Report to the community

National

Music Centre Centre

Nationa

de Musique

2015

 $\rightarrow$  Preparing for Studio Bell

→ Piloting NMC's programms

 $\rightarrow$  Growing NMC's community

 $\rightarrow$  Education hits the road

 $\rightarrow$  Music in Canada,

Canada in Music

### From the President





#### Letter From the President

It is so exciting to read through this report in great anticipation of what next year holds when we open Studio Bell, home of the National Music Centre.

In 2015, our team faced the challenges of winding down our onsite programs, beginning the process to pack and prepare our collections for the move, managing the on-going construction project and its financing, planning for operations in the new building and having to re-think our fundraising strategies within an unprecedentedly challenged economic climate in our home province of Alberta. With each of these challenges, our team's contagious positivity and a belief that we must stay the course, has not only continued to define our success to-date, but it has widened the pool of new supporters and volunteers from across Canada who have engaged with us in growing numbers.

The momentum is palpable now and qualified by the positive feedback we continue receive from supporters, governments, artists, partners and the media, who eagerly watch our project take shape day-by-day, week-by-week.

In 2015 we celebrated several leadership gifts, our second Out Loud Gala, the engagement of numerous iconic Canadian musicians, and of course, a new naming partner in Bell Canada. All of which help position NMC closer to completing our campaign goal of \$191 million. There were many other achievements; winning Best Entry in the Calgary Stampede Parade, sharing our vision for Studio Bell and the restored King Eddy with community stakeholders, and hearing internationally renowned Canadian musician/producer Daniel Lanois perform in our space and promise to return when Studio Bell is complete.

We also said goodbye to Hal Wyatt, a former Board Chair and long-time supporter and friend. His valuable guidance was only matched by his humour. A special moment before his passing was the gathering of our founding chair Hal Wyatt, outgoing chair Roger C. Jackson and incoming chair Rob Braide.

I would like to thank Roger for his many years of leadership and support, and congratulate Rob on his first year as board chair.

This past year we also saw the last structural beam put into place on the new building and we witnessed the fruits of the investment in the new interior/exterior cladding system as custom terra cotta tiles caught the Alberta sunshine and shimmered throughout the day, once complete, this building shine will be timeless.

Program piloting set the stage for 2016 and we developed meaningful connections with influential Canadian music icons like Randy Bachman, who loaned us the famous American Woman guitar to mark our Studio Bell announcement.

As we race towards the realization of building a home for music in Canada for the world, the opening of our doors in less than a year, will usher new opportunities for diversifying our economy, preserving our history and making new histories through new programming and continuing to infuse our home city and province with "good news" about the opportunities in the future for all of Canada.

Finally, we must all acknowledge the dedication and hard work of our board members, staff, supporters and volunteers without whom, the National Music Centre would not have been realized. Thank you for believing and for continuing to believe.

"Get ready, it's showtime"

— Andrew Mosker, President and CEO of the National Music Centre

#### We're moving!

Visit us in July at:

Send us mail at:

Studio Bell 850 4 Street SE Calgary, AB T2G 1R1

NMC office | Studio Bell 300-851 4 Street SE Calgary, AB T2G 1P2



#### Masthead

#### NMC Board of Directors

**Rob Braide** (NMC Board of Directors Chair, NMC Content and Operations Committee Chair)

**Cam Crawford** (NMC Board of Directors Vice Chair, NMC Finance and Audit Committee Chair)

Freida Butcher (NMC Secretary Treasurer)

Thomas d'Aquino (Director)

Desirée Bombenon (Director)

Jeff Boyd (Director)

**Charlie Fischer** (NMC Building Committee Chair)

Greg Kane (Director)

Benôit Légarè (Director)

Ron Mannix (Director)

**LuAnne Morrow** (HR and Governance Committee Chair)

Dave Mowat (Director)

Ross Reynolds (Director)

Susan Van Wielingen (Director)

#### New Employees In 2015

Lee Mayne, Manager Facilities and Security Cynthia Klaassen, Manager Visitor and Venue Services

Adnan Ahmed, Accounting Clerk and Receptionist

**Gregg Casselman**, Exhibition Project Manager

**Jason Valleau**, Public Programs Coordinator

Chermaine Chiu, Senior Accountant

Jason Barnsley, Collections Assistant

Meghan MacKrous, Collections Assistant

Hayely Robb, Objects Conservator

Claire Neily, Coordinator of Collections

**Kirsten Christopherson,** Acquisitions and Loans Coordinator



Centre National de Musique

EDITOR Mary Kapusta

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#### GRAPHIC DESIGN

Jenelle Miller Brandon Wallis Three Legged Dog

An NMC Publication

#### NMC's Volunteer Program

Four separate orientation sessions took place during the year to welcome 80 more volunteers into NMC's volunteer program, now totaling more than 200 active volunteers.

NMC volunteers were engaged to assist with numerous projects outside of the traditional scope of events and Guitar Club. Support from NMC volunteers made events like the Out Loud Gala, Stampede BBQ, the Jann Arden event and numerous Street Team community outreach events possible.

Within the Visitor Services department, one sensational volunteer, Laryssa Warne, has been coming in an average of 12 hours a week, every week of the year, to assist with administration. Her contributions have been instrumental in helping NMC's Visitor Services team grow. She is presently been overseeing the research and development of a dedicated volunteer management software system.

For the first time ever, volunteers were utilized by all facets of NMC including Development, Marketing, Finance, and Collections departments. Whether it is making donor packages or building road cases for artifacts, NMC volunteers have been keen, hard-working and accountable with every project assigned to them from these departments.

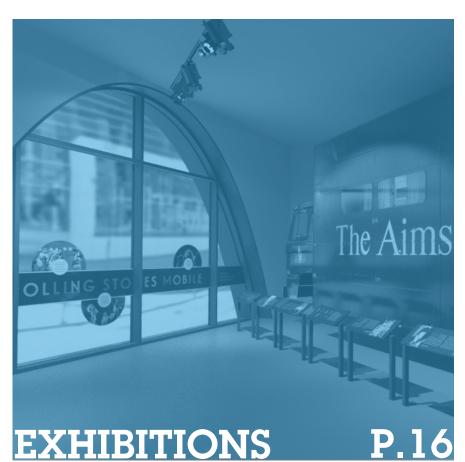


Volunteers flipping burgers at the Calgary Stampede BBQ. Image: Baden Roth

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## Collections

# PREPARING FOR STUDIO BELL

In 2015 NMC closed its gallery space in the Customs House and began preparations to move the collection to Studio Bell. The Collections department increased the size of its team, started regular blog postings, strategically acquired new artifacts, deaccessioned 110 musical instruments damaged by the 2013 flood and increased storage capacity. The majority of the year was spent organizing, packing, cleaning, and taking inventory of over 2,000 artifacts.

<sup>6</sup>Preparing the NMC collections for
 Studio Bell has been 80% planning, 20%
 execution and 100% team commitment
 Director of Collections, Jesse Moffatt

Collections received capital improvement funding from three sources in 2015: \$70,000 from the Calgary Foundation, \$250,000 from Alberta Museums Association, and \$34,000 from the Museums Assistance Program. The generous support given by these organizations has enabled NMC to place many valuable artifacts in conservation-safe storage mounts and to completely update its offsite storage facility in accordance with best practices for museum preservation.

## **Collections** Care

# Collection artifacts have been prepared for exhibition or long-term storage

Artifacts going on exhibit were cleaned and in some cases received stabilization treatment and display mounts were constructed.

Artifacts not being exhibited in Studio Bell were photographed, condition reported including status about existing condition, treatment suggestions, etc. and carefully packed for long-term storage at NMC's offsite facility.

#### Want more info?

Visit nmc.ca/collections



Compact storage. Image: Hayley Robb

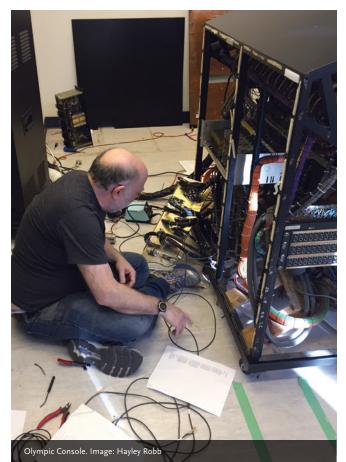


Cowboy boots from the Canadian Country Music Hall of Fame (CCMHF) collection



Throughout 2015, NMC's three main recording consoles – the Rolling Stones Mobile (RSM,) the Olympic, and the Trident A-range – underwent restorative work. Additionally, NMC's flooddamaged electronic parts collection received treatment to ensure their continued used for future repairs and restorations.

#### Collections





Michelle Wright jacket, Image: Hayley Robb

#### **Collections Management**

#### In 2015, NMC focused on increasing representation for Hall of Fame inductees and Canadian Music Icons.

# New objects both for exhibition and for the use in the Artist in Residence program were secured.

New objects on loan include Randy Bachman's American Woman guitar, Rush's Hockey Night in Canada drum kit, and the world's first voltage-controlled synthesizer, the Electronic Sackbut. Acquisition goals were met through a combination of solicited targets, unsolicited donors, pre-existing conversations with potential donors/lenders, and partnerships with national institutions such as Library and Archives Canada and Canada Science and Technology Museum.

In order to effectively manage these new loans as well as the rest of the objects in the collection, NMC acquired a new collections management system called The Museum System (TMS). This system will function as a public resource for all primary and secondary sources of information about NMC's collection and it will be launched online in 2016 allowing NMC's collection to be accessible on a national scale.

### Collections Research

In 2015, 200 individual artifact profiles were completed resulting in 1.4 million words of new content about NMC's collections.

Acting as primary source materials, these profiles will be used to inform exhibitions and interpretive panels, and will be made available to the public through the new online database.

In addition to artifact profiles, 20 oral histories from some of Alberta's most influential music-makers were captured in 2015 and will be used in the upcoming ATB storytellers exhibit launching in 2016. Acting as primary source materials, these profiles and oral histories will be used to inform exhibitions and will be made available to the public through the new collections management system, TMS.

# PROGRAMMING

2015 marked the final year of programming at NMC's Customs House location. The Programming team devoted much of its attention to preparing plans for new experiences at Studio Bell, but still managed to deliver a dynamic series of programs and presentations. Highlights included candid conversations and intimate music performances with Jann Arden, from Calgary and Daniel Lanois, a rare collaboration with a fine artist from Montreal, and a diverse and engaging series of programs delivered in tandem with JazzYYC.

#### Public Programs and Outreach

#### **Creative Spaces**

NMC's Creative Spaces program continued to be an extremely popular space option for independent artists, promoters and non-profit groups in 2015. Stage One was the host venue for more than 170 events in 2015, which included over 25 all-ages concerts and more than 80 other musically related events.

## Stomp and Strum

In recognition of Calgary Stampede, NMC revived the breezeway stage at our Customs House location to program a fun afternoon of great country and roots music. Over 200 attendees enjoyed BBQ, beverages, and great Albertan music from Eve Hell, Tim Hus, and Gord Bamford.

#### Folk Bootcamp

2015 marked ten years of collaboration with the Calgary Folk Music Festival on Folk Boot Camp at NMC. This year was another great success with workshops offered by festival artist to amateur musicians at NMC.

## **ATB Storyteller**

Thanks to the support of our partners at ATB, NMC delivered the first installment of "Storytellers". Using a casual "Inside the Actor's Studio" format, host Holger Petersen engaged our first guest, Jann Arden, in an evening of conversation and stories about her rise to fame and experience as an artist from Alberta. The program played to a packed house at the Boyce Theatre.

#### Want more info?

Visit nmc.ca/programs

# Co-Presentations

# Artist Residency Johnathan Villeneuve presented with Stride Gallery

In January 2015, Stride Gallery and the NMC partnered to host Montreal-based visual artist Jonathan Villeneuve for a one-week residency. Villeneuve returned to Calgary to complete a residency he began with NMC in 2014, presenting an exhibition at Stride Gallery titled "When I am Gone Let Happen What May / Après Moi le Dèluge". NMC hosted the artist in conversation with Jesse Moffat as they toured the collection and talked about the inspiration for the exhibition.

#### **David Vest Artist Talk**

On February 18, NMC was host to a fascinating artist talk with renowned American pianist David Vest and local R&B luminary, John Rutherford. This event was co-presented by NMC, the Calgary Blues Fest, and featured an introduction by NMC's, Chad Saunders.

### JazzYYC Summer Sessions

RBC presents NMC Summer Sessions brought a varied and diverse program of activities and events to complement JazzYYC's inaugural Summer Festival in June. Highlights included community outreach initiatives such as Boogie Woogie and Bop for Preschool at the Calgary Public Library, and artist development workshops such as Afro-Cuban Jazz and Beyond with award-winning musicians, Ignacio Berroa and Hilario Durán.



# Incubation and Creation

#### Daniel Lanois, Master in Residence

Thanks to a partnership with Sled Island Music Festival, NMC was able to secure Daniel Lanois for a two-day residency in June. Lanois and his band had a chance to explore the instruments, capturing samples that he would then incorporate into his live performance. This residency culminated in a master session open to the public, where Lanois and his band performed songs from his catalogue in-the-round. Lanois spoke about his artistic ethos, his career trajectory and took questions from the audience who enjoyed this intimate program.

#### Stakeholder and Community Engagement

#### **King Eddy Stakeholder Event**

NMC's King Eddy Open House was held on Tuesday, March 24, 2015 at the Golden Age Club in East Village. Friends of the King Eddy were invited to share memories and learn about NMC's next steps in creating the next evolution of the King Eddy at Studio Bell.

#### Alberta Music Cities Initiative Open House

In November, the AMCI steering group—comprised of Adam Fox (NMC), Chris Wynters (Alberta Music), Amy Terrill (Music Canada), and Graham and Paul Lessard (Scotlyn Foundation)invited a diverse group of individuals representing a cross-section of the Alberta music industry to take part in a discussion and planning session about Alberta Music Citities Initiative.



## **Exhibitions**

#### **Exhibitions Development**

Exhibitions development graduated from design to production in 2015, but not without a concerted review and enhancement of our designs. Beginning in January, NMC re-engaged our principle exhibit design firm, Haley Sharpe Design, and in consultation with our partners from the Canadian music halls of fame, reimagined our offerings for the 5<sup>th</sup> floor of Studio Bell.

Fabrication of exhibit materials began in earnest in the fall. Audio/video and software for interactives and screens were designed and as 2015 waned, production of content began.





#### Development

# **GROWING THE** NATIONAL MUSIC CENTRE'S COMMUNITY OF SUPPORT

The community of music lovers and city builders that support the National Music Centre (NMC) has been growing steadily for many years now. 2015 was no exception; in fact, it was a banner year for community support, showing growth at over 250%. This remarkable generosity took many forms—major and leadership gifts supporting the construction of Studio Bell and the operations of NMC, participation in the 2015 Out Loud Gala, buying a brick in support of the Cornerstones campaign, and much more. **NMC is humbled by and grateful for the support of its incredible donors and sponsors.** 

**I** see the National Music Centre as a place that will encourage and foster arts groups to work together, provide not just a venue, but be a vehicle for people to come together and encourage each other and groups to work together... That's why I'm happy to support it

- Walt Deboni, NMC Supporter

# 2015 at a Glance

New Donors – 697 NMC Out Loud Gala Guests – 569 Cornerstones Participants – 600+ Operating Funds Raised – \$3.7 million Capital Funds Raised – \$21 million Total Funds Raised 2015 – \$24.7 million

#### Want more info?

**Visit** nmc.ca/donate



#### Studio Bell

## Home of the National Music Centre

#### On April 9, 2015 NMC was thrilled to announce Bell Canada as its naming partner for the new facility.

Studio Bell, the home of NMC, will welcome Canadians and international visitors in 2016. Loring Phinney, Vice President of Corporate Marketing at Bell Canada, made the big announcement to the media as well as an excited crowd of NMC staff, board and supporters.

To commemorate the event NMC hosted the first-ever rock concert at Studio Bell, featuring Randy Bachman.

Bell Canada's sponsorship totaled \$10 million over a 12-year term. This leading arts and culture sponsorship expands Bell's commitment to creating great destinations across Canada and supporting the development of great content. NMC is honoured to work with Canada's largest telecommunications company, and looks forward to working with Bell to connect Canadians to the music and stories that define our country.

## Major and Leadership Gifts

#### Supporters leading the way in building a home for music in Canada

In addition to the Studio Bell announcement, NMC was pleased to announce leadership gifts from the Flair Foundation, BMO Financial Group, RBC Financial, the Calgary Foundation and the Sam and Betty Switzer Foundation.

- Flair Foundation \$2 million gift to name the Flair Foundation King Eddy Lobby.
- BMO Financial Group \$1 million gift to name the BMO Financial Group Soundscapes Stage.
- RBC Financial \$1 million gift to name the RBC Master in Residence Mentorship Program and the RBC Terrace Commons.
- Calgary Foundation \$3 million gift (\$2m NMC, \$1m CKUA) to name the Calgary Foundation CKUA Studio.
- Sam and Betty Switzer Foundation \$500,000 gift to name the Sam and Betty Switzer Foundation Speak Up Stage in Memory of Ron Casat.

#### 2015 NMC Out Loud Gala

#### Rock star chic in Calgary's coolest neighbourhood

2015 saw the return of NMC's Out Loud Gala, presented by Coril Holdings and featuring a live performance by multiple JUNO Award-winner Serena Ryder.

Over 569 guests brought out their inner rock star to enjoy great food and drink from local restaurants and bid on our musicthemed live and silent auctions. On the evening prior, thanks to hosts Jeff and Michelle Boyd and sponsors RBC Financial Group, NMC was also able to welcome 100 guests for a VIP reception. All together, the weekend generated \$470,000 in gross revenue.

#### Cornerstones Campaign

### Excitement builds about the return of the King Eddy Hotel

Since breaking ground on Studio Bell, home of the National Music Centre (NMC), in 2013, NMC has carefully reassembled the historic King Eddy, honouring the original plans and returning it to its 1905 alory.

In 2015 NMC invited music fans to be a part of the history of this East Village cornerstone, and give it another century of music, community and great memories by donating \$250 to have a King Eddy Brick engraved and placed back in the iconic venue. Over 600 bricks were purchased, raising over \$161,000 for NMC. The Cornerstone campaign will be running until the end of 2016 so do not miss out your chance to engrave your name in history!



Ken Regan, CEO, of CKUA, Andrew Mosker, CEO, of NMC and Dale Ens, Chair, of Calgary Foundation celebrate the naming of the Calgary Foundation CKUA studio. mage: Brandon Wallis



Serena Ryder performs at the 2015 NMC Out Loud Gala. Image: Brandon Wallis

# PROGRAMMING: EDUCATION

2015 marked the launch of in-school programs and the end of onsite education programs as NMC prepared to move its collection to Studio Bell. Over 90 programs were delivered by musician educators to 37 schools and reached over 5,000 students. Programs met curriculum outcomes in math, science, social studies, language arts, and fine arts.

<sup>44</sup>There are so many barriers for some of our students to get involved in some of the things they would love to pursue, and as soon as something is at no cost to them, that makes a huge difference to their success, and their ability to believe in themselves and connect to something – Laurie Martens-Morningstar, Psychologist at Discovering Choices High School

#### Workshops and Professional Development

NMC education staff focused on building audiences and developing skills in 21<sup>st</sup> century museum and educational practices

NMC presented at the Calgary City Teachers' Convention, Calgary Mini Maker Faire, South Western Alberta Teachers' Association Conference, the Alberta Teachers' Association, and the Museum Computer Network annual conference.

Sessions ranged from digital storytelling to makerspaces to teaching science through music. NMC also hosted a series of teacher workshops and open houses to build excitement and engagement in new programs to be delivered in Studio Bell in 2016.

#### Teen Programs

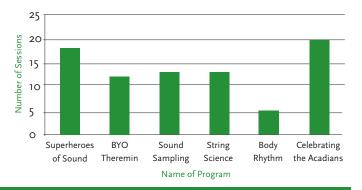
Guitar Club is NMC's drop-in afterschool program, which invites youth from surrounding inner-city neighborhoods to make music and be mentored by local musicians/artists for free

Guitar Club provides youth with a sense of security, self-esteem and structure through free, self-directed arts-integrated learning.

NMC staff and volunteers offered workshops, tours, songwriting, recording and performance opportunities. Nine volunteers donated over 700 hours to 742 student visits. The participation rate for this program is up by 60% indicating a need for more music-based after-school programs.

#### By the Numbers

#### **In-School Programs Delivered in 2015**



#### Want more info?

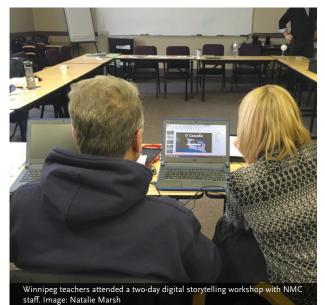
Visit nmc.ca/learning

# Roadcases

## Roadcases also engaged students across western Canada

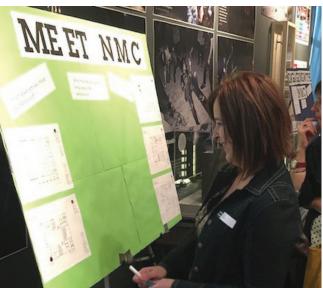
Roadcases are travelling kits that include lesson plans and materials to support a broad range of curriculum connections.

Roadcases provide teachers with information and tools to engage students through hands-on experiences using instruments and artifacts from NMC's collection. This program grew in 2015 with the development of the Hearing and Sound and Métis Music Roadcase. Including the existing ATB Financial Alberta Stories Roadcase, these cases travelled over 4,200 kilometers and reached over 800 students in 14 different schools.









Calgary area teachers attend NMC's Teacher Open House and provide feedback. Image: Jennifer Grey



Guitar Club student performs at Gig Night. Image: Brian Mills



# **TURN IT UP!**

NMC Marketing was guided by several priorities in 2015:

- Think strategically and plan sustainably
- Raise awareness for Studio Bell and NMC
- Develop an online environment that reflects our values and mission, which also propels us forward
- Support organizational objectives
- Drive earned media across regional, national and international outlets

These priorities framed our work and inspired new projects such as our tourism outreach, street teams program and having a greater presence across Canada through content.

#### Think Strategically and Plan Sustainably

#### In 2015, NMC Marketing completed Phase Two of our website redevelopment project

This included expanding the modular design and adding new features such as the language toggle, to ensure that NMC can maintain a vibrant online platform that is updated regularly with engaging content.

NMC assembled an internal content advisory committee to promote growth and alignment for original content on all online platforms. Content generation has now spread amongst departments with Development, Collections, and Education all creating original articles and features.

Marketing also developed a two-year marketing plan to take NMC through to Doors Opening. This living document is updated regularly and includes strategy around content, social media, tourism marketing and earned media.



NMC street teams in Canmore. Image: Kym Butler



NMC's float for the Calgary Stampede parade. Image: Mary Kapusta

## Raise Awareness

## For Studio Bell and the National Music Centre

NMC's media growth over the last year has been thrilling and much of that is owed to strong publicity planning, regular scheduled gifts, construction milestones and acquisitions.

NMC's biggest media event of the year was the Studio Bell naming media event on April 9 2015 which featured Randy Bachman and the "American Woman" guitar story that enabled news of the naming to be carried even further.

NMC also rolled-out a Street Teams program, which brought information about the project to the streets in a new Studio Bell/NMC tent to nearly 10 festivals in Calgary and the surrounding area.

#### Want more info?

Visit nmc.ca/amplify studiobell.ca/media

## Marketing and Communications

In 2015, NMC worked closely with Tourism Calgary, Travel Alberta, tour vendors and meeting planners to begin preparing for Doors Opening and creating the required assets. NMC also sponsored an award at the White Hat Awards, putting the project in front of thousands of frontline workers from the hospitality industry. As part of the public campaign, NMC partnered with Landmark Cinemas and Corkscrew Films to create NMC's first 30-second promotional spot which ran in 300+ theatres for the holiday movie season.

#### Develop an Online Environment

#### NMC unveils an award-winning website

NMC received the Engagement Leadership award from the Alberta Museums Association for its work on it's web page, nmc.ca and NMC's blog, Amplify.

In 2015, NMC rolled out a bilingual site and programmed more original French-language content. With a roster of a dozen writers with different background, NMC was able to cover major music events across Canada and rolled out a Regional Music Spotlight series. This series engaged all 12 regional music associations in Canada for profiles of their music scene, including their emerging artists, favourite venues and the some of the challenges they face.

#### Support Organizational Objectives

#### As always, NMC Marketing must balance our projects with being an ongoing resource and support for all departments

In 2015, we supported development with the direct mail campaign and the gala, and led all staff through our new naming and its activations.

Preparation for the Studio Bell brand roll-out was a huge task for the marketing team, but working closely with Bell and the Senior Leadership Team, NMC Marketing created structure and an approval process that enabled a smooth transition.

#### Drive Earned Media

# Strong Growth, national and international outlets

NMC's relationships with regional media—and some of its most important stakeholders—remain strong. Over 2015, its local media coverage grew 24%, nearly doubling from the previous year! Media hits (published stories about NMC) have grown dramatically since construction began. Hits have doubled since 2013 when they were 296 vs 633 in 2015 indicating more awareness both locally and nationally for the project. National media hits are averaging 25% of total hits with 131 or 21% in 2015, 127 or 29% in 2014 and 74 or 25% in 2013.

### Social Media and Website KPIs

#### A big year for growth!

NMC's social media strategy is to focus on quality over quantity and this has significantly increased engagement with target audiences and has lowered the webpage bounce rate.

Facebook	2014	2015	
Total Page Likes	3,930	5,505	↑40%
Potential Reach	843,800	905,932	↑7%
Engagement	43,388	49,952	↑15%
Yearly Publishing Volume	352	332	↓6%
Twitter	2014	2015	
Total Followers	, 5,451	5,216	↓ 17%
Potential Reach	6,942,560	10,474,456	↑ 51%
Engagement	5,216	5,492	↑ 5%
Yearly Publishing Volume	1,912	1,616	↓ 15%
Instagram	2014	2015	
Total Followers	671	1,310	1 95%
Engagement	12,112	27,468	↑ 9 <u>9</u> 70 ↑ 127%
Yearly Publishing Volume	276	503	↑ 82%
ically i ablishing volume	270	J©J	0270
YouTube	2014	2015	
Total Subscribers	125	237	1 90%
Views	17,604	28,388	↑61%
Engagement	153	444	190% ↑
Yearly Publishing Volume	16	24	↑ 50%
Website	2014	2015	
Visits	108,416	126,416	17%
Pageviews	251,048	318,020	<u>↑</u> 27%
Average Visit Duration	105 sec	105 sec	- 0%
Bounce Rate	60%	47%	↓ 22%
Newsletter	2014	2015	
Average Recipients	5,005	5,313	↑6%
Bounce Rate	7.1%	10.5%	↑ 48%
Opens	26%	27.3%	↑ 5%
Click Rate	9.7%	11%	↓ 12%
Yearly Publishing Volume	33	23	↓ 30%

# MUSIC IN CANADA, CANADA IN MUSIC

NMC's first public advertising campaign rolled out last November and was in market for 3 months at a cost of \$149,000. This investment secured the following: audience research and recommendations, artwork development, advertising plan, and overall campaign strategy. The campaign was focused on three things:

- Raise brand awareness
- Help define our audience
- Support fundraising goals

The campaign performed well, and exceeded targets for almost all components. The campaign was a digital media buy—a first for NMC—and confirmed that working on digital platforms will help NMC to stretch our limited ad dollars and refine our audience segments in the lead-up to Doors Opening. The components of the campaigns were mobile, Google ad search, native advertising and programmatic (similar to advertorial content).

## Key Takeaways from the Campaign

# NMC's first public advertising campaign rolled out last November

The campaign performed well, exceed targets for almost all components.

- Visits to the NMC website increased during the campaign period by 116% when comparing to the three months prior
- 72% of traffic were new visitors to the website (the majority landing on the donation page to begin)
- Audience data confirms that our target profiles are consistent, the majority of visitors are females 25-34



# MUSIC IN CANADA. CANADA IN MUSIC.

# What we Learned

# The campaign confirmed that NMC's content is "on the mark" with high click through rates from advertising

Mobile content has great potential for NMC and a strong clickthrough rate was experienced with most activity on Saturdays.

A surprise of the campaign was that social media ads underperformed, and NMC felt that messaging and visuals became stagnant over the campaign. There is also potential that the call to action wasn't clear enough.

NMC's investment in a Google search campaign helped to leverage the campaign resulting in a strong click through rate. This should become standard practice with regular updates for campaigns and events.

NMC's Advertising Campaign with Postmedia did exceedingly well, with 100,019 native impressions online and 80,410 impressions on social media.



# PUBLIC ART 2015

NMC's public artist Patrick Marold spent 2015 working, testing, and modifying NMC's public art Solar Drone project.

The Solar Drones will consist of 16 resonating vessels suspended from the ceiling of the NMC skybridge, individually solar powered through photo-voltaic panels mounted on the roof of Studio Bell. Visually, each resonant vessel is built from a salvaged soundboard of a de-accessioned and flood damaged pianos taken from the NMC's collections.

The artwork turns light into sound, whereby Calgary's characteristically ever-changing skies will compose the sounds of the skybridge based on sunlight and cloud cover. At night or during very cloudy or overcast days, the Solar Drones will be silent.

With the installation of the rooftop solar panel and wiring completed, the final installation of the artwork will take place in June 2016.

<sup>66</sup> My work sharpens the dynamic exchange between our surroundings and our resulting perceptions...Primarily I am designing the Solar Drone concept to provide both a visual and audible experience in the (Skybridge) walkway during the daylight hours

Patrick Marold

# Stampede Parade 2015

The Studio Bell parade float entry was awarded first place for the Best Overall Parade entry in this year's Calgary Stampede Parade

Brian Sklar and The Tex Pistols provided the musical entertainment. F&D did a great job redesigning the float and NMC staff who waved and walked with the float were awesome. It should be noted that our float is one of very few entries in the Parade with live music.



Calgary Stampede parade. Image: Mary Kapusta



Solar drone soundboards. Image: Patrick Marold Studios

# EXHIBITIONS

## Level One-Canada Music Square

Start your journey into five floors of exhibitions that celebrate the nation's music story. Plan your visit, take in a live show, or sign up for an NMC program or tour.

#### Level Two-Music Mosaic

We are what we create. Canada's identity is reflected in our music. Since the earliest of times, many people and cultures have contributed to the vibrant and creative music scene in Canada today. This level also holds a 300-seat Performance Hall.

#### Level Three—Power of Music

It stimulates your brain, moves your body, and nourishes your soul. It can make you cry in your popcorn or yodel at the top of your lungs. Explore these topics in stages that will unpack the power of music.

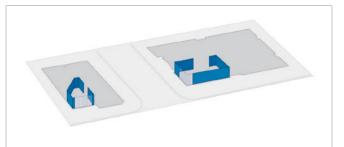
#### Level Four-Making Music

Whether you're an amateur or a professional, we can all make music. Learn about the science of instruments, discover Canada's top music technology innovators and, of course, play music in one of the many interactive displays.

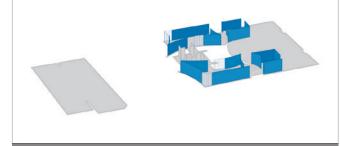
## Level Five—Best of Canada

On this floor we celebrate recognized Canadian musicians who have left their mark on this country and beyond. The Canadian Halls of Fame are located here.

We don't want to just reflect culture, we want to instigate and incite culture
Adam Fox, Director of Programs



Level One – Canada Music Square / King Eddy / RSM. Image: Dana Woodwor

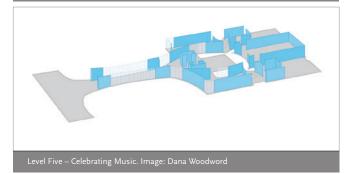


Level Two – Music Mosaic. Image: Dana Woodwor



Level Three – Power of Music. Image: Dana Woodword

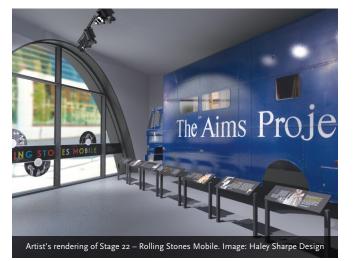




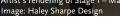
#### Want more info?

Visit nmc.ca/exhibitions

# Exhibitions









Artist's rendering of Stage 6 – Sound Affects. Image: Haley Sharpe Design



Artist's rendering of Stage 10 – Unplugged. Image: Haley Sharpe Design







Artist's rendering of Stage 16 - Halls of Fame. Image: Haley Sharpe Design



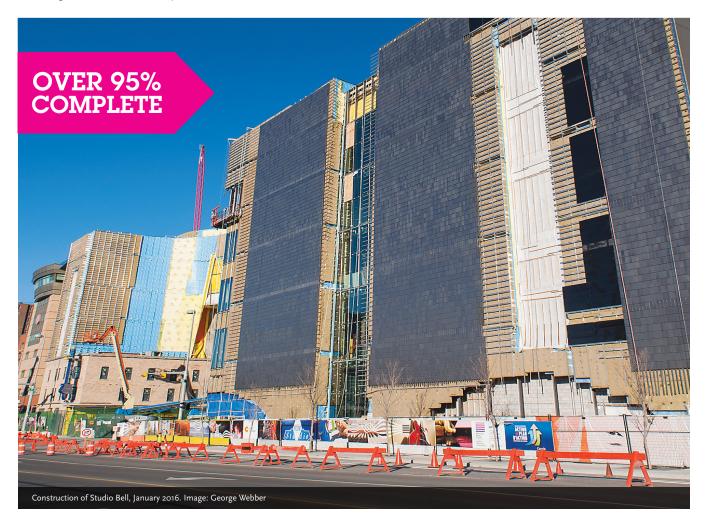
# STUDIO BELL CONSTRUCTION

The year 2015 saw many construction milestones with work rapidly progressing on all interior finishes and the installation of 220,000 interior and exterior terra cotta tiles. Created in Germany and custom glazed in Holland, the slight tone differences in each tile gives off a multi-hued glow when light reflects off of each surface.

As each piece of the puzzle has come to form, the intricate beauty of the tiles and the complex shapes of the building are revealing themselves to be truly remarkable. Elsewhere, the year 2015 marked the completion of all mechanical and electrical systems throughout the east and west block, and feature items such as the Enormadome skylight, hardwood flooring, mezzanine handrails, and the south feature stairs.

With construction closing the year at roughly 95 percent complete, we are eager to finish installation of a retractable acoustic wall and stage lighting into Studio Bell's 300-seat Performance Hall.

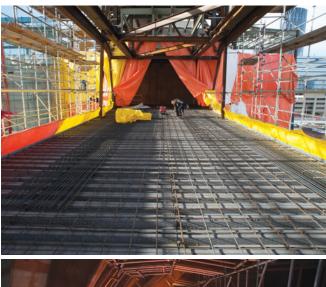
Since breaking ground in 2013, there have been upwards of 260 workers from CANA Construction on-site, working tirelessly to construct a hub for music in Canada.



Want more info?

Visit nmc.ca/studiobell

# Construction









Images: George Webber









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### Program Supporters











## Information Technology

#### **Technology System Implementation**

The ongoing Technology System implementation project is the culmination of over 3 years of detailed planning, beginning with the Information and Communications Technology and Audio Video Systems Program produced by NMC and the Sextant Group

Through 2014 and 2015, NMC worked with Bell Canada to complete a executable design for the Studio Bell Technology System.

The implementation of the system, also contracted to Bell Canada, began in 2015 and is ongoing until the public opening in 2016. This final phase of the project consists of the following integrated sub-projects: Network, Network Security, Wireless (Network), Compute and Storage, Audio Visual, Application Services, Integration.

Off-site staging and testing of systems started in December 2015. This was a critical stage of the project, as the functional design of the system was physically tested.

#### Finance

#### A Year of Transition

#### 2015 has been a year of transition for NMC

Staff have begun the process to shut down operations at the Custom House and plan for operations at the new Studio Bell.

The focus has been on building operating capacity to open doors at the new facility in 2016. This includes the creation of six new staff positions including a Manager of Earned Revenue to focus on developing new revenue streams and a Manager of Facilities to focus on developing the plans to operate the new facility and to find tenants to replace NMC when it vacates the Customs House.

NMC made significant progress in 2015 on constructing its new facility driven by the goal to be ready to host over 1,200 people at the opening ceremonies for the JUNO's in the spring of 2016. The construction of the building is nearly 95% complete with costs of \$79.8 million incurred in 2015 bringing the carrying value of the new building, including capitalized interest costs, to \$164.0 million.

In Q3 of 2015 the board reaffirmed its commitment to building an "iconic" facility and approved increasing the capital budget to \$191 million for the project. This increase included \$11.1 million for the base building, \$2.4 million for exhibitions and \$2.5 million for the fit out of the King Eddy as a restaurant and bar. Cost increased for the base building due to the refinement of the construction design reflecting the complexity and the iconic nature of the building. The exhibitions budget was increased due to higher costs caused by the strengthening US dollar and due to owner driven changes to enhance the exhibitions. While a budget has been tentatively approved to fit out the King Eddy as a live music and restaurant venue, this project has been deferred until at least 2017 pending development of business plan and improvement in the local economy including completion of other construction projects in the East Village.

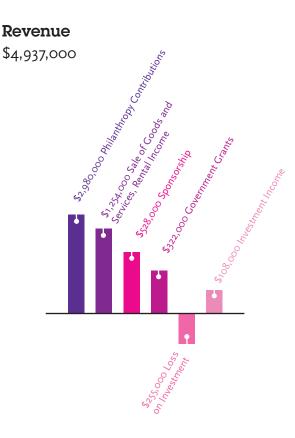
Debt continues to be used to bridge finance the construction project and will continue to be used post-construction to finance those pledges that will be received over a longer timeframe than the construction period. During the year, NMC retired all debt that was outstanding at the end of 2014 relating to the construction project and replaced it with a \$99.2 million nonrevolving credit facility with a syndicate of Canadian banks. At year end, debt is \$58.5 million (2014 - \$3.5 million) and since the beginning of the construction project, interest of \$2.9 million (2014 - \$.6 million) from all sources of debt financing has been capitalized. NMC plans to repay the debt with funding from the community and government sources. At year-end, \$135.9 million (2014 - \$104.9 million) has been received or pledged for the building.

NMC finished the year with an operating loss of \$267,000 compared to a surplus of just over a \$1 million in 2014. This swing is largely due to the unrealized loss on investments of \$579,000 which eliminated the unrealized gain of nearly the same amount in 2014. Contribution and sponsorship revenue remains strong at \$3.5 million, down slightly from \$3.9 million in 2014.

Operating expenditures increased \$419,000 to \$5.3 million mostly due to hiring new staff. NMC continues its very targeted and deliberate spending in strategic areas including significant spending in the areas of fund development and marketing reflecting the commitment to reach the capital campaign goal in support of building a home for music in Canada.

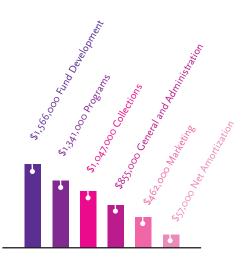
For a copy of the audited financial statements, please contact 403-543-5115 or info@nmc.ca.

# **SUMMARY OPERATIONS STATEMENT FOR 2015**



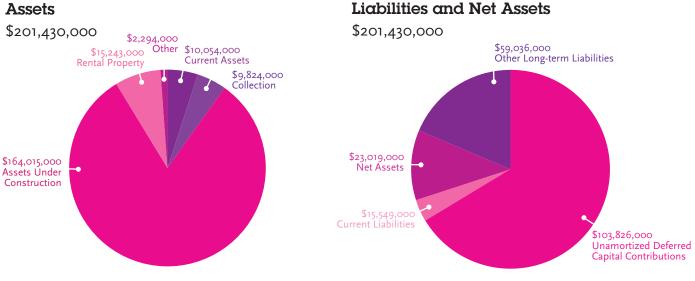
**Expenditures** 

\$5,328,000



# **SUMMARY BALANCE SHEET FOR 2015**

## Assets



Note: This statement does not include changes in fair value of derivatives.

Be sure to visit us when our new facility, Studio Bell, home of the National Music Centre, opens this July.

Find out more at studiobell.ca.





Calgary 🆓



# Studio **Bell**

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