembhard
 Kathy Penner
 Yvonne Peters
 Marlene Stern
 Josh Thiem

STAFF



Linda Beach
Production Assistant

Chrys Fournier
Music Store Associate

Jason Hayes
Sponsorship & Special Events Coordinator

Paul Laporte
Protection & Wellness Coordinator

Lynne Skromeda
Executive Director

Keith Bellamy
Development Manager

Chris Frayer
Artistic Director

Arwen Helene
Production Manager

Rebecca McCauley
Manager, Marketing Communications (interim)

Zoey St. Louis
Guest Services Assistant

Andrea Burgoyne
Artistic Associate

Corinne Gusnoski
Finance Assistant

Marie-France Hollier
Music Store Associate

Terry Proveda
New Media Coordinator

Andrea Davis
Programs & Performer Services Assistant

Morgan Hamill
Artistic Coordinator

Erin Keating
Manager, Finance & Administration

Kelly Romas
Marketing & Communications Coordinator

Karla Ferguson
Volunteer Resources Manager

Colette Havens
Volunteer & Administration Coordinator

Christine Kennedy
Finance & Administration Coordinator

Gurpreet Sehra
Production Assistant

FINANCIAL STATEMENTS

RESPONSIBILITY FOR FINANCIAL STATEMENTS

The management of The Winnipeg Centennial Folk Festival Inc. is responsible for the preparation and presentation of the financial statements and accompanying notes. The financial statements have been prepared in conformity with accounting principles generally accepted in Canada and reviewed and approved by the Audit Committee of the Board of Directors.

The statements have been examined by Magnus Chartered Accountants, independent external auditors, whose opinion is included herein. The preparation of the financial information contained in the annual report necessarily involved the use of certain estimates and judgments that have been reached based on careful assessment of data available through the organization's information systems.

Preparation of financial information is an integral part of management's broader responsibilities for the ongoing operations of the organization. Management maintains an appropriate system of internal accounting controls to ensure that transactions are accurately recorded on a timely basis, are properly approved and result in reliable financial statements.

The Audit Committee of the Board of Directors meets periodically with the financial officers of the organization and the auditors. A portion of each meeting with the auditors takes place in the absence of the Treasurer and staff of the organization. The auditors have free access to this committee to discuss the results of their audit work and their opinion on the adequacy of internal financial controls and the quality of financial reporting.



MAGNUS CHARTERED ACCOUNTANTS LLP • ADVISORY • ASSURANCE • TAXATION • TRANSACTIONS

INDEPENDENT AUDITOR'S REPORT

To the Members of
The Winnipeg Centennial Folk Festival Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of The Winnipeg Centennial Folk Festival Inc., which comprise the statement of financial position as at January 31, 2016 and the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we 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 statements 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 made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Basis for Qualified Opinion

In common with many charitable organizations, the organization derives revenue from donations and fundraising, which are not susceptible to complete audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the organization and we were not able to determine whether any adjustments might be necessary to donations and fundraising revenue, excess revenue, deferred revenue, deferred contributions, deferred capital contributions and net assets.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of The Winnipeg Centennial Folk Festival Inc. as at January 31, 2016, and results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

April 6, 2016
Winnipeg, Canada

Magnus Chartered Accountants LLP

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Statement of Financial Position

January 31, 2016

	2016	2015
Assets		
Current assets:		
Cash	\$ 681,004	\$ 818,754
Short term investments	-	112,378
Accounts receivable (Note 3)	347,474	212,017
Assets to be transferred - current (Note 4)	369,500	-
Inventory (Note 5)	20,291	90,351
Prepaid expenses	54,301	45,180
	1,472,570	1,278,680
Assets to be transferred (Note 4)	298,000	369,500
Capital assets (Note 6)	4,692,818	4,836,556
	\$ 6,463,388	\$ 6,484,736
Liabilities and Net Assets		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 104,651	\$ 159,462
Government remittances payable	2,566	6,010
Deferred revenue	188,070	231,927
Current portion of deferred contributions (Note 8)	409,500	40,000
Current portion of long term debt (Note 9)	217,083	9,700
	921,870	447,099
Long term debt (Note 9)	-	245,628
Deferred contributions (Note 8)	298,000	369,500
Deferred capital contributions (Note 10)	3,037,912	3,140,135
	4,257,782	4,202,362
Net assets:		
Invested in capital assets (Note 11)	1,437,824	1,441,094
Internally restricted (Note 12)	96,057	88,489
Unrestricted	671,725	752,791
	2,205,606	2,282,374
Commitments (Note 16 and Note 17)		
	\$ 6,463,388	\$ 6,484,736

See accompanying notes to financial statements.

APPROVED ON BEHALF OF THE BOARD:

 Director

 Director

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Statement of Operations

Year ended January 31, 2016

	2016	2015
Revenue:		
Grants and contributions:		
Canadian Heritage (Note 13)	\$ 135,000	\$ 135,000
Province of Manitoba (Note 8)	90,000	90,000
City of Winnipeg	103,000	100,000
Recognition of deferred capital contributions (Note 10)	146,001	140,261
Community programs	34,925	-
Employment grant	2,360	-
Other grants	9,000	-
	<u>520,286</u>	<u>465,261</u>
Sales and other revenue:		
Summer festival (Schedule A)	2,960,447	3,050,532
Music Store (Schedule C)	121,780	91,938
Music Store - other income (Schedule C)	35,359	47,410
Concert series	414,067	427,624
Community programs	52,463	5,779
Folk retreat	-	6,280
Folk exchange	-	24,028
Young artists and performers	-	12,160
Resource development (Schedule D)	781,794	894,551
Administration	34,861	75,788
Interest on endowment funds (Note 15)	42,308	31,913
	<u>4,443,079</u>	<u>4,668,003</u>
	4,963,365	5,133,264
Cost of sales:		
Festival store (Schedule A)	130,026	118,705
Tavern (Schedule A)	104,562	95,796
Music Store (Schedule C)	111,814	64,856
	<u>346,402</u>	<u>279,357</u>
Overall gross profit	<u>4,616,963</u>	<u>4,853,907</u>
Expenses:		
Summer festival (Schedule B)	2,470,136	2,449,268
Music Store (Schedule C)	75,087	72,530
Concert series	345,328	324,251
Community programs	109,991	40,844
Folk retreat	-	9,480
Folk exchange	-	23,280
Young artists and performers	-	9,287
Visual arts	4,000	4,912
Resource development (Schedule D)	496,062	530,724
Strategic plan implementation program	8,625	7,260
Administration (Schedule E)	1,184,502	1,349,786
	<u>4,693,731</u>	<u>4,821,622</u>
(Deficiency) excess of revenue over expenses	<u>\$ (76,768)</u>	<u>\$ 32,285</u>

See accompanying notes to financial statements.

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Statement of Changes in Net Assets

Year ended January 31, 2016

	Invested in capital assets (Note 11)	Internally restricted (Note 12)	Unrestricted	Total 2016	Total 2015
Net assets, beginning of year	\$ 1,441,094	\$ 88,489	\$ 752,791	\$ 2,282,374	\$ 2,250,089
(Deficiency) excess of revenue over expenses	(192,168)	7,568	107,832	(76,768)	32,285
Investment in capital assets	188,898	-	(188,898)	-	-
Net assets, end of year	\$ 1,437,824	\$ 96,057	\$ 671,725	\$ 2,205,606	\$ 2,282,374

See accompanying notes to financial statements.

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Statement of Cash Flows

Year ended January 31, 2016

	2016	2015
Cash flow from (used in)		
Operating activities:		
(Deficiency) excess of revenue over expenses	\$ (76,768)	\$ 32,285
Adjustments for:		
Amortization	472,565	467,149
Recognition of deferred capital contributions	(268,376)	(250,094)
(Gain) loss on disposal of capital assets	(12,021)	7,261
	115,400	256,601
Changes in the following:		
Accounts receivable	(135,457)	307,453
Inventory	70,060	13,180
Prepaid expenses	(9,121)	11,264
Accounts payable and accrued liabilities	(54,808)	(6,620)
Government remittances payable	(3,444)	(3,613)
Deferred revenue	(43,858)	(172,622)
Deferred contributions	298,000	207,855
	236,772	613,498
Financing activities:		
Repayment of long term debt	(38,245)	(8,898)
Capital contributions received	166,153	443,814
	127,908	434,916
Investing activities:		
Purchase of capital assets	(328,829)	(327,554)
Proceeds on disposal of capital assets	12,021	4,000
Change in short-term investments	112,378	(2,095)
Additions to assets to be transferred	(298,000)	(207,855)
	(502,430)	(533,504)
Change in cash	(137,750)	514,910
Cash, beginning of year	818,754	303,844
Cash, end of year	\$ 681,004	\$ 818,754

See accompanying notes to financial statements.

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Notes to Financial Statements

Year ended January 31, 2016

1. Nature of organization

The Winnipeg Centennial Folk Festival Inc. (the "organization") is a not-for-profit organization incorporated without share capital under the laws of the Province of Manitoba. The organization's objective is to foster a strong sense of community with folk music at its heart. The organization's mission is to create experiences of discovery and learning through the celebration of people and music. The organization builds its traditions through:

- Growing the Summer Festival's excellence and international reputation;
- Expanding opportunities to bring music into people's lives;
- Establishing opportunities and benefits for folk artists;
- Demonstrating exemplary governance and management practices, and
- Providing additional value to the community with a year round focus.

The organization is economically dependent on government and municipal grants, fundraising events and individual and corporate donations to maintain its operations.

The organization is exempt from income taxes pursuant to the provisions of *The Income Tax Act* (Canada).

On December 31, 2015, the organization closed its music store located at 211 Bannatyne Avenue, Winnipeg, Manitoba due to losses experienced in recent years. This closure is not considered significant to the organization's overall operations and management is hopeful this change will result in improvements to future operations.

2. Basis of accounting and summary of significant accounting policies

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations using the following significant accounting policies:

(a) Financial instruments

Measurement

The organization initially measures its financial assets and liabilities at fair value, except for certain financial instruments arising from non-arm's length transactions. For any financial instruments that contain both a liability and equity component, the equity component is measured at zero and the entire proceeds of issue are allocated to the liability component.

The organization subsequently measures its financial assets and liabilities at amortized cost, except for any investments in equity instruments that are quoted in an active market and certain derivative instruments, which are measured at fair value. For any financial instruments subsequently measured at fair value, changes in fair value are recognized in the excess (deficiency) of revenue over expenses.

Transaction costs

Transaction costs for financial instruments subsequently measured at amortized cost are added to the cost of the related financial instrument. Transaction costs for any financial instruments subsequently measured at fair value are expensed when incurred.

Impairment

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of any write down is recognized in the excess (deficiency) of revenue over expenses. A previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided the adjusted amount is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in the excess (deficiency) of revenue over expenses.

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Notes to Financial Statements

Year ended January 31, 2016

2. Basis of accounting and summary of significant accounting policies (continued)

(b) Inventory

Inventory consists of finished goods and is measured at the lower of cost and net realizable value, with cost being determined using the first-in first-out costing basis. Net realizable value is the estimated selling price in the ordinary course of operations less any applicable variable selling costs.

The amount of any inventory losses or write-downs to net realizable value are recognized as an expense in the period the write-down or loss occurs, net of any reversals of previously written down inventories which are recorded as a reduction in the amount of inventories expensed in the period in which the reversal occurs.

(c) Capital assets

Capital assets available for use are recorded at cost and amortized on the basis of their estimated useful lives using the following rates and methods:

	<u>Rate</u>	<u>Method</u>
Office condominium units	25 years	Straight-line
Site building	25 years	Straight-line
Site equipment	5 years	Straight-line
Tent and stages	10 years	Straight-line
Vehicles	5 years	Straight-line
Computer equipment	5 years	Straight-line
Office equipment	5 years	Straight-line
Building signage	5 years	Straight-line
Leasehold improvements	5-10 years	Straight-line

(d) Impairment of long-lived assets

A long-lived asset is tested for impairment whenever events or changes in circumstances indicate that its carrying amount may not be recoverable. An impairment loss is recognized when the carrying amount of the asset exceeds the sum of the undiscounted cash flows resulting from its use and eventual disposition. The impairment loss is measured as the amount by which the carrying amount of the long-lived asset exceeds its fair value.

(e) Contributed materials and services

The organization receives significant volunteer services and assistance in carrying out its service delivery activities. Volunteer services are not recognized in the financial statements due to difficulties associated with the determination of fair value. Contributed materials and services used in the normal course of operations that would otherwise be purchased are recognized in the financial statements at fair value when fair value can be reasonably estimated, otherwise no amounts are recognized.

(f) Foreign currency transactions

The organization uses the temporal method to translate its foreign currency transactions. Under the temporal method, monetary assets and liabilities are translated at the exchange rate in effect as at year end. Other assets and liabilities are translated at the exchange rate in effect at the transaction date. Items included in the statement of operations, except for the cost of inventories and amortization translated at historic rates, are translated at average annual rates. Any exchange gains and losses are included in the excess (deficiency) of revenues over expenses for the period.

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Notes to Financial Statements

Year ended January 31, 2016

2. Basis of accounting and summary of significant accounting policies (continued)

(g) Revenue recognition

The organization follows the deferral method of accounting for contributions. Externally restricted contributions are deferred and recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when they are received or receivable and when collection is reasonably assured.

Externally restricted contributions for the purchase of capital assets are deferred and recognized as revenue on the same basis as the amortization expense related to the acquired capital assets.

Summer festival revenue is recognized when the products have been delivered, the services have been performed, the price is fixed or determinable and when collection is reasonably assured.

Music store revenue is recognized when the products are sold, the price is fixed or determinable and when collection is reasonably assured.

Concert series, community programs, resource development and all other revenue are recognized when the services are performed, the price is fixed or determinable and when collection is reasonably assured.

Interest income is recognized on the accrual basis.

Deferred revenue at year end relates to presale tickets for the summer festival and concert series to be held subsequent to year end.

(h) Use of estimates

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. These estimates are reviewed periodically and adjustments are recognized in the excess (deficiency) of revenue over expenses in the period they become known. Actual results may differ from these estimates.

3. Accounts receivable

Accounts receivable at January 31 is comprised of the following:

	2016	2015
Trade accounts receivable	\$ 146,233	\$ 212,017
Grants receivable	201,241	-
Other receivables	-	32,524
	<u>\$ 347,474</u>	<u>\$ 212,017</u>

Bad debt expense for the year of \$4,678 (2015 - \$4,617) represents total impairment losses recognized during the year as there were no significant reversals of previously recognized impairment losses during the current or prior year. The carrying value of impaired accounts receivable at year end is \$Nil (2015 - \$Nil).

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Notes to Financial Statements

Year ended January 31, 2016

4. Assets to be transferred

The organization has entered into two contribution agreements with the Province of Manitoba for the purpose of site redevelopment work to be completed at Birds Hill Park. Pursuant to the terms of the agreements, all structural, mechanical and electrical work is subject to a one year verification period. Upon completion of construction and the verification period, the Province of Manitoba will issue a certificate of acceptance and the assets will become the property of the Province of Manitoba. The Province of Manitoba is funding substantially all of the expenses relating to the site redevelopment work to be completed at Birds Hill Park under these contribution agreements.

Construction under the first agreement in the amount of \$369,500 was completed during the year and the assets are expected to be transferred to the Province of Manitoba during fiscal 2017. These assets and the related deferred contributions are presented as current assets and current liabilities on the statement of financial position. The second contribution agreement is for \$425,000 with \$298,000 of this amount being expended as at year end. The remaining construction under this agreement is expected to be completed in fiscal 2017 with the assets to be transferred to the Province of Manitoba in fiscal 2018. These assets and the related deferred contributions are presented as long term assets and long term liabilities on the statement of financial position (see also Note 8).

5. Inventory

Inventory at year end is comprised of finished goods available for resale. Included in cost of sales is \$111,814 (2015 - \$64,856) of inventory recognized as an expense during the year.

6. Capital assets

	Cost	Accumulated amortization	Net book value	
			2016	2015
Office condominium units	\$ 647,947	\$ 90,435	\$ 557,512	\$ 416,691
Site building	2,342,550	289,576	2,052,974	1,834,753
Site equipment	296,523	228,404	68,119	78,466
Tent and stages	808,300	581,473	226,827	279,428
Vehicles	13,666	13,666	-	-
Computer equipment	135,964	122,065	13,899	17,822
Office equipment	82,491	80,781	1,710	4,177
Building signage	8,990	8,990	-	-
Leasehold improvements	2,758,572	986,795	1,771,777	2,043,700
Site redevelopment	-	-	-	161,519
	\$ 7,095,003	\$ 2,402,185	\$ 4,692,818	\$ 4,836,556

Included in site redevelopment are direct costs and costs directly attributable to Phase III of the redevelopment project. As at year end, Phase III of the site redevelopment was not complete therefore no provision for amortization has been recorded in these financial statements. Amortization will commence upon completion of the site redevelopment and when the asset is available for use.

7. Operating line of credit

The organization has an operating line of credit available to a maximum of \$200,000 bearing interest at prime plus 1.5% and is secured by a first mortgage in the amount of \$750,000 on the property located at 103 and 203 - 211 Bannatyne Avenue, Winnipeg, MB as well as an assignment of fire and theft insurance. As at year end, no amounts under this operating line of credit were used by the organization (2015 - Nil).

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Notes to Financial Statements

Year ended January 31, 2016

8. Deferred contributions

Deferred contributions are externally restricted for specific purposes and will be recognized in the period the related expenses are incurred. Changes in deferred contributions during the year are as follows:

	2016	2015
<i>Province of Manitoba - Tourism, Culture, Heritage, Sport and Consumer Protection:</i>		
Balance, beginning of year	\$ 40,000	\$ 40,000
Add: contributions received or receivable during the year	90,000	90,000
Less: amounts recognized as revenue during the year	(90,000)	(90,000)
Balance, end of year	40,000	40,000
<i>Province of Manitoba - Conservation and Water Stewardship:</i>		
Balance, beginning of year	\$ 369,500	\$ 161,645
Add: contributions received or receivable during the year	298,000	207,855
Balance, end of year	667,500	369,500
Total deferred contributions at year end	707,500	409,500
Less: Current portion	409,500	40,000
	\$ 298,000	\$ 369,500

Deferred contributions from the Province of Manitoba - Tourism, Culture, Heritage, Sport and Consumer Protection relate to amounts to be used for the summer festival. Deferred contributions from the Province of Manitoba - Conservation and Water Stewardship relate to amounts to be used for the site redevelopment work to be completed at Birds Hill Park (see Note 4).

9. Long term debt

	2016	2015
Loan payable - monthly repayments of \$1,920 including interest at 5.105%, secured by a first mortgage on the property located at 103 and 203 - 211 Bannatyne Avenue, Winnipeg, MB, an assignment of rents, a general security agreement, an assignment of fire and theft insurance and a promissory note in the amount of \$280,000, matures in January, 2017	\$ 217,083	\$ 255,328
Less: Current portion	217,083	9,700
	\$ -	\$ 245,628

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Notes to Financial Statements

Year ended January 31, 2016

10. Deferred capital contributions

Deferred capital contributions represent the unamortized balance of contributions received for the purchase of capital assets. Changes in deferred capital contributions during the year are as follows:

	2016	2015
Balance, beginning of year	\$ 3,140,135	\$ 2,946,416
Add: Canada Cultural Spaces grant	-	23,500
Winnipeg Foundation grant	-	100,000
Province of Manitoba grants	-	20,000
Capital campaign donations	166,153	300,313
Less: amounts recognized as revenue during the year - grant revenue	(146,001)	(140,261)
Less: amounts recognized as revenue during the year - Resource Development (Schedule D)	(122,375)	(109,833)
Balance, end of year	\$ 3,037,912	\$ 3,140,135

11. Net assets invested in capital assets

The net assets invested in capital assets is the net book value of capital assets less the balance of any deferred capital contributions and related long term debt.

12. Internally restricted net assets

The net proceeds from the sale of the land and building of the former head office of the organization plus any interest earned on the invested funds and any additional amounts allocated to the Strategic Plan Implementation Program have been internally restricted by resolution of the Board of Directors to be used for future capital development. Changes in the internally restricted net assets during the year are as follows:

	2016	2015
Balance, beginning of year	\$ 88,489	\$ 83,381
Add: Interest earned	7,568	5,108
Balance, end of year	\$ 96,057	\$ 88,489

13. Canadian Heritage grant allocation

The Arts Presentation Canada (APC) Grant is allocated among the following revenue and expense categories as follows:

	2016	2015
Revenue:		
Canadian Heritage Grant - APC	\$ 135,000	\$ 135,000
Expenses:		
Administrative expenses	12,500	12,500
Promotion expenses	50,000	50,000
Professional development	1,500	1,500
Presentation expenses	36,000	36,000
Presentation venue expenses	25,000	25,000
Western Folk Festival Collective	10,000	10,000
	135,000	135,000
	\$ -	\$ -

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Notes to Financial Statements

Year ended January 31, 2016

14. Revenue and expense allocations

Certain internal revenue and expense items are allocated among the organization's operating divisions as follows:

	2016	2015
Revenue:		
Rental revenue	\$ 13,615	\$ 13,615
Music Store - ticket commissions	35,359	47,410
Summer festival - kitchen	8,372	109,000
	57,346	170,025
Expenses:		
Music Store - rent and utilities	13,615	13,615
Box office - commissions	35,359	47,410
Summer festival - kitchen - artists	-	27,250
Summer festival - kitchen - volunteers	-	70,850
Summer festival - kitchen - resource development	8,372	10,900
	57,346	170,025
	\$ -	\$ -

15. Endowment fund

The organization has an endowment fund held in trust by The Winnipeg Foundation known as the "Winnipeg Folk Festival Endowment Fund". As at January 31, 2016, the contributed capital of the endowment fund is \$926,090 (2015 - \$887,885) with a market value of \$1,143,239 (2015 - \$1,161,209). Control over the assets in the fund resides with The Winnipeg Foundation. The organization is entitled to receive the investment income earned from this endowment fund. Total investment income earned on this endowment fund during the year is \$42,308 (2015 - \$31,913). During the year ended January 31, 2016, the organization made a capital contribution of \$31,913 to the Winnipeg Folk Festival Endowment Fund (2015 - \$Nil).

16. Commitments

Park Fees - Birds Hill Park

The organization is committed under an agreement with the Province of Manitoba - Department of Conservation to accrue 40% of its annual camping fee revenue from the summer festival as a contribution towards capital improvements within Birds Hill Park. The agreement expires April 30, 2016 with a ten year renewal option. During the year, the organization expensed \$85,554 (2015 - \$80,375) representing 40% of the camping fee revenue from the summer festival held during the year.

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Notes to Financial Statements

Year ended January 31, 2016

17. Financial risks and concentrations of risk

Management is of the opinion that the organization is not exposed to any significant unusual or non-routine liquidity, credit, market, currency, interest rate or other price risks or concentrations of risk resulting from its financial instruments that are not readily determinable from information provided in these financial statements except as specifically disclosed below. The carrying value of secured financial liabilities at year end as well as the approximate carrying value of any assets pledged as security is readily determinable from information provided in these financial statements.

Currency risk and derivatives

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The organization is exposed to currency risk since a substantial portion of artists' fees and certain capital asset purchases are denominated in U.S. dollars. The organization manages this exposure to currency risk by maintaining adequate balances of U.S. cash and by purchasing foreign currency forward contracts as considered necessary. As at year end, the organization held a Canadian equivalent of \$27,116 in U.S. dollars (2015 - \$180,676) and has entered into a forward contract to purchase \$400,000 U.S. dollars on July 26, 2016 at an exchange rate of 1.4285.

18. Comparative information

Certain of the amounts for the year ended January 31, 2015 have been reclassified to conform to the financial statement presentation adopted in the current year.

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Schedule of Summer Festival

Year ended January 31, 2016

Schedule A

	2016	2015
Revenue:		
Ticket sales:		
Pre-festival	\$ 1,534,310	\$ 1,668,504
Festival weekend	326,735	291,378
Sponsorship ticket sales	-	17,524
Backstage passes	33,088	40,938
	<hr/>	<hr/>
	1,894,133	2,018,344
Camping:		
Camping fees	226,841	213,354
Campground handling charges	177,171	174,863
	<hr/>	<hr/>
	404,012	388,217
Tavern sales	271,121	245,730
Festival Store:		
Merchandise sales	65,643	36,651
Corner store	6,310	6,683
Music sales	130,413	143,858
	<hr/>	<hr/>
	202,366	187,192
Festival Other:		
Program books	31,083	59,588
Vendors	96,702	99,690
Handmade village	34,921	40,566
ATM revenue	4,729	3,659
Foreign exchange gain	21,380	7,546
	<hr/>	<hr/>
	188,815	211,049
Total summer festival revenue	2,960,447	3,050,532
Cost of sales:		
Festival store	130,026	118,705
Tavern	104,562	95,796
	<hr/>	<hr/>
	234,588	214,501
Expenses (Schedule B)	2,470,136	2,449,268
Excess of revenue over expenses	<hr/>	<hr/>
	\$ 255,723	\$ 386,763

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Schedule of Summer Festival Expenses

Year ended January 31, 2016

Schedule B

	2016	2015
Artists:		
Fees	\$ 756,692	\$ 651,989
Kitchen allocation	-	27,250
Transportation and accommodation	107,922	126,743
	<u>864,614</u>	<u>805,982</u>
Production:		
Amortization	310,205	313,213
Equipment	240,511	274,282
Festival expenses	61,603	15,638
Other	49,990	49,777
Site costs	39,986	43,222
Vehicle expenses	55,147	55,643
Wages and benefits	159,302	152,092
	<u>916,744</u>	<u>903,867</u>
Camping:		
Amortization	8,212	8,212
Environmental fees	6,634	-
Park fees (Note 16)	85,554	80,375
Production	36,580	53,585
Safety and first aid	21,373	14,265
	<u>158,353</u>	<u>156,437</u>
Tavern	18,951	21,350
Festival Store	3,664	8,121
Kitchen:		
Administration	154,820	135,860
Allocation	(8,372)	(109,000)
Amortization	60,536	55,568
Equipment	14,754	20,780
Food	-	1,495
	<u>221,738</u>	<u>104,703</u>
Volunteer:		
Crew meetings	7,476	7,547
Kitchen allocation	-	70,850
Other	47,282	48,033
	<u>54,758</u>	<u>126,430</u>
Other:		
Advertising and marketing	77,522	96,909
Amortization	8,098	1,982
Box office	91,140	111,417
Other	17,211	75,869
Program books	29,301	30,396
Site administration	8,042	5,805
	<u>231,314</u>	<u>322,378</u>
	<u>\$ 2,470,136</u>	<u>\$ 2,449,268</u>

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Schedule of Music Store

Year ended January 31, 2016

Schedule C

	2016	2015
Revenue	\$ 121,780	\$ 91,938
Cost of sales	111,814	64,856
Gross profit	9,966	27,082
Expenses:		
Advertising	708	450
Amortization	77	77
Bank charges and interest	108	(42)
Business tax	258	1,330
Dues and subscriptions	83	287
Freight and delivery	5,729	3,516
Office supplies	4,611	2,883
Rent and utilities	13,615	13,615
Salaries and benefits	49,891	50,302
Telephone	7	112
	75,087	72,530
(Deficiency) of revenue over expenses before other income	(65,121)	(45,448)
Other income:		
Summer festival - ticket commissions	35,359	47,410
(Deficiency) excess of revenue over expenses	\$ (29,762)	\$ 1,962

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Schedule of Resource Development

Year ended January 31, 2016

Schedule D

	2016	2015
Revenue:		
Recognition of deferred capital contributions	\$ 122,375	\$ 109,833
Donations	36,806	7,211
Donated goods and services	396,158	446,814
Festival raffle sales	26,652	26,769
Sponsorships	133,063	207,979
Education and outreach	-	13,457
Festival in the City	66,740	82,488
	<u>781,794</u>	<u>894,551</u>
Expenses:		
Artistic programs	715	11,060
Consulting	1,294	2,525
Donated goods and services	396,158	446,814
Donations	4,641	4,893
Endowment fund contributions (Note 15)	31,913	-
Festival raffle expenses	1,324	1,335
Kitchen allocation	13,517	10,900
Miscellaneous	1,127	4,515
Sponsorships	8,921	5,458
Staging The Future	990	580
Used records	793	5,163
Festival in the City	34,669	37,481
	<u>496,062</u>	<u>530,724</u>
Excess of revenue over expenses	<u>\$ 285,732</u>	<u>\$ 363,827</u>

THE WINNIPEG CENTENNIAL FOLK FESTIVAL INC.

Schedule of Administrative Expenses

Year ended January 31, 2016

Schedule E

	2016	2015
Administrative expenses:		
Amortization	\$ 40,678	\$ 43,340
Annual general meeting	3,991	5,346
Bad debts	4,678	4,617
Bank charges and interest, net	1,485	2,033
Building repairs	30,565	34,998
Computer	35,293	48,767
Equipment lease	8,307	15,440
Freight and delivery	3,685	5,019
(Gain) loss on disposal of capital assets	(12,021)	7,261
Hospitality	5,593	6,300
Insurance	38,074	41,205
Interest on long term debt	12,795	14,142
Office and supplies	14,831	12,142
Organizational fees and dues	4,079	7,727
Parking	15,990	17,183
Professional development	13,161	14,095
Professional fees	14,418	15,259
Property taxes	5,096	3,544
Rent	14,667	17,678
Repairs and maintenance	9,321	-
Salaries and benefits	918,280	1,026,035
Special projects	-	3,576
Subscriptions	304	738
Telephone	1,232	3,341
Total administrative expenses	\$ 1,184,502	\$ 1,349,786



THIS DOCUMENT IS PRINTED ON
100% RECYCLED PAPER.



203-211 Bannatyne Avenue
Winnipeg, Manitoba R3B 3P2
T: 204-231-0096
F: 204-231-0076
info@winnipegfolkfestival.ca

WINNIPEGFOLKFESTIVAL.CA