



FOLKMUSIC
ONTARIO

2019
CONFERENCE
PROGRAM



FOLK
ALLIANCE
international
ANNUAL CONFERENCE
NEW ORLEANS
JAN 22-26, 2020



ADVANCED
REGISTRATION RATE
ENDS OCTOBER 31

FOLK.ORG



BOARD OF DIRECTORS 2018/19



EXECUTIVE COMMITTEE

CO-PRESIDENT

Amie Therrien.....amie@balsampiermusic.com

CO-PRESIDENT

Preetam Sengupta.....preetam.sengupta@gmail.com

VICE PRESIDENT

Rosalyn Dennett.....rosalyndennett@gmail.com

TREASURER

Paul Fortune.....pfortune66@gmail.com

SECRETARY

Max Merrifield.....director@nlfb.ca

MEMBER-AT-LARGE

Emma Jane Julien.....emma.julien@gmail.com

STAFF

EXECUTIVE DIRECTOR

Alka Sharma.....asharma@folkmusicontario.ca

OFFICE ADMINISTRATOR

Lianne Rancourt from May - August
Kyle Young from September - October

FOLK NORTH COORDINATOR

Rachel Weldon.....edp@folkmusicontario.ca

VOLUNTEER COORDINATOR

Catherine Nadeau.....register@folkmusicontario.ca

DEVELOPING ARTISTS PROGRAM COORDINATOR

Trea Levasseur.....youth@folkmusicontario.ca

ART BEAT COORDINATOR

Nadia Kharyati.....community@folkmusicontario.ca

CONFERENCE COORDINATORS

Copperworks Consulting Inc.
Dennis Landry.....dennis@copperworksinc.ca
Tara Levesque.....tara@copperworksinc.ca
Mike Large.....mike@copperworksinc.ca

BOOKKEEPER.....Lynn Rae

PHONE: 1-866-292-6233 or 613-560-5997

FAX: 613-560-2001

www.folkmusicontario.ca

MAILING ADDRESS:

330-176 Gloucester Street, Ottawa, ON K2P 0A6

Please visit **www.folkmusicontario.ca** for ad rates, formats and sizes, submissions and pictures welcome! We cannot guarantee inclusion of your submission in Folk Prints (but we'll try!). Please send submissions in text format only. If you have pictures, call us before sending them.

Design by Lisa Palfrey

DIRECTORS

Tim Des Islets.....tim@noisemakermanagement.com

Richard Henderson.....rhenderson@powergate.ca

Liz Scott.....lizscott555@gmail.com

Syma Shah.....syma@torontounion.ca

PAST PRESIDENTS

Katherine Partridge	Carolyn Bigley
Rachel Barreca	Bill Marshall
Alex Sinclair	Magoo
Scott Merrifield	Jim McMillan
Paul Mills	
Aengus Finnan	
Sam Baijal	
Doug McArthur	
Warren Robinson	

PAST EXECUTIVE DIRECTORS

Peter MacDonald
Erin Benjamin

PAST ESTELLE KLEIN AWARD RECIPIENTS

Bill Garrett	Stan Rogers
Magoo	Richard Flohil
Anne Lederman	Ken Whiteley
Sadie Buck	Sylvia Tyson
Harvey Glatt	The Friends of Fiddler's Green
Mike Stevens	Ian Tamblyn
Arthur McGregor	Jackie Washington
Paul Mills	Estelle Klein
Grit Laskin	
Sharon, Lois & Bram	
Bernie Finklestein	

The views expressed in this magazine are those of the authors and are not necessarily those of Folk Music Ontario. Questions or comments regarding Folk Prints should be brought to the attention of Alka Sharma at asharma@folkmusicontario.ca. Articles and photos may not be reprinted without the express written permission of the author and/or photographer.

*Cover photo courtesy of Gary Glass
2019 Estelle Klein Award recipient Jan Hall*

We would like to acknowledge that the land on which we gather is the traditional territories that include the Wendat, the Anishinabek Nation, the Haudenosaunee Confederacy, the territory of the Mississaugas of the New Credit First Nation, and the Métis Nation.

THANK YOU FOR YOUR SUPPORT

FUNDERS



SPONSORS

GOLD



SILVER



BRONZE



FRIENDS OF FMO

PARTNERS





TABLE OF CONTENTS

Executive Director’s Message.....	06
The Co-President’s Message.....	08
Julian Taylor.....	10
Estelle Klein Award Recipient Bill Garrett.....	12
2018/19 Board of Directors.....	16
The FMO Taylor Mitchell Bursary.....	17
Panelists.....	21
2019 Silent Auction Items.....	26
ACTRA-RACS Recording Artist of the Year.....	30
Bandzoogle Website Award.....	31
Colleen Peterson Award.....	32
FMO Songs From the Heart Awards.....	34
Stingray Rising Star.....	36
Volunteers.....	38
Folk North Export Development Program 2019.....	40
Official Showcase Jury.....	42
FMO Official, Alternate, and Family Showcase Artists.....	43
Indigenous Showcase Artists.....	48
Lightning Talks.....	50
New Members.....	54
Developing Artists Program Information.....	56
Hilton Toronto Airport Hotel Floor Plans.....	58
Conference Schedule Guides.....	60
2019 Panel Descriptions.....	64
Annual Report Section.....	70
About FMO.....	71
Year in Review.....	72
Co-President’s Annual Report.....	73
Executive Director’s Annual Report.....	74
Audited Financial Statements.....	75
Draft 2017 Minutes.....	88



I would like to begin by acknowledging that the land on which we gather is the traditional territories that include the Wendat, the Anishinabek Nation, the Haudenosaunee Confederacy, the territory of the Mississaugas of the New Credit First Nation, and the Métis Nation.

Welcome to the Folk Music Ontario (FMO) 2019 Conference! I am excited to welcome you back to the Hilton Toronto Airport Hotel & Suites for our third year.

Folk Music Ontario, Folk Music Canada and the Canadian Folk Music Awards, and Folk Alliance International have initiated discussions to explore the possibility of consolidating into one new national organization where we can serve the thriving Folk community, members and delegates. We invite you to provide your input at our scheduled Town Hall on Saturday, September 28 from 10:30 am to 12 pm.

In honour of the organizations all coming together for these discussions, Folk Music Ontario, Folk Music Canada and Folk Alliance International are presenting Folk North at the FMO Conference this year. We are all very excited to have the amazing caliber of delegates having discussion with the stellar quality of artists that are showcasing.

Every year the Board of Directors seems to exceed my expectations as they continue to work tirelessly on all the committees and working groups for the organization. They are a very dedicated group of volunteers that should be congratulated for all the hard work that they do for Folk Music Ontario. Please thank the Board Members that you see during the conference.

The Conference Working Group – Rosalyn Dennett, Max Merrifield, the FMO staff and Copperworks Consulting Inc. – have been diligent in putting together this year's conference with great panels/workshops and a fun-filled four days. Copperworks Consulting made up of Dennis Landry, Tara Levesque and Mike Large have been great to work with, but also know FMO inside/out in moving the organization forward.

As many of you know, Jennifer Ellis, FMO's former Office Administrator, left her position in March. I would like to personally thank her for all her hard work and dedication for the 10 years that she provided service to the Ontario Council of Folk Festivals and then Folk Music Ontario. I must thank Lianne Rancourt who immediately stepped in and worked with FMO from April until August. She took over for the position and did an outstanding job. This year, Catherine Nadeau has been the Volunteer Coordinator and she comes through the Ontario government's Job Creation Partnership (JCP) program. I will take this opportunity to thank all our hardworking volunteers! Catherine has been a tremendous asset in organizing the volunteers and will be extremely helpful in guiding them over the days of the conference.

Rachel Weldon has been our hardworking Folk North Coordinator. She has done an amazing job in delivering Folk North at the FMO Conference this year.

Nadia Kharyati has taken on the position to coordinate Art Beat and has engaged many of the artists to provide musical talent in the community. Treasa Levasseur has been doing an outstanding job of being the Developing Artists Program Coordinator. She has done another great job of providing a great Program.

Thank you, members and delegates. Please enjoy the conference and the music!

ACTRA **RACS**

WE SPENT OUR TIME:
**COLLECTING ROYALTIES AND MAKING SURE
YOU GET PAID YOUR FAIR SHARE**

YOU SPEND MORE TIME:
CREATING GREAT MUSIC

RECORDING ARTISTS, MUSICIAN OR VOCALIST?
REGISTER TODAY



**GET PAID FOR
YOUR PLAYS**

ACTRARACS.CA

[f ACTRARACS](#)

[t ACTRARACS](#)



WELCOME TO THE 33RD ANNUAL FOLK MUSIC ONTARIO CONFERENCE

Here we are for another year of community, education, and of course, great music.

We wish to thank our funders, partners, and sponsors for their generous support, as well as all of the festivals, organizations, and individuals that continue to support FMO as members. It is for and because of you that we exist, focusing our efforts to realize FMO's vision - to build a thriving, inclusive folk community with local and international impact.

We also wish to acknowledge the contributions of our fellow board members and committee members over the course of this past year. It is a very skilled and diverse group with whom we are honoured to serve, and whose dedication of time and energy this year deserves special mention. Equal mention belongs to FMO Executive Director Alka Sharma for her patience, guidance, leadership, and co-operation in moving the organization forward. Additional thanks to Office Administrator Lianne Rancourt, Volunteer Co-ordinator Catherine Nadeau, Art Beat Co-ordinator Nadia Kharyati, Developing Artist Program

Co-ordinator Treasa Levasseur, Folk North Co-ordinator Rachel Weldon, and Dennis Landry, Mike Large, and Tara Levesque of Copperworks for their efforts in organizing and executing the conference this year.

Of course - like many of our member festivals - we couldn't run our event without the help of so many wonderful volunteers. If you are one of them, thank you so much. If you are not one of them, you will surely see many of them throughout the weekend, so we encourage you to take the time to offer your thanks as well.

As you pore over the many panels and showcases, deciding where you'd like to spend your time this weekend, we wish to draw your attention to one event that will benefit greatly from your participation. As many of you have heard or seen, Folk Music Ontario, along with our friends at Folk Music Canada and the Canadian Folk Music Awards, have initiated discussions to explore the creation of one united organization to serve the folk industry in Canada. In order to further guide and inform that conversation, we invite everyone

to participate in the town hall on Saturday morning immediately following the AGM. However FMO moves forward, we value your input in ensuring that our members are well served and that folk has a strong presence for years to come.

We hope you enjoy the weekend, and thank each of you for attending, whether you've come from down the street or across the world. Discover that new artist, learn from that panel you didn't know you needed, share your own creativity with a loving community, thank a volunteer (it's worth repeating), welcome all of those infectious hugs, put kindness first, and with any luck, you'll find that FMO moment that you'll always remember.



breakout WHITESHORSE 2019 / West

WHITEHORSE
YUKON
OCTOBER 2-6

4 DAYS, 8 VENUES,
50+ BANDS

“ Every time we play BreakOut West,
something fantastic happens. ”

— NATE HILTS, THE DEAD SOUTH



FACTOR Canada *musicaction*

Yukon

This project is funded in part by FACTOR, MusicAction and the Government of Canada and Canada's private media broadcasters. Ce projet est financé en partie par FACTOR, MusicAction et le gouvernement du Canada et les radiodiffuseurs privés du Canada.

Breakout West 2019 is funded in part by the government of Yukon.



**WE'RE BEHIND
THE PEOPLE BEHIND
LIVE MUSIC
AND WE'RE PROUD
TO BE BEHIND
FOLK MUSIC ONTARIO**

The loudest voice for
live music in Canada.

Visit our website to learn more.

CANADIANLIVEMUSIC.ca



CANADIAN
**LIVE
MUSIC**
ASSOCIATION

behind the people
behind live music





Being human is complicated and beautiful. In a world of negative political, emotional and spiritual turmoil, being a part of a community that is forward thinking, inclusive and celebrates diversity is of cardinal importance.

Right now, I'm sitting in the forest chilling in a ravine that falls behind my house. I find being here inspiring and quite comforting. Most mornings I do my best to get up and go out into the wilderness. Sometimes I read or listen to music and go for a hike, other times I just sit and listen.

I wasn't always the kind of person who'd get up and go sit in the forest. As a child it's what I did, but as I got older I became a little jaded. My ignorance and my ego seemed to always get the best of me during my teenage years and well into my twenties. I was insecure and to be honest, there's a part of me that still is. Like everyone else I am working at evolving. Growing up as a mixed minority was unsettling at times. I never felt like I fit in anywhere so I over compensated and pretended to not be affected by it.

When I think about fitting in, I feel very lucky to have been welcomed into the beautiful community that is Folk Music Ontario and by extension MusicOntario, Folk Music Canada and Folk Alliance International.

There's always a moment in time that essentially transforms us and sometimes we are lucky to live long enough to get more than a few. If by happenstance and if by extraordinary odds we are tuned into a particular frequency, we sometimes get lucky to have those moments connect us to others who are going through similar experiences. It's as if we are one body, mind and spirit, which I already know in my heart to be true. That's the feeling that I got when I first attended the conference.

Becoming a mentor in 2015 was a life changing experience and a huge lesson in gratitude, humility and compassion. Since then I have had so many special FMO moments; performances that made me cry, encounters that have made me laugh and conversations that have inspired me. Everyone in the folk community is so connected to each other and shares a bond that resonates.

It's quite amazing to see the kindness that permeates through the halls of the conference and that translates through all the musicians, all the music festivals directors, the agents, the radio programmers and everyone that is a part of the community. A new artist can literally walk through the conference door and just walk up to a radio programmer or the artistic director and have a conversation with them. It's encouraging because everyone there wants to help one another. They actually care. It's a great feeling, one that immediately hit me.

It's that feeling that you get when you're sitting with a bunch of people singing and playing at a campfire. It's the reason I started playing in the first place. It's being with other people who share something in common. It's sharing each other's stories. It's lifting each other up and picking up others who have fallen down.

When you put yourself out there, you never know who you're going to meet or who you have affected in a positive way. FMO embodies this notion. How cool is that? You just never know what may happen in a day or where an encounter may take you. It's that beauty of the unknown that continues to drive us as people.

To all the aspiring artists out there please know that what you are doing is one of the most difficult things to do in the world but that it's worth it and will always be worth it. I salute you all as brothers and sisters and I hope that everyone has a wonderful FMO this year.

Thank you to Alka and everyone at FMO for always being so kind, welcoming and supportive and thank you for giving me this opportunity to write down some of my thoughts down I really do appreciate it very much.



**TicketPro Developing Artist Program
Showcase**

Youth Official Showcase
Sat, Sept. 28th / 2:30-4:30pm / Erin Mills

2:30pm - Hill & Landing

2:50pm - Mia Kelly

3:10pm - Yasmine Shelton

3:30pm - Voimaa

3:50pm - Emily Gilbert



Mentor Showcase

Fri, Sept. 27th / 12-1pm (in the round) / Mavis Room

Leela Gilday

Janice Jo Lee

Irish Mythen

Nick Sherman

**FMO Songs from the Heart
Global Folk Award Winner 2019**

**Jorge
Miguel**



FLAMENCO

FMO Showcase Saturday Sept. 28th 7pm

2020
CELTIC
ROOTS
FESTIVAL
COLLEGE
& KIDS' CAMP

Join us in Goderich,
Ontario in 2020 for the
ultimate Celtic experience
this side of the Atlantic.

College: August 3-7 • Festival: Aug 7-9
Email: festival@celticfestival.ca

celticfestival.ca

**CATCH THESE BOREALIS ARTISTS AT
OFFICIAL FMO
SHOWCASES!**



Friday, September 27
@ 10 pm
York Ballroom
Beyond the Pale



Friday, September 27
@ 10:45 pm
Mavis Room
Mélanie
(electrotrad)

Download or purchase Borealis recordings
from our website. Also available from iTunes®
and Amazon. borealisrecords.com

1-877-530-4288 toll-free / 416-530-4288

borealis

FACTOR Canada



Canadian Council
for the Arts

Conseil des Arts
du Canada

ESTELLE KLEIN AWARD RECIPIENT JAN HALL BY MARIE ZIMMERMAN



Radio talk show host, folk music enthusiast, and music presenter, Jan Hall has worked tirelessly to promote folk music in Ontario and beyond in multiple ways, volunteering her multiple talents as DJ, interviewer, stage host and festival emcee, researcher, and makeshift engineer to foreground the bright talents of others.

By her well-articulated British accent, it's clear Jan is originally from the UK. For the past ten years, she has run a much-loved radio show specifically about folk music - Folk Roots Radio. Folk Roots Radio started on CFRU 93.3 (Guelph ON) and is now syndicated and currently airs on ten different radio stations. The tag line for Folk Roots Radio is 'we're all about the music and the people that make it' which really says it all. As the host of Folk Roots Radio, Jan focuses on bringing new folk, roots and blues music and the voices of upcoming and independent artists to the airwaves. Over the years she has interviewed everyone from students taking a songwriting course, to Ron Sexsmith.

Starting out in Radio in 1993 while at graduate school at the University of Illinois, Jan was in charge of Wednesday's eclectic 'Morning Menu' on WEFT 90.1fm in Champaign-Urbana, Illinois.

After moving to Canada, Jan stepped back into radio in 2005 with Royal City Rag - a grass roots music and community show that focused on community issues and local politics but also invited musicians into the studio to sing and play.

I was on that show for a few years as a regular arts commentator. Jan liked to call me her "Culture Vulture." I can attest to how passionate Jan was then--and still is-- about her community and music. Always informed, prepared, curious, and ready to laugh, she remains humble in her dealings with everyone, as her life partner, Susan Wheeler, can attest: "Jan loves to bring out the best in others; I can't count the number of times I've heard musicians' say that her questions were outstanding and made them feel great about their music."

Jan is particularly drawn to community activism, and to this day feels strongly that she will always mine her talents to give to others and their causes: "I surround myself with activist people. There's something very exciting about talking to people who are passionate about what they do. The key is giving of yourself because there's a tremendous amount of well-being to get back."

As well as her radio, Jan is also part of three other endeavours that exist to support independent musicians and their careers: the Sun Parlour Coffee House Sessions, a soon to be released audio/video podcast series entitled "The Business of Music", and Dale's Friday Coffee House.

The Sun Parlour Coffee House Sessions is filmed in the Quantum Sound Productions studio in Kingsville, Ontario where Jan offers a high-quality professional video music show focused on the music of an individual artist. The show includes 4-5 live songs and an in-depth interview conducted by Jan. This is provided at no cost to selected musicians to support the development of their music portfolio. This series is on the internet at <http://sunparloursessions.com>, Youtube, and it also airs on the local YourTV community channels.

Gary Glass, the video director for the Sun Parlour Coffee House Sessions, and Jan Hall are now also working on an audio/video podcast series "The Business of Music," which grew out of the sessions as result of Jan and Gary's desire to help independent musicians make headway in a rapidly changing business environment. That series will debut later this fall through Folk Roots Radio.

Along with local musician and community booster Dale Butler, Jan also co-hosts a popular monthly music event, Dale's Friday Coffee House, that provides an opportunity for local and not-so-local musicians, in a variety of genres, to perform three songs each, on stage at Leamington, Ontario's Bank Theatre, in front of a supportive audience, that often numbers more than 100 people. As Jan says "It is always a delightful evening of music and community, and there is always something for everyone."

Jan Hall has buoyed up many artists within our community, our region, and beyond with her characteristic curiosity, irrepressible sense of humour, and love of the folk tradition. In interviews, in broadcasts, in commentary, and on playlists, she exudes a devotion to her subject matter, a deep fascination with folk and roots music, and a generous desire to help promote the varied sounds and stories of this tradition and the people who make it. Estelle Klein would applaud Jan's wide and inclusive view of folk music. In the twenty years I have known Jan, she has never once left a conversation without saying, "Hey, have you heard So-and-So's music? They would be great at Hillside!"

While Jan exudes positivity and loves to really laugh, most people don't know that Jan has had to cope with a mysterious illness that crippled her first career and left her with acute weakness and all-over body pain that she still endures. She hardly ever mentions it. You see, Jan used to be a veterinarian and later a professor of veterinary medicine at the University of Guelph. Then some time in 2008, she fell ill: "I was at the top of my profession — a superhero in the veterinary field. The person other vets turned to when all else failed, fixing the things that other people thought unfixable." But one day she could barely get out of bed. Her diagnoses have been inconclusive: perhaps MS, perhaps myalgic encephalomyelitis (aka chronic fatigue syndrome). Gradually, I watched Jan give up so many things she loved: soccer, teaching, working with animals, advising vet students. However, she never gave up her radio and her music.

Indeed, as she explains, radio is in her: "as an eleven year-old, I spent hours mixing together my own shows using a record player, a microphone, and a reel-to-reel tape recorder."

Over the years, I have watched her profile rise, her audience grow, her knowledge deepen, and her passion for folk music intensify. There is hardly a folk artist in Ontario who has not been covered by her in some way, shape, or form. Artists come away from their encounters with Jan feeling gratitude, awe, and buoyancy—ready to write more, sing more, play more. All because someone listened to them with passion, genuine curiosity, and profound appreciation.

Jan Hall has helped more music careers than I could ever count. It is without a doubt that she is well-deserving of the Estelle Klein Award: Folk Music Ontario's highest honour.

HAVE YOU MOVED ?

The FMO Office has...

See our mailing address below.

...or has your contact information changed? Please take a moment to send us your new details, by e-mail (info@folkmusicontario.ca) or by snail mail to:

Folk Music Ontario
330-176 Gloucester Street
Ottawa, ON K2P 0A6

Be sure to include your name, postal address, phone number, email address, and website. Thanks for helping us keep our records straight!

19 SEP MIDDLETOWN, WV • ArtsLink Concerts
27 SEP SYDENHAM, ON • Festival of Small Halls
28 SEP BROCKVILLE, ON • Festival of Small Halls
29 SEP BURLINGTON, ON • Burlington PAC
30 SEP BURLINGTON, ON • BPAC Education show
11 OCT LOS ANGELES, CA • FAR West Showcase
12 OCT CARLSBAD, CA • Museums of Music Making
13 OCT SANTA MONICA, CA • McCabes Concerts
01 NOV WARREN, PA • Struthers Library Theatre
02 NOV STROUDSBURG, PA • Chester Concerts
04 NOV DURHAM, NC • ArtsMarket Showcase
08 NOV TORONTO, ON • OMEA Showcase
23 NOV FERGUS, ON • Fergus Grand Theatre
28 NOV BANFF, AB • Banff Centre for the Arts
29 NOV CALGARY, AB • Fish Creek Concerts
30 NOV SHERWOOD PARK, AB • Festival Place
01 DEC TURNER VALLEY, AB • Beneath the Arch
05 DEC LONDON, ON • Wolf Performance Hall
06 DEC KINGSTON, ON • Live Wire Music
07 DEC OSWEGO, NY • Oswego Music Hall
08 DEC COBOURG, ON • Victoria Hall
11 DEC BRANTFORD, ON • Sanderson Centre
14 DEC OAKVILLE, ON • Oakville Performing Arts
15 DEC TORONTO, ON • Kingston Road Village
19 DEC OTTAWA, ON • Sherman Arts Centre
20 DEC NELSON, NY • Nelson Odeon
21 DEC SARATOGA SPRINGS, NY • Caffe Lena

sultansofstring.com

FACTOR Canada

Logo of the Government of Ontario
Logo of the City of Ottawa
Logo of the City of Toronto
Logo of the City of Mississauga
Logo of the City of Brampton
Logo of the City of Kitchener
Logo of the City of London
Logo of the City of Windsor
Logo of the City of Hamilton
Logo of the City of Niagara Falls
Logo of the City of St. Catharines
Logo of the City of Welland
Logo of the City of Brantford
Logo of the City of Shelburne
Logo of the City of Cayuga
Logo of the City of Hamilton
Logo of the City of Niagara Falls
Logo of the City of St. Catharines
Logo of the City of Welland
Logo of the City of Brantford
Logo of the City of Shelburne
Logo of the City of Cayuga



"...AS THE NORTH'S **PREMIER** ENTERTAINMENT INSURANCE BROKER, KNOX HUTCHISON INSURES RENOWNED ARTISTS, BANDS, AND PRODUCTIONS."

LIVE EVENTS
ARTISTS
BANDS
TOURS
PERFORMANCES
CONTINGENCY
TELEVISION
MOTION PICTURES
AND MORE...

Kevin Hutchison
EVP, BROKER
kevin.hutchison@knoxhutchison.com
1-877-742-7907

KNOX HUTCHISON
ENTERTAINMENT INSURANCE

GATHERING SPARKS — Jane Lewis and Eve Goldberg — have blended finely crafted songs, transcendent vocals, and compelling stories into a potent balm for troubled times. In times that cry out for love over hate, "All That's Real" delivers.



*"What a delight!
Great songs,
great singing
and lovely
harmonies.
I'm singing
along as if I've
known these
songs forever."*

— Sharon Hampson
of Sharon, Lois & Bram



Download or purchase Borealis recordings from our website. Also available from iTunes® and Amazon.
borealisrecords.com 1-877-530-4288 toll-free / 416-530-4288

FACTOR Canada   

JOIN THE MANY GREAT ARTISTS WHO
HAVE PERFORMED OVER 37 YEARS
OF CANADIAN MUSIC WEEK

Get Discovered!
Over 3000 Music Industry Insiders
& Media from around the world

WANNA PLAY?

CANADA'S HOTTEST
NEW MUSIC FESTIVAL

MAY 19-23 | 2020 | TORONTO



cmw.net/music/apply

SUBMISSIONS NOW BEING ACCEPTED
DETAILS ONLINE



Global Affairs
Canada

Affaires mondiales
Canada



We acknowledge the financial support of FACTOR, the
Government of Canada and of Ontario's private sector funders.
Nous reconnaissons l'aide financière de FACTOR, du gouvernement
du Canada, et des contributeurs privés du Canada.

2018/19 BOARD OF DIRECTORS



Amie Therrien
CO-PRESIDENT

Amie is the Operations Director at Music Managers Forum Canada and has been involved with FMO since the beginning of her career in music. It has taken her from artist management to marketing at Coalition Music to coordinating the programming at FAI 2019 with all sorts of fun in between.



Max Merrifield
SECRETARY

Max Merrifield is the Executive Director of Northern Lights Festival Boréal, one of Canada's original music and arts festivals. Merrifield is a hip-hop and spoken word artist by the name of Silvertongue, as well as a show promoter with Cage Call Underground Hip-Hop. Merrifield is a board member of Folk Music Canada.



Preetam Sengupta
CO-PRESIDENT

Preetam runs a company called Letting Artists Make Art (LAMA), dedicated to helping (predominantly folk-roots) musicians make a living through their music. Preetam is a singer/songwriter, balancing the business and the stage. He writes and sings solo and in a band called Crash Bamboo, and works closely with Northstarr Entertainment, a leader in Canadian Urban music.



Emma Jane Julien
MEMBER-AT-LARGE

Emma Jane Julien has been a publicist, a manager, an administrator, a promoter, a brainstormer, a web designer, a grantwriter and a lady of all trades for hundreds of artists over the years. She is currently an Account Representative at Re:Sound, the Canadian organization that advocates for music creators, educates music users, licenses broadcasters/businesses and distributes royalties to creators.



Rosalyn Dennett
VICE PRESIDENT

Rosalyn has worked with MusicOntario, CIMA, Music Canada Live, Ontario Live Music, and is currently Licensing and Outreach Coordinator for the Canadian Federation of Musicians. She was Vice President of the Folk Music Ontario board, Eastern Rep for Local 1000, and is the co-founder of Stump Media. Rosalyn is a founding member of the highly-acclaimed band Oh My Darling.



Tim Des Islets
2018/19 DIRECTOR

Tim Des Islets is the founder of the Canadian artist management company Noisemaker Management and manages an award-winning roster of artists that includes The Once, Tim Chaisson, and JUNO Award-winners The East Pointers. Tim formerly worked at Bumstead Productions where he managed current clients The East Pointers and Tim Chaisson as well as Two Hours Traffic, and The Trews.



Paul Fortune
TREASURER

Paul's early passion for Folk music has inspired years of support and promotion. A long time attendee and volunteer of the Summerfolk Music & Crafts Festival, Board member of the Eaglewood Folk Festival, and more. Paul now operates Forch's Record Store in Cambridge, offering Canadian and international Folk/Americana artists and promoting live music.



Richard Henderson
2018/19 DIRECTOR

Richard has been a lawyer for longer than he cares to remember, specializing in regulatory and government affairs, compliance and corporate governance. He has served as an Officer and Director of an arts presenting organization, and, as a musician, regularly performs vintage blues and is the founding member of The Wanted, an acoustic roots band.



Liz Scott
2018/19 DIRECTOR

Liz has hosted Irish Mountain House Concerts since 2001 and spent four years as Artistic Director at Eaglewood Folk Festival. Liz presents shows in soft-seat theatres in Meaford, Owen Sound and Collingwood and helps books acts into Blue Mountain Resort. Through Serendipitous Music she has provided support for booking, publicity and promotion.



Syma Shah
2018/19 DIRECTOR

As the Director of Programming and Special Events, Syma has been part of the revitalization of Union Station project since 2013. She has been working to connect with all major and grassroots arts and cultural organizations within the City and internationally, to create continuous contemporary programming in one of Canada's most iconic buildings! Syma has been a passionate arts and cultural producer for more than 10 years.



THE FMO TAYLOR MITCHELL BURSARY

In 2010, in memory of her daughter, Canadian songwriter Taylor Mitchell, Emily Mitchell established The OCFE Taylor Mitchell Bursary for participants in the Performer Stream of the Developing Artist Program. Initially funded for five years (2010-2014 inclusive), the bursary has recently received additional funding, allowing it to be awarded through the 2019 conference.

One young performer is chosen to receive up to \$500 towards costs associated with attending the conference and participating in the performer stream of the Folk Music Ontario youth program. All candidates chosen by jury to participate in the program are eligible for the bursary. The recipient is determined according to need by a group of musical mentors who knew and loved Taylor. The award was renamed the Folk Music Ontario Taylor Mitchell Bursary in 2013.



YASMINE SHELTON

This year's recipient of the FMO Taylor Mitchell Bursary is Yasmine Shelton. Yasmine and the other Developing Artist Program performers will be performing in the Ticketpro Developing Artist Showcase on Saturday, September 28, 2:30-4:30pm in the Erin Mills room of the Hilton Toronto Airport Hotel and Suites. Developing Artist Program participants and alumni will also be performing in their own private showcase room on Friday and Saturday night from 11:30pm-3:00am in Room 223.

If you are interested in contributing to the FMO Taylor Mitchell Bursary fund, please contact the Folk Music Ontario office at 1-866-292-6233.

Developing Artist Program - Private Showcase

Friday, September 27 / Room 223

- 11:30 - Yasmine Shelton, Leela Gilday, Sara Gougeon
- 11:55 - Emily Gilbert, Janice Jo Lee, Saffron A
- 12:20 - Voimaa, Irish Mythen, John Muirhead
- 12:45 - Mia Brown, Nick Sherman, Cassidy Houston
- 1:10 - Hill & Landing, Alexis Normand, Tragedy Ann
- 1:25 - Madison Galloway
- 1:50 - The Lifers
- 2:05 - Greg Smith
- 2:20 - Moscow Apartment
- 2:35 David Newland

Saturday, September 28/ Room 223

- 11:30 - Yasmine Shelton
- 11:55 - Emily Gilbert
- 12:20 - Volmaa
- 12:45 - Mia Brown
- 1:10 - Hill & Landing
- 1:25 - Sara Gougeon
- 1:50 - Cassidy Houston
- 2:05 - Tragedy Ann
- 2:20 - Saffron A
- 2:35 - John Muirhead





TRADHEAD Showcase

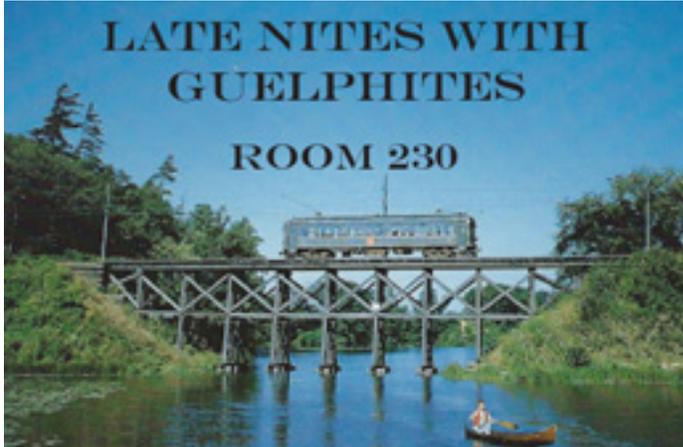
Traditional or contemporary music in a trad feel.

Friday Sept 27	Saturday Sept 28
11:30 Hannah Shira Naiman	Hannah Shira Naiman 11:30
11:50 Beyond The Pale	The New Customs 11:50
12:10 From Away	From Away 12:10
12:30 Lindsey & McGregor	Fitzgeralds 12:30
12:50 Piper & Carson	Lindsey & McGregor 12:50
1:10 From Away	From Away 1:10
1:30 Beauséjour	Piper & Carson 1:30
1:50 Ken Dunn	Beauséjour 1:50
2:10 Session (all trad tune-players welcome!)	

Room 222

LATE NITES WITH GUELPHITES

ROOM 230




CHICK PICKIN' MONDAYS DOES FMO ROOM 220

CELEBRATING SABAH CHOICE & GENDERBENDER PICKS

FRIDAY	SATURDAY
23H35: CÉCILE DOO-KINGUE	23H35: CÉCILE DOO-KINGUE
23H55: KAREN MORAND	23H55: ROSIE & THE RIVERS
00H15: KOLOWEN	00H15: LEAF RAPIDS
00H35: GENEVIÈVE RACETTE	00H35: SUZE VIMNICK
00H55: EVANGELINE GENTLE	00H55: CATERINA STURTON
01H15: THE PAIRS	01H15: SABAH SIDDIQUI
01H35: SAFFRON A.	01H35: BASSIST
01H55: MADAME AUTRUCHE	01H55: LES ROYAL PICKLES

Created as a safe space for women and gender-non-binary musicians. Every Monday night at O'Connell's Bar, Room 220.



Hillside Inside 2020

February 7-9
Downtown Guelph
hillsidefestival.ca

Canadi Guelph Ontario SOCAN

NIGEL WEARNE



FRIDAY
MIDNIGHT # 232
12:50AM # 228

SATURDAY
MIDNIGHT # 232

NIGELWEARNE.COM/FM02019



KINGSVILLE FOLK MUSIC FESTIVAL

AUGUST 9-11
2019
kingsvillefolkfest.org

THE 25th ANNIVERSARY ASHKENAZ FESTIVAL



TORONTO • SEPT 1-7, 2020

47th Annual Home County music & art festival



London, Ontario
July 17/18/19 - 2020
www.homecounty.ca
@HomeCountyFest

Visit factor.ca to find out how
to access funding for your next
big (or small) project!

FACTOR has funding for videos, showcase,
touring, marketing, sound recording, and more.



FACTOR Canada

We acknowledge the financial support of the Government of Canada and
Canada's private radio broadcasters. Nous remercions l'appui financier du
gouvernement du Canada et des radiodiffuseurs privés du Canada.

PANELISTS



ANGELA SAINI

Prairie-raised, Toronto-based roots artist Angela Saini is all about second chances and empowering others. With three European and five Canadian tours under her belt, Angela is a 2017 Toronto Independent Music Award Winner and blogTO named her in their "Top 5 Folk Acts to Watch."



AIDAN D'AOUST

Before joining SOCAN at the top of 2018, Aidan was an A&R rep for Warner Chappell Music Canada where he worked closely with the company's domestic roster and global catalogue. Along with his A&R experience, Aidan has previously acted as Program and Music Director for Ryerson's online radio station and for the last four years, he has also covered the Canadian music scene and more for Complex Media.



ALEXANDRA BABIAK

Alexandra Babiak is a singer songwriter from Toronto, ON. In November 2017, she was an Independent Musician in Residence at the Banff Centre for Arts and Creativity. She released her first full length album January 18th, 2019. She has worked for Music Can Heal since 2018, a non-profit which provides music to those in need. She has worked with children and adults, including adults with Alzheimer's disease.



ALEXIS NORMAND

Alexis Normand is a self-managed singer-songwriter based in Saskatoon who recently took home a Western Canadian Music Award for Francophone Artist of the Year. She is also a member of Rosie & the Riveters- an internationally-touring folk trio that Billboard Magazine has called "powerful and daring" and this year's FMO Recording Artists of the Year.



ALLISON OUTHIT

From 2006 to 2011, Allison was head of Business Affairs for indie label/manager/distributor Outside Music, and for seven years she was Vice President of Operations at FACTOR. Allison is a lifelong musician, a published songwriter and a former recording and touring artist. Allison joined the team of Six Shooter Records as its Vice President of International Business Development in January 2019.



AMIE THERRIEN

Amie Therrien is the Operations Director of MMF Canada. Before that she managed The Young Novelists, The Bombadils, and Mike Edel through her company Balsam Pier Music. Amie also worked in marketing and management at Coalition Music and as the Programming Coordinator for Folk Alliance International 2019 and is co-President of FMO.



ANDREW KARIS

Are you confident you're collecting all possible royalties? If not, Andrew can help. For the past 7 years, he has worked to help recording artists access their neighbouring rights royalties and understand what rights and royalties are available in Canada and around the world. He brings prior music industry lives in non-profits, music supervision, and performance to his current role at ACTRA RACS.



BRIGID FRY

Brigid Fry has been performing as a professional musician since she was 12 years old and released a solo EP produced with Don Kerr. In 2017 she joined forces with Pascale Padilla and formed Moscow Apartment. Brigid is committed to social justice and creating safer spaces in music communities.



BRIGID WILKINSON

Brigid Wilkinson is a small town solicitor, practicing wills, estates, real estate, and corporate law. When not lawyering, she co-hosts Live on Georgina house concerts, shamelessly promotes Northeastern Ontario to anyone who will listen and dabbles in the performing arts herself, with her trusty baritone saxophone, alto voice and guitar.



CASSANDRA POPESCU

Cassandra Popescu is a Toronto based photographer, communications professional, and music enthusiast. Trained as a classical vocalist, Cassandra carried her passion for music with her as her social personality naturally led her into the Communications and Social Media world. As a communications professional she has worked with several music and arts organizations including Toronto Outdoor Art Fair, Wavelength Music Series, and more.

PANELISTS



CÉCILE DOO-KINGUÉ

Award-winning artist Cécile Doo-Kingué is one of Canada's finest guitarists and singer-songwriters. The NYC-born Montrealer has released four albums to critical acclaim including 8 Maple Blues Awards nominations, has extensively toured across Canada and internationally, earning a reputation for blistering live sets, strong social commentary and guitar prowess.



CHRIS THOMPSON

Since graduating from the Entertainment Business Management program at Metalworks Institute of Sound & Technology, Chris has an in-depth familiarity with every aspect of digital marketing, social media management, and artist management. Chris' dedication and work ethic continues to catch the eye of industry giants like Coalition Music, and top tier talent including Simple Plan, Our Lady Peace and Scott Helman.



CYNTHIA LICKERS-SAGE

Cynthia Lickers-Sage is a Mohawk, Turtle Clan visual artist from Six Nations and is currently the Executive Director of the Indigenous Performing Arts Alliance. She Co-Founded The Centre for Aboriginal Media, imagineNATIVE Film and Media Arts Festival and is the sole proprietor of Clickers Productions.



DAVID BARNARD

David is a Senior Program Advisor for the Canada Arts Presentation Fund at the Department of Canadian Heritage. Radio host and producer, facilitator, event planner and producer, community activist, are some of the other roles he's played over the years and continues to do to this day.



DAVID HAYMAN

Hayman is the merry prankster of music supervision. He leads a group of like-minded creative curators and clearance experts know as 'The Supergroup' (wearethesupergroup.com). His career spans over 15+ years of marrying music to film. David also plays bass-guitar but only on mid-tempo songs with tabs.



DEREK ANDREWS

Derek Andrews is an independent arts consultant who has provided highly curated music programming for North York's Cultura Festival, Luminato Festival (2010-16) and Harbourfront Centre (1986-2003) presenting 4,000 artists and was co-artistic director of Toronto's WOMAD festival (1988-92). Andrews is an authority on "world music" and a passionate advocate for creative approaches in music as a tool for breaking down cultural barriers.



DWAYNE "D.O." GIBSON

D.O. Gibson is a Guinness World Record setting rapper (longest freestyle ever 8 hours 45 minutes) and has performed over 1000 shows throughout the world. He's opened for Snoop Dogg in Croatia, and Drake made a cameo in one of his videos. Through his Stay Driven program, D.O. has performed at hundreds of schools in Canada.



DREW GONSALVES

Drew Gonsalves is a singer-songwriter and founder of the Juno-Award winning calypso group Kobo Town. Gonsalves also co-wrote and co-produced the platinum-selling album Far From Home for Caribbean legend Calypso Rose, with whom he continues to write and arrange, and recently, one of his songs was covered by Carlos Santana as the first single on his latest release Africa Speaks.



EVE GOLDBERG

Known for her watercolour voice and solid guitar style, Eve Goldberg is a compelling writer and interpreter whose music spans folk, blues, country, swing, bluegrass, and gospel. A member of the folk/roots duo Gathering Sparks, she is also President of AFM Local 1000, the Traveling Musician's Union. www.evegoldberg.com



JACKIE DEAN

Jackie is the Chief Operating Officer at Music Canada and has been instrumental in building the business direction and strategies of Music Canada, The Canadian Academy of Recording Arts and Sciences/The JUNO Awards & MusiCounts and shaping it into what it has become today. She has worked tirelessly to support the mandate of these organizations within the Canadian music industry.

PANELISTS



JASON ABDOOL

Jason Abdool has been involved with music royalties for 8 years, first with SOCAN and most recently with the newly formed Entandem. His responsibilities include negotiating agreements with provincial and municipal governments, boards of education and increasing awareness among industry leaders across Canada.



LAURIE LEE BOUTET

Laurie Lee started her career in music writing a music blog featuring local artists & A&R recommendations. This led to her to a position as an A&R Scout for Virgin/EMI Records, eventually bringing her home back to Canada where she was A&R at Universal Canada. Eight years later, Laurie Lee now owns and operates Wednesday Management.



KATHARINE PARTRIDGE

Kathy is a founding member and was the inaugural chair of the board of the Shelter Valley Folk Festival. She served on FMO's board of directors from 2009-2018, including her last two years as president.



LEELA GILDAY

Born and raised in the Northwest Territories, she writes about the people and the land that created her. Leela has toured through every province and territory in Canada. She believes music has an inexplicable effect on people. It is a place where she can share light and dark and the most vulnerable moments, She is a storyteller, and through this, reflects the world onto itself.



KEN WHITELEY

Ken Whiteley has a Canadian Folk Music Award, Lifetime Achievement (Folk Music Ontario, Mariposa Folk Festival) and 7 Juno awards and 16 Maple Blues Award nominations. Ken's performances showcase outstanding musicianship, award winning original songs, powerful vocals and encyclopaedic knowledge of folk, blues and gospel traditions. He encourages soul connection!



LISA SCHWARTZ

Lisa is the Festival & Programming Director for the world-renowned Philadelphia Folk Festival, an annual event that features 100 acts on eight stages and welcomes upwards of 35,000 patrons. She also serves as President of FAI and enjoys using her strategic marketing skills to consult with artists about career growth.



KERRY CLARKE

Kerry Clarke is the long time artistic director of the Calgary Folk Music Festival. She also programs February's indoor Block Heater festival and an off-season concert series. She's served on arts boards, co-founded Rwanda's KigaliUp festival, and hosts CJSW and CKUA radio programs.



LIZ SCOTT

Liz has hosted Irish Mountain House Concerts since 2001 and spent four years as Artistic Director at Eaglewood Folk Festival. Liz presents shows in soft-seat theatres in Meaford, Owen Sound and Collingwood and helps books acts into Blue Mountain Resort. Through Serendipitous Music she has provided support for booking, publicity and promotion.



KEVIN ROY

Kevin Roy is Comic Canadian Balladeer Mister K (FMO Showcasing Artist), a former teacher-turned-troubadour now living serendipitously in a historic rural Manitoba school. Prior to the Mister K project, Kevin performed under his own name releasing two albums and touring over 500 shows throughout Canada.



MATT SMITH

Matt Smith is the Managing Director of Passim, a legacy venue and arts organization in Cambridge, MA. He's been on panels and juries for Falcon Ridge Folk Festival, Folk Alliance International, and Northeast Regional Folk Alliance and serves on the board of Folk Alliance, including a term as President.



KIMBERLY SINCLAIR

Kimberly Sinclair built SpinCount into an award-winning promotions and publicity firm, representing Indie artists and events across North America. Her clients are routinely nominated for Grammy's, JUNOs, Polaris Prize, CFMAs, along with regional & MIA awards. Kimberly served on the board of directors at MNS & ECMAs and @SpinCount is ECMAs 2018 Company of the Year.

PANELISTS



MICHAEL WRYCRAFT

Michael "A Man Called Wrycraft" is quite possibly Canada's most prolific Album/CD designer! With 5 Juno nominations and 1 Juno Award for Album Design, he works with an International Who's Who of musicians. He also produces 2 Web Radio shows a week and has curated 78 Multi-artist concerts at Hugh's Room, both using Facebook as his main marketing tool!



ROSALYN DENNETT

Rosalyn has worked with MusicOntario, CIMA, Music Canada Live, Ontario Live Music, and is currently Licensing and Outreach Coordinator for the Canadian Federation of Musicians. She was Vice President of the Folk Music Ontario board, Eastern Rep for Local 1000, and is the co-founder of Stump Media. Rosalyn is a founding member of the highly-acclaimed band Oh My Darling.



QUIQUE ESCAMILLA

JUNO Award winner Quique Escamilla, is a Chiapas-born and a Zapatista-influenced modern troubadour with a unique combination of the "music of the Americas", mixing cumbias, blues, huapango and reggae. His new album "Encomienda" tells social and political stories of resistance against the old colonizing powers; music designed to decimate borders and xenophobia.



SAMANTHA SLATTERY

WIMC founder Samantha (Sam) has been working in the music industry throughout North America and the UK for almost two decades. Her career has focused primarily on concert promoting, working for promoters and festivals including; In addition, Sam also spent a number of years as a manager at Netzwerk Management's UK office, working for major-label multi-platinum artists.



RANDI FRATKIN

Randi is a former board member of OCFF/FMO, and has also served on the board of Folk Alliance International twice, including a year as vice-president. She has been the artistic director of Mariposa, Kingfest, and Winterfolk; co-chaired the two Juno Roots categories for over ten years; chaired showcase committees for both OCFF/FMO and FAI; and fills in time by maintaining a paediatric dental practice in Toronto.



SHANEEN ROBINSON-DESJARLAIS

Shaneen Robinson-Desjarlais is a multi-award-winning writer and broadcaster who's been on Canada's media scene for nearly two decades. She has showcased Indigenous artists and is now the Indigenous Music Development Program Coordinator for Manitoba Music. Shaneen also hosts a weekly live music radio show on NCI FM called the Westbrook Western Hour which features Indigenous artists from across Manitoba.



RAVEN KANATAKTA

Raven Kanatakta is a musician, songwriter, producer, engineer, music entrepreneur and a rez kid at heart. Raven's main musical sights are primarily focused with his wife and musician ShoShona Kish with whom they created the music group 'Digging Roots'. They have won numerous awards and toured the world. Raven and ShoShona have been managing Digging Roots for ten years.



SHOSHONA KISH

ShoShona is an Anishinabekwe community organizer, activist, & international touring artist with the award-winning band, DIGGING ROOTS. In 2018 she was recognized for her work with the Professional Excellence Award from WOMEX, "for her role in the ongoing revolution, using the medium of music to awaken our humanity and help us connect".



ROBBIE GRUNWALD

Robbie Grunwald is a keyboardist, composer, and producer based in Toronto, Canada. Trained in classical and jazz music, Robbie fits equally well into any musical setting from a free jazz improvisational ensemble, to an electro pop band, to a traditional klezmer group. The many facets of his playing make him a highly sought after player on the Canadian Music scene.



SUE PASSMORE

Best known as one-third of acclaimed roots-pop combo Good Lovelies, Sue Passmore is a dynamic singer, songwriter, and multi-instrumentalist in her own right, with numerous recordings to her credit both with Good Lovelies and as a solo artist. Passmore's musical achievements include worldwide tours, a CBC #1 single, and a youth-oriented choral workshop program in hometown Cobourg, Ontario.

PANELISTS



SUE TENNANT

Sue, along with husband Steve and family, in Perth Ontario, have been hosting House Concerts for the past 15 years, now under the banner of "The Listening Room Series" They pride themselves on bringing top quality singer/songwriters' original music to our audience, while raising funds for local charities.



SUSAN DE CARTIER

Susan de Cartier has been in artist management for over 20 years beginning her career working with Blue Rodeo and Crash Vegas in the 1980's. In the mid-90's she formed Starfish Entertainment and has been managing artists and developing talent ever since. In addition to managing artists, Starfish also runs The Woodshed Recording Studio.



SUSAN WHITFIELD

Susan has been with the Canadian Federation of Musicians [CFM – Canadian national office of AFM] since 2005, overseeing all of the administrative functions in the office as Director of Administration. Over the past two years Whitfield has been grateful to attend the creative arts meetings on anti-harassment and looks forward to sharing what we have learned.



SUZIE VINNICK

A Saskatoon native transplanted to the Niagara Region of Ontario, Canada, Suzie Vinnick is the proud owner of a gorgeous voice, prodigious guitar and bass chops and an engagingly candid performance style. Suzie has won 10 Maple Blues Awards, 1 Canadian Folk Music Award and is a 3X Juno Nominee.



TIM HILL

Tim 'Zoolman' Hill is Mohawk of the Six Nations of the Grand River. He is one half of A Tribe Called Red, a JUNO award winning Canadian electronic music group, who blend instrumental hip hop, reggae, moombahton, and dubstep-influenced dance music with elements of First Nations music, particularly drumming and vocal chanting.



TRACY JENKINS

Tracy Jenkins is Executive and Co-Artistic Director of Lula Music and Arts Centre, programming the Lula Lounge. She produces the Lulaworld and Women in Percussion festivals, manages the Lulaworld record label and oversees Lula's educational and artist development initiatives. She is a member of the Toronto Live Music Advisory Council and a board member of the Canadian Live Music Association.



TYLER TASSON

Tyler Tasson boasts plenty of experience on both sides of the music industry's bargaining table – a fact that has afforded her a unique perspective on the business. Now, with her firm Endemic Music Marketing, she's putting that perspective to work for artists, devising custom-tailored solutions to help propel their careers forward.



WHITEHORSE

Since their debut in 2011, Toronto's Whitehorse has evolved from magnetic folk duo to full-blown rock band. In truth, Whitehorse is never fully either one or the other, but an ever-evolving creative partnership between Melissa McClelland and Luke Doucet. As four consecutive JUNO nominations in multiple categories in recent years attest, whether it be a holiday album or reworked blues covers or pop noir album, Whitehorse rises to every challenge with guitar wizardry and magnetic harmonies.



BEAR WITNESS

Bear Witness is from the Cayuga First Nation. He is one half of A Tribe Called Red, a JUNO award winning Canadian electronic music group, who blend instrumental hip hop, reggae, moombahton, and dubstep-influenced dance music with elements of First Nations music. Bear Witness doubles as the crew's visual artist and creates the band's stunning videos.



2019 FMO SILENT AUCTION

A curated collection of essentials and pleasures courtesy of our wonderful partners and donors. From guitars and ukes to rare opportunities FMO has assembled a great way conference attendees can help support the organization and it's year round programming. You'll find the Silent Auction Friday and Saturday 10am to 8pm in the Mississauga Ballroom Foyer just past the hotel lobby. **(Winning bidders: item pick up Saturday 8pm)**

Long & McQuade Guitar
Montana Guitar
Winston Baritone Ukulele
Jervis Guitar
Denver Guitar
Academy Guitar
ADM Soprano Ukulele
Lorenco LP USB Turntable
31st SOCAN Awards Gala & Swag Bag
Mariposa Festival Passes
Women's Blues Review Roy Thompson Hall
Northern Lights Festival Boréal Passes & Swag
BLOOM 2020 Passes & Swag
Jane Harbury CD Collection
Hugh's Room Live: Claire Lynch
Hugh's Room Live: East Coast Truth and Dare Trio
Fest Pak! 2020 Festival Package
Borealis Records: Vinyl & Vintage
Cookbooks for Life: Whole Foods Collection
GIG Pull Cart
Whirlpool Jet Boat Tours Niagara
FMO Lifetime Membership
FMO 2020 Conference Registration
Folk Alliance International 2020 Registration
Canadian Music Week VIP Pass
Music for Life: Iconic Music Makers Library
Forch's LP Collections
Maple Blues Awards Koerner Hall
Bandzoogle Membership
National Arts Centre Voucher
CD Club Subscription
DT Concert Series Tickets
Bike for Life: Tune Up Essentials
Planet for Life: Sustainable Essentials
Many Moons by Dayna Manning
Ohana Soprano Ukulele
Original W'DAE B' WAE Painting

DIRTY DISHES

INK

S

INK

NEW
ALBUM



Dirty Dishes
hijinx hootenany!

@ Vista Salon on Saturday

Dirty Dishes 12pm-12:30pm

Electric Vinyl Orchestra - 12:45pm-1:15pm

The Oriana Quartet - 1:30pm-2pm

www.dirty-dishes.ca

**EAST COAST
MUSIC AWARDS**

ST. JOHN'S / NL
APRIL 29-MAY 3, 2020

PRESENTED BY TD

**PASSES & WRISTBANDS
ON SALE NOW
AT ECMA.COM**

**APPLICATIONS FOR
SHOWCASING &
AWARDS CLOSE
OCTOBER 4, 2019**

**500 ARTISTS. 5 DAYS.
100% EAST COAST.**

FACTOR
Canada

Newfoundland
Labrador

ST. JOHN'S
NEWFOUNDLAND AND LABRADOR, CANADA

ECMA.COM
@EASTCOASTMUSIC
#ECMA2020

PROUD SPONSOR OF THE
FOLK MUSIC ONTARIO
CONFERENCE

Canada's Music Store

sales · rentals · repairs · music lessons

 **Long & McQuade**
MUSICAL INSTRUMENTS 
l o n g - m c q u a d e . c o m

Serving Canada's musicians since 1956
with 85 locations including:
925 Bloor St W, Toronto
(416) 588-7886
info@long-mcquade.com



PRESENTS

LANCE ISAACS

AMAZING FOLK SOUL SONGWRITER AND VOCALIST 12:00 PM

EMILY BURGESS AND THE EMBURYS

MAPLE BLUES AWARD WINNING GUITARIST, VOCALIST WITH A SMOKING BAND 12:15 PM

KEITH WHITEDUCK

ONE OF A KIND PERFORMER, WRITER, AND CONCERT PIANIST 12:30 PM

LITTLE RAPIDS

SINGER, SONGWRITER, AND STUNNING VOCALIST 12:45 PM

TONY SILVESTRI

VIRTUOSO SINGER, SONGWRITER, KEYBOARDIST AND VOCALIST 1 PM

JOCELYN GOULD

JAZZ GUITAR PHENOM 1:15 PM

THE WEBER BROTHERS

(INTERNATIONAL RECORDING AND TOURING ARTISTS, PRODUCERS, AND WRITERS) 1:30 PM



weberbrothersproductions
WeberBrothers

ERIN MILLS ROOM - FRIDAY SEPTEMBER 27TH

ACTRA-RACS RECORDING ARTIST OF THE YEAR AWARD



ROSIE & THE RIVETERS

Rosie & the Riveters never planned to get political. But watching the news these days made it impossible to see the status of women around the world and stay silent. The result is Ms. Behave - a collection of gritty sultry folk-pop anthems that Billboard magazine calls "powerful and daring."



RECORDING ARTIST OF THE YEAR AWARD JURORS



DARRYL HILLOCK

Darryl studied at Harris Institute for the Arts and has vast experience in music production, familiar with all aspects of recording, writing and arranging. Board to Canada's largest music franchise syllabi and various grant committees. Former owner of Arcadia Newmarket. Current owner of HWY 11 Entertainment, management, boutique record label services.



GREG SMITH

Greg Smith is a Roots-Americana songwriter from Walters Falls, Ontario. Greg writes character driven story-based songs matched with dynamic vocals and inventive guitar parts. A farmer and self described "rural creative" Greg brings a unique perspective to both his performance and craft.



KATE URQUHART

Kate Urquhart is a Master's student in Psychotherapy at Wilfred Laurier University, aiming to detach the word "suffering" from the word "artist". She facilitates a concert series of regional musicians at Kitchener-Waterloo Little Theatre, serves as an FMO committee member, and performs improv theatre with ToTe and Mysterious Players.

BEST WEBSITE AWARD SPONSORED BY BANDZOOGLE



MOONFRUITS

Fronted by partners Alex Millaire and Kaitlin Milroy, Ottawa-based Moonfruits are makers of art-folk bilingue. In a forest of banjo, guitar, kalimba and glockenspiel, their voices burrow and soar. Their début full-length *Ste-Quequepart* (2017), or 'Saint-Somewhere', is an elaborate small-town fiction that explores the faces of gentrification, isolation and community.



BANDZOOGLE WEBSITE AWARD JURORS



ANITA CAZZOLA

Anita Cazzola's practice spans music, textile art, and graphic design. She is a weaver and textile repairer; songwriter and co-frontwoman of The Lifers; and an award-winning website designer. Anita has also crafted album artwork and created posters for acclaimed artists such as Annie Sumi, Samson Wrote, and Tragedy Ann.



DAVE COOL

Dave Cool (yes, that's his real name) is the Director of Artist & Industry Outreach at Bandzoogle. Made for musicians by musicians, Bandzoogle is used by over 35,000 artists to power their websites and manage direct-to-fan sales.



LAURA SPINK

Laura Spink is a vocalist/percussionist in the Toronto-based duo, The Young Novelists. She has toured Canada, the United States, and Europe, and the band won a Canadian Folk Music Award for Emerging Artist of the Year. Their latest album 'In City & Country' features songs about ten small towns in Ontario.

COLLEEN PETERSON SONGWRITING AWARD



ONTARIO ARTS COUNCIL
CONSEIL DES ARTS DE L'ONTARIO
an Ontario government agency
un organisme du gouvernement de l'Ontario

- The Colleen Peterson Songwriting Fund was established at the Ontario Arts Council in 2003 by Peterson's sister, Shirley Richardson, and her friend, singer-songwriter Laura Bird.
- The annual \$1,000 award honours Peterson's contribution to Canadian music by supporting and promoting the work of Ontario-resident emerging singer-songwriters in the roots, traditional, folk and country genres.
- Nominations are received from FMO's Songs From the Heart competition. FMO also assembles the jury that chooses the award winner. This year's jury consisted of Quique Escamilla, Gaby Harvey and Phil Taylor.
- Previous winners include Lora Bidner (2018), Noosa Al-Sarraj, aka Winona Wilde (2017) and Abigail Lapell (2016).

The Ontario Arts Council (OAC) is pleased to announce Suzanne Jarvie as the recipient of the 2019 Colleen Peterson Songwriting Award for her song "All in Place". Congratulations, Suzanne!

- Le Fonds Colleen Peterson de composition de chanson a été créé au Conseil des arts de l'Ontario en 2003 par la sœur de l'artiste, Shirley Richardson, et son amie, l'auteure-compositrice-interprète Laura Bird.
- Ce prix annuel de 1 000 \$ rend hommage à la contribution de Colleen Peterson à la musique canadienne en soutenant et en faisant connaître les auteurs-compositeurs-interprètes ontariens de la relève dans différents genres – traditionnel, roots, folk et country.

- Les candidatures pour le prix proviennent du concours Chansons du fond du cœur, organisé par MFO. Ce dernier constitue également le jury qui choisit le lauréat. Cette année, le jury se composait de Quique Escamilla, Gaby Harvey et Phil Taylor.
- Lauréates des trois dernières années : Lora Bidner (2018), Noosa Al-Sarraj, aka Winona Wilde (2017) et Abigail Lapell (2016). Cliquez ici pour voir la liste complète des lauréats précédents.



SUZANNE JARVIE

- Suzanne Jarvie, a mother of four and full-time lawyer, began songwriting in 2011 in the aftermath of a near-fatal accident suffered by her eldest son. In 2014, she found the courage to turn this painful journey into her debut record, *Spiral Road*.
- *Spiral Road* jump-started Suzanne's music career. It garnered rave reviews from music critics in Canada, the United States and Europe, and was nominated for an Independent Music Award in the Best Concept Album category.
- Suzanne released her sophomore record, *In the Clear*, in 2019. Picking up where *Spiral Road* left off, it explores the ongoing effects of a family tragedy, touching on themes such as addiction, freedom and forgiveness.

- Suzanne recently completed a European tour in support of her new record and will be returning for more performances in late 2019 and 2020.

"All in Place displays Suzanne Jarvie's songwriting maturity and confidence," stated the award jury. "With its evocative lyrics and compelling melody, this is a song that can bring people together in the true spirit of folk music."

- Suzanne Jarvie, mère de quatre enfants et avocate à temps plein, a commencé à composer des chansons en 2011 à la suite d'un accident où son fils aîné a failli mourir. En 2014, elle a trouvé le courage de transformer cette douloureuse épreuve en un premier album, *Spiral Road*.
- *Spiral Road* marque le début de la carrière musicale de Suzanne. Il a fait l'objet de critiques élogieuses au Canada, aux États-Unis et en Europe, et a été mis en nomination aux Independent Music Awards dans la catégorie du meilleur album concept.
- En 2019, Suzanne a sorti son deuxième album, *In the Clear*, qui poursuit le chemin du premier et explore les effets permanents d'une tragédie familiale en abordant des thèmes comme la dépendance, la liberté et le pardon.
- Suzanne a récemment terminé une tournée de promotion de son nouveau disque en Europe et y retournera pour d'autres prestations à la fin de 2019 et en 2020.

« All in Place témoigne de la maturité et de l'assurance de Suzanne Jarvie en matière de composition de chansons, a déclaré le jury. Cette chanson aux paroles évocatrices et à la mélodie captivante fait vibrer les gens dans le véritable esprit de la musique folk. »

▲ FOLK NORTH

FOLK
MUSIC
CANADA

MUSIQUE
FOLK
DU CANADA

SHOWCASES

September 27th - Vista Salon 12 - 2 pm

September 28th - Mavis Salon 12 - 2 pm

Discover Canada's export-ready artists
at the Folk Music Ontario Conference

Funded by the
Government
of Canada

Financé par le
gouvernement
du Canada

Canada



Canada Council
for the Arts

Conseil des arts
du Canada

FOLK ALLIANCE
INTERNATIONAL

FOLK MUSIC
ONTARIO

FMO SONGS FROM THE HEART AWARD WINNERS



ERIC STEIN

Mandolinist, bassist, bandleader and composer, Eric Stein has been a prominent figure in Canada's folk, world, and Jewish-roots music scenes for over 20 years. He is founder/leader of the award-winning klezmer fusion group Beyond the Pale, and Brazilian choro band Tio Chorinho, and also serves as Artistic Director of Toronto's Ashkenaz Festival.



GATHERING SPARKS

Gathering Sparks (Eve Goldberg and Jane Lewis) makes harmony-driven roots music for troubled times. Their brand new album "All That's Real" (Borealis Records) blends finely crafted songs, transcendent vocals, stellar musicianship (guitar, keyboard, ukulele, and accordion), and compelling stories into a potent balm for the soul.



JANE CARMICHAEL

Jane Carmichael balances performing and songwriting for three bands, The Marrieds (Folk), The Cedar Sisters (Electro-folk-pop), and The Dyadics (Dirty dance rock). She "has the kind of voice that hits you just at the right moment, and is the kind of writer who knows when to place those moments in a song." – Bob Mersereau



JORGE MIGUEL FLAMENCO ENSEMBLE

I am a Spanish Canadian Flamenco guitarist and composer with over 25 years experience. I have released 3 CD's of original material and toured from coast to coast. I won the 2013 for CFMA "Solo Artist Of the Year". My new single "Sin Verguenza" marks my Flamenco singing debut



JULIAN TAYLOR

Julian Taylor is an artist whose work has created a lot of buzz over the years. He's a unique and versatile musician and staple of the Toronto music scene. Taylor has performed with his band and solo at major festivals throughout Canada including Mariposa, CBC Music Festival, Festival D'ete, Ottawa Bluesfest and Blue Skies Festival and more. The National Arts Centre described Taylor as having the ability to create: "*beautiful blended soulful vibes, rhythmic R&B, modern rock riffs and roots folk make the Toronto based Julian Taylor Band experience something worth putting your busy life on hold for; even it is just for a few moments.*"



MATT GERBER

Like Vitamin Joy, from outer space, Toronto's Matt Gerber provides a dose of up-beat/kid-friendly music to charm and delight listeners. With a knack for crafting quirky, yet heartwarming songs, he is known for his ability to capture an audience's attention with his combination of ukulele, kazoo and clever lyrics.



SARAH HILTZ

Sarah Hiltz is a contemporary folk artist with strong jazz influences. Throughout 2019 she is exploring the ways Canadians experience, express, and suppress anger, especially women, and creating a song-cycle in response. Sarah has independently released five recordings, given a TEDx talk, and opened for Gordon Lightfoot and Ron Hynes.



GABY HARVEY

Gaby Harvey is a presenter at The Campsite, a private showcase room and future festival. She has worked with many musicians and organizations providing event, tour, and administrative support, both on the road and at home in Toronto. Previously, Gaby ran a micro-granting program and member services at the Canadian Independent Recording Artists Association.



PHIL TAYLOR

Phil Taylor is the program and music director at Erin Community Radio 91.7 FM. In addition to curating Canadian folk/roots music for the station, Phil co-produces and broadcasts a local live concert series featuring Canadian folk musicians.



QUIQUE ESCAMILLA

JUNO Award winner Quique Escamilla is a Chiapas-born and a Zapatista-influenced modern troubadour with a unique combination of sounds from around the globe. In his latest album “Encomienda” he mixes Colombian cumbias, North African blues and Mexican huapango—while singing social and political stories of resistance against the old colonizing powers.



STINGRAY RISING STARS PROGRAM

Stingray is proud to support emerging Canadian music talent through its Stingray Rising Stars program. The objective of this program is to contribute to the careers of up-and-coming musicians in all genres through showcase opportunities, bursaries and potential airplay on Stingray channels. Since its introduction in 2000, over 1,000 artists have directly benefited from the Rising Stars Program.

Stingray is available in over 11 million households across Canada. It offers over 2,000 music channels in a variety of genres curated by experts music programmers around the world.

No ads. Just great music.

LIFE'S ON YOU. MUSIC'S ON US.



Congratulations to the winners,

Mathieu Pélouin
Senior Vice-President Marketing and Communications –
Stingray Music
music.stingray.com

Stingray est fier de contribuer au développement de la musique émergente canadienne grâce au programme Prix Étoiles Stingray. L'objectif de ce programme est de soutenir les artistes d'ici, dans tous les genres musicaux, et de contribuer à l'avancement de leurs carrières en leur offrant de la visibilité, des bourses et une diffusion potentielle sur les chaînes Stingray. Depuis sa création en 2000, le programme Prix Étoiles Stingray a récompensé le talent de plus de 1000 artistes.

Stingray est disponible dans plus de 10.511 millions de foyers au Canada. Le service offre 100 plus de 2000 chaînes dans une variété de styles musicaux, programmées par des experts du monde entier.

Sans publicité. Que de la bonne musique.

LA MUSIQUE AU. RYTHME DE VOTRE VIE.

STINGRAY RISING STAR AWARD WINNERS

ENGLISH – ABSENCE OF YOU



DANIELLE KNIBBE

With a new record featuring Fats Kaplin and mixed by Howard Bilerman, Danielle Knibbe is proving why she was nicknamed “The Lyric Doctor” during her Banff Centre Singer-Songwriter Residency. A multi-finalist in American Songwriter’s Lyric Contest, her songs are sure to win, and then all too often, break your heart.

FRENCH – LES MARINS



MOONFRUITS

Fronted by partners Alex Millaire and Kaitlin Milroy, Ottawa-based Moonfruits are makers of art-folk bilingue. In a forest of banjo, guitar, kalimba and glockenspiel, their voices burrow and soar. Their début full-length *Ste-Quequepart* (2017), or ‘Saint-Somewhere’, is an elaborate small-town fiction that explores the faces of gentrification, isolation and community.

STINGRAY RISING STAR AWARD JURORS



MARILENA GAUDIO

Marilena Gaudio has worked in many areas and positions within the music industry, and has always been a passionate supporter of the performing arts. Marilena is currently at National Arts Centre working with NAC Presents as the Programming and Rentals Officer. In her current role, she overlooks the majority of emerging and local programming, community and national rentals, as well as managing most of the NAC Presents shows.



YAO

Better known as YAO, Yaovi Hoyi is a very active francophone artist and entrepreneur. With his musical style (oscillating between Slam, Soul & Funk), accentuated by his deep baritone voice and his lyrical depth, he distinguishes himself on the Canadian scene with numerous awards and nominations (Trille Or, SPACQ, Contact Ontariois ...), as well as a performances at the international level (France, Madagascar, Algeria, Morocco, Tunisia, Cape Verde.) He's also the director of Intello-Productions Inc, an Ottawa-based record label & consulting firm.



THANK YOU TO OUR 2019 VOLUNTEERS!

The Board and staff of Folk Music Ontario would like to thank the many volunteers who give their time and efforts to make sure the conference runs smoothly. We couldn't do it without you - thanks!

Jennifer Arima
Lynn Armstrong
Bonnie Baker
Don Bird
Albert Bisschop
Sam Boer
Simon Boniface
Sandra Bouza
Michelle Brady
Anne Brown
Steven Buchko
Jean-Baptiste Cardineau
Shawn Clarke
Claire Coupland
Ali Eisenhammer
Gary Eisenhammer
Christophe Elie
Tyler Ellis
James Gould
Wayne Hosick

Frank Iacobucci
Katherine Fischer
Shane Eyers
Kevin Galloway
Wendy Galloway
Sandy Irvin
Raphael Keelan
Brenna MacCrimmon
Samuel Magnan
Bill Marshall
Julie Mercier
Tony Molesworth
Emily Mountjoy
John Mulligan
Tanya Nye
Haley Ostapovich
Jessica Pearson
Japheth Sullivan
Louise Taylor
Jeanne Taylor-Page

Mark Peetsma
Andrew Queen
Sharon Roesch
Annie Whitty
Wayne Smith
Nancy Solway
Tanya Speight
Ivan Stille
Tony Wohlfarth
Jazmine Wykes
Saffron Aldred
Missy Bauman
Liv Cazzola
Sara Gougeon
Cassidy Houston
John Muirhead
Braden Phelan
Greg Smith

NASHVILLE HOME SONGWRITING WORKSHOPS

Included in your stay:

- 3 Day / 4 night stay
- Accommodations: private room & studio space
- One-on-one instruction/3 hrs per day
- Breakfast and Lunch provided
- One Dinner at popular Nashville eatery
- Personalized tour of Nashville

Financial assistance is available by application to the Canada Council For the Arts and The SOCAN Foundation. FYI This does not guarantee your application will be successful but I am happy to help with your application.

For further information please visit

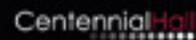
<https://lindamcrae.com/nashville-home-workshops>
or email us at 42management@gmail.com

Award-winning recording artist, Linda McRae and her husband and manager James Whitmire are opening the doors to their Tennessee home, inviting students to study songwriting one-on-one with Linda. Come experience Nashville with Linda and James as your tour guides.



A WORLD CLASS MUSIC SCENE JUST DOWN THE ROAD.

TOURISM
London
 CANADA



LONDONTOURISM.CA

FOLK NORTH EXPORT DEVELOPMENT PROGRAM 2019

FACTOR Canada

This project is funded in part by FACTOR, the Government of Canada and Canada's private radio broadcasters.
Ce projet est financé en partie par FACTOR, le gouvernement du Canada et les radiodiffuseurs privés du Canada.

ONTARIO | **ONTARIO**
CREATES | **CRÉATIF**

Funded by the
Government
of Canada | **Canada**

 **Canada Council** | **Conseil des arts**
for the Arts | du Canada

FOLKMUSIC
ONTARIO

FOLK | **MUSIQUE**
CANADA | DU CANADA

FOLK ALLIANCE
INTERNATIONAL

As part of its mandate to foster and develop Ontario's folk music industry, Folk Music Ontario presents the 2019 Export Development Program. The program involves inviting Export Delegates—key buyers and music industry people—to attend the FMO conference. We are very pleased this year to welcome delegates from across Canada as well as the United States, England, Scotland, Europe and India.

The goal of the program is to connect Export Delegate connected with artists showcasing at the conference, particularly artists considered export-ready. There are three key Export Development Program initiatives that help connect the delegates, mentors and artists:

- **Meet & Greet:** this mixer provides an opportunity for delegates and artists in the program to network during the event
- **One-on-one Business Meetings:** we matchmake more than 700 meetings over two days, ensuring that artists are meeting with delegates who fit their music and career goals
- **CD Library:** Export Delegates browse a library of CDs so they can easily access the music of artists taking part in the Export Development Program.

In addition to these invite-only activities, our 27 Export Delegates also participate in panels and take in showcase performances throughout the weekend.

The Export Development Program is managed by Carolyn Sutherland with Folk Music Ontario.



DAYNA MANNING morning light

A chamber-folk recording from
Stratford, Ontario

Release date: October 25th 2019

Arranged by Ben Bolt-Martin • Engineered
& Mixed by John "Beetle" Bailey • Produced
by Dayna Manning • Laura Chambers - Flute
• Andrew Chung - Violin • Ben Bolt-Martin -
Cello • Derek Conrod - French Horn • Dayna
Manning - Vocals, Acoustic Guitar, Banjo

Hugh's Room Live • Fri. Nov. 15th

FOLK NORTH EXPORT DEVELOPMENT PROGRAM 2019

Presented by Folk Music Ontario, Folk Music Canada and Folk Alliance International, the 2019 Folk North Program (formerly known as the Export Development Program) assists folk musicians and businesses in accessing new markets in Canada, USA, UK and Australia and more markets by bringing more than 20 delegates (festival ADs, presenters, agents, music supervisors etc.) to the Folk Music Ontario conference.

Folk North delegates are matched with more than 50 participating artists for one-on-one meetings, mentoring and networking receptions. In addition to these closed events, Export Development Program delegates are available throughout the conference as they attend networking events and led panels focusing on export topics.

The following delegates took part in the 2019 Folk North Program:



AMY KATE LAIDLAW
i hear django
Victoria
Australia



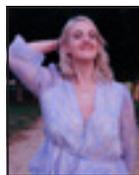
JASON WILLIAMS
Wildmountain
Music Festival
Hinton, Alberta
Canada



MICAH DAVIDSON
Midwood
Entertainment
Charlotte, NC
United States



**ANDERS SKAANING
NIELSEN**
gearbox AGENCY
Copenhagen
Denmark



KATHLEEN RYNNE
Secret Sounds
Sydney, NSW
Australia



RAFAEL FARAH
Balaclava Records
São Paulo
Brasil



ROBERT RAMIREZ
16 On Center
Chicago, IL
United States



KERRY CLARKE
Calgary Folk Music
Festival
Calgary, AB
Canada



SOPHIA URQUHART
Tin Drum Music
London
UK



CHRIS GREENCORN
Stanfest
Canso, NS
Canada



FELISSA J SCHWARTZ
Philadelphia Folksong
Society/Philadelphia
Folk Festival
Philadelphia, PA
United States



STEPAN KAZARYAN
Connected Agency,
Festival Bol
Moscow
Russia



CHRIS HORKAN
Hey! Manchester
Manchester
UK



MARILENA GAUDIO
National Arts Centre /
NAC Presents
Ottawa, ON
Canada



SUSANNE PANNING
Canmore Folk Festival
Canmore, Alberta
Canada



CHRISTINA DICKS
Lawnya Vawnya
St. John's, NL
Canada



MATTHEW SMIH
Club Passim
Cambridge, MA
United States



RIC LEICHTUNG
AdHoc Presents
Brooklyn, NY
USA



CONSTANCE FARR
ThinkSync Music
London
United Kingdom



MATTHEW GREEN
Eat Your Own Ears
London
United Kingdom



TANYA GALLANT
PEI Festival of
Small Halls
Charlottetown, PE
Canada



**FERNANDO DE ANGELIS
GUERRA DOTTA**
Balaclava Records
São Paulo, SP
Brazil



LOGIN KOCHISHKI
Password Production
Skopje
Macedonia

OFFICIAL SHOWCASE JURY



JEFF HORNER

With 3 EPs under his belt, LeFLOFRANCO is an artist who comes from the Ottawa urban music scene. He is the winner of the "Artistic Initiative" category at the 2019's Trille Or Gala for his show-concept nights: #HautesVibrations, where he was nominated twice at the same Gala back in 2015, notably in the category "Best New Artist".



MARTYNA TURCZYNOWICZ

Martyna Turczynowicz is a community builder and communications manager with experience cutting across music, visual arts and fashion. Martyna is passionate about grassroots community development and unlocking the collaborative potential of artistic communities. Currently Martyna serves as the Programs Manager for the Ottawa Music Industry Coalition (OMIC) and as a mentor for Apathy is Boring.

FMO OFFICIAL SHOWCASE ARTISTS



100 MILE HOUSE

Winners of the Edmonton Folk Festival Emerging Artist Award, the 2017 WCMA for Roots Duo/Group and a Canadian Folk Music Award nominee, 100 mile house have performed at the Winnipeg, Canmore, Calgary, Edmonton and Vancouver folk festivals. Their new album Carriad will be released on Fallen Tree Records this November.



ADRIAN SUTHERLAND

Adrian Sutherland, from the isolated community of Attawapiskat, is the frontman for roots-rockers Midnight Shine. He is a traditional knowledge and language keeper of the Mushkegowuk Cree, a strong leader and advocate, and father of four and grandfather of three, proud of who he is and where he comes from.



BEAUSÉJOUR

Beauséjour, a bilingual duo that brings together acadian Danny Boudreau and Franco-Manitoban Jocelyne Baribeau, creating a sound that marries the vast open spaces of the ocean to the fields of the Canadian prairies. Both artistes have numerous awards and nominations and are releasing a first album in fall 2019.



BENJAMIN DAKOTA ROGERS

Having grown up on a farm in Scotland ON Benjamin Dakota Rogers is a distinctive emotive and gritty singer-songwriter whose sound challenges the definition of the folk genre reaching far beyond to include influences of roots blues and country music.



FMO OFFICIAL SHOWCASE ARTISTS



BEYOND THE PALE

Beyond the Pale are known for stellar musicianship unique songcraft and exuberant energy. Their genre-defying sound is rooted in klezmer and Balkan styles but shaped by jazz, bluegrass, reggae, chamber-music and more. They are three-time Canadian Folk Music Award winners (7x-nominees) and have toured extensively across North America and abroad.



CELEIGH CARDINAL

Celeigh Cardinal's heartfelt biographical songs are carried by a voice that harkens to the golden era of jazz and blues. This Western Canadian Music award winning Métis singer/songwriter has a contralto voice that adds soul and emotion to her performances and her storytelling prepares audiences for both happiness and reflection.



COCO MÉLIÈS

Toronto roots-rock band Johnson Crook share a love of pure, honest music stemming from their small-town backgrounds. Drawing inspiration from groups like the Eagles and the Avett Brothers, each member contributes equally, injecting their unique personalities into the overall sound built on four voices.



DANIEL BELLEGARDE

With critically acclaimed album Anba Tonel by critics in England, France and Canada Montreal percussionist is devoted to the old-time Caribbean ballroom music, in which Africa met Europe in the Creole style. Global Music Awards winner, Canadian Folk Music Awards nominated in 2018 and now Independent Music Awards nominated in 2019.



CATRIONA STURTON

Big heart, big lungs. Sings like an angel, plays like a beast.

"Canadian guitarist, harmonica player and songwriter Catriona Sturton is a charmingly oddball blues performer who may have written the best song to date about butt-dialing" - Nashville Scene Critics Pick



COCO LOVE ALCORN

Rebirth is more than just the latest album from "legendary soul-folk singer-songwriter" (The Coast, Halifax) Coco Love Alcorn. With soulful melodies, heartbeat grooves, and lyrics that come from a personal place yet speak to the listener on a universal level, Rebirth is her bravest and most vulnerable album to date.



CORY GALLANT

Winner of the 2018 CCMA National Spotlight Contest Cory Gallant is garnering new fans from coast to coast. He is currently touring the US and Canada in support of his recent album (which features a duet with country legend Georgette Jones, garnering rave reviews for his rich soulful voice.



DIRTY CATFISH BRASS BAND

Dirty Catfish Brass Band aims to inspire, create and instigate - but, mostly, they just want you on your feet. Invoking the sounds of the New Orleans brass tradition, the collective dares to reimagine the streets of a prairie city as one that is hot, alive, and brimming with soul.



FMO OFFICIAL SHOWCASE ARTISTS



GENEVIÈVE RACETTE

With a nomination from Sirius XM Indies for “Emerging French Artist of the Year”, over half a million streams on Spotify, and a history of charting on countless Canadian Radio Stations, it’s clear that bilingual singer-songwriter Geneviève Racette is an artist who instantly captivates her listeners.



JACK PINE AND THE FIRE

CFMA “Emerging Artist” and JUNO nominee Jack Pine howls like a wolf, spitting wry words and tall tales while pounding out steady rhythms on his mandolin. The Fire is a gritty groovy modern day string-band, setting Jack’s songs ablaze with their heavy right hands and their hearts on their sleeves.



JORGE MIGUEL FLAMENCO ENSEMBLE

I am a Spanish Canadian Flamenco guitarist and composer with over 25 years experience. I have released 3 CD’s of original material and toured from coast to coast. I won the 2013 for CFMA “Solo Artist Of the Year”. My new single “Sin Verguenza” marks my Flamenco singing debut.



KOLONIEN

A Swedish four-piece family band. Fiddle-star Anna Möller and her cousins Erik, Arvid and Mischa grew up with the Scandinavian traditional music scene. Kolonien started as protest music in the Swedish Green movement and the band has constantly reinvented their roots with rich Swedish harmonies both instrumentally and vocally.



HANNAH SHIRA NAIMAN

Named “Traditional Singer of the Year” (2017) by the CFMAs, Hannah Shira Naiman’s banjo- grounded songs dance the listener into the Appalachian mountains and eras back in time, drawing on her roots in Toronto’s ‘old time’ folk music community to share powerful tales of hope and loss.



JORDANA

Jordana Talsky is a singer, songwriter and loop artist who integrates acapella live looping into ensemble performance. Her music fuses pop, acapella, jazz, and urban influences into an innovative crossover style. Her live show weaves in original material along reimagined interpretations of eclectic pop and jazz standards.



KALON HART

Kalon Hart’s gentle acoustic songs connect to the spirit, are rooted in the earth, and soothe the heart. He practices “emotional judo”, redirecting traumatic memories into parables of healing. Alter ego of 4x JUNO Nominee Rob Teehan (Lemon Bucket Orkestra, The Boxcar Boys)



LAWRENCE MAXWELL

Lawrence Maxwell cherishes and revives the “old soul” of country music. His songs cover a lyrical landscape of heartfelt storytelling and whimsical philosophy. In short, Lawrence Maxwell will tell it to you like it’s folk and sing it to you like it’s country.



FMO OFFICIAL SHOWCASE ARTISTS



LEELA GILDAY

If you're from the North Leela Gilday's music is home. If you've never been it will take you there. Born/raised in the NWT she writes about the people and the land that created her. Her voice conveys the depth of her feelings of love and life in a rugged environment.



LLOYD SPIEGEL

Multi-award winning Australian artist Lloyd Spiegel delivers one of the most unique solo concert experiences in the world. Blending jaw-dropping guitar chops with a commanding voice, powerful songwriting, storytelling and comedy, it's no wonder that he's described as an "Oz Roots & Blues Icon"- Rolling Stone Australia.



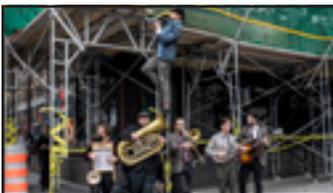
LUNAR BLOOM

Lunar Bloom is an all female indie-folk trio with voices that weave seamlessly in and out of harmony. Their music features dynamic range, intricate harmonies and honest storytelling while exploring themes of love, anxiety, hope and grief. Revealing that the personal is universal.



MARIE-CLO

Marie-Clo's alternative pop with its folk electronic undercurrent showcases her deep love of dance as well as a mature reflection on the world around her. In 2017 she won TFO's Planète BRBR and participated in Granby's Song Festival. Aero bought her song "Sablier" for a 52 week run national commercial.



LES ROYAL PICKLES

It's a trip back to the swing era, recalibrated for the present day and rewired by some madcap modern musicians! In April 2018, this Montréal combo released the album *Jouer dans l'trafic*, combining songs and instrumentals, in the most celebratory ambience imaginable. Come play in the traffic!



LOUIS VENNE

Louis-Philippe Robillard (aka Louis Venne) is a Franco-Ontarian singer-songwriter whose musical style blends a grunge approach to a contemporary indie folk. His raw, yet profound and tender poetry leaves his songs scarred with souvenirs of distance and impossible beauties.



MADISON GALLOWAY

"PURE ENERGY AND ROOTSY BLUES SASS" – MusicOntario Madison Galloway takes the stage with her soulful voice, thundering guitar, and wailing harmonica, turning heads with her high-energy performance! She's played hundreds of shows from local concert halls to prominent festivals and recently released her debut full-length album "Moon & Mercury".



MÉLISANDE [ÉLECTROTRAD]

The recipe for Mélisande [électrotrad]'s award-winning cocktail : pour equal parts of traditional Québécois songs, electronic instruments and drums. Add an ounce of fiery fiddle, peaty flute and jew harp a dash of banjo and a hint of bass. Shake vigorously garnish with a sparkling singer and serve on stage!



FMO OFFICIAL SHOWCASE ARTISTS



MISTER K

Cosmic Canadian Balladeer, Mister K, lives in a little yellow house at the end of the Milky Way. That house, a historic Manitoba school, is a serendipitous dwelling for Mister K, a teacher-turned-troubadour. Sonically, he draws parallel to the fragility of Neil Young, with the pop-sparkle of The Beatles.



ROSIE & THE RIVETERS

Rosie & the Riveters never planned to get political. But watching the news these days made it impossible to see the status of women around the world and stay silent. The result is Ms. Behave - a collection of gritty sultry folk-pop anthems that Billboard magazine calls "powerful and daring."



THE FITZGERALDS

Meet The Fitzgeralds ~ a family group from the outskirts of Canada's Ottawa Valley, consisting of 3-time Canadian Grand Master Fiddle and Open Step Dance Champions. It is the rare combination of exceptional musicianship, mind-blowing step dancing, audience interaction, and genuine sibling connection that resonates with audiences of all ages.



TYLER KEALEY

Known for his vocal prowess and fast-flying improvisational piano solos, Tyler Kealey is a singer-songwriter who collects little moments and brings them to life through his songs. His meaningful lyrics and melodic piano lines lean into folk and blues, and take the audience on a journey with each performance.



MOSCOW APARTMENT

Winners of a Canadian Folk Music Award, the Canadian Songwriting Competition (Under 18 category) and the Slight Music It's Your Shot award, Moscow Apartment has rapidly become one of the most exciting emerging bands in Canadian folk and indie music.



SUZIE VINNICK

A Saskatoon native transplanted to the Niagara Region of Ontario, Canada, Suzie Vinnick is the proud owner of a gorgeous voice, prodigious guitar and bass chops and an engagingly candid performance style. Suzie has won 10 Maple Blues Awards, 1 Canadian Folk Music Award and is a 3X Juno Nominee.



THE ONCE

Newfoundland has a storied history of stunning songwriters, poets and players. Over the course of the last decade The Once have writ and knit themselves into that story with continuous Canadian and international touring, Canadian Folk Music Awards, East Coast Music Awards, JUNO Award nominations, and a dedication to songwriting.



VERANDA

Veranda is a collaboration between Catherine-Audrey Lachapelle and Léandre Joly-Pelletier. With their first EP recorded in early 2019, Veranda presents original songs that blend traditional and contemporary, simplicity and virtuosity. From high lonesome bluegrass to intimate folk ballads, the duo offers a fresh take on classic country music.



FMO ALTERNATE SHOWCASE ARTISTS



EVANGELINE GENTLE

The Evangeline Gentle's mighty voice is reminiscent of the vocal greats of soul and folk. Her songs draw inspiration from the pop and folk triumphs of the late 20th century. Queer and passionate about acceptance for all, Evangeline appraises the remarkable resilience of love and writes music with her findings.



MATT ZADDY

Named a "rare talent" by CBC Music, Matt Zaddy's unique blend of folk, rhythm & blues, and Canadiana has more than caught the attention of music listeners and media alike. Matt's music tells his story of life love hardship and redemption. His new album will debut in fall 2019.



NORTH EASTON

North Easton is an accomplished performer and award-winning Canadian songwriter with an aptitude for writing evocative thought-provoking lyrics and melodies. This coupled with his powerful heartfelt vocals delivers a listening and visual experience that is uniquely North Easton.



THE ACTUAL GONERS

The Actual Goners are award winning songwriters Tristan Armstrong and Duncan Symonds. With a passion for live performance that drove them from Vancouver Island to their current Toronto home, the long time collaborators deliver personal and ageless tunes that capture and celebrate the compelling moments found in the unglamorous day-to-day.



LOGAN AND NATHAN

Vancouver alternative folk duo Logan and Nathan have released their debut album Chasing Tales. Their vivid debut experiments with bare instrumentals and serene sounds that push the traditions of folk music. It's a brand of self-proclaimed "freak folk" braiding various timbres and transitions through a ghostly, unaccompanied lens.experience.



MINGJIA CHEN

Beijing birthed, Toronto dwelling musician mingjia (MING-jee-ya) writes music that's equal parts fantastical & relatable, & performs it with courage & honesty. aside from making mischief with her chamber ensemble tortoise orchestra & artists like Roomful of Teeth & GREX, she enjoys drawing, dancing & watching Avatar: the last airbender.



SARAH HILTZ

Sarah Hiltz is a contemporary folk artist with strong jazz influences. Throughout 2019 she is exploring the ways Canadians experience, express, and suppress anger, especially women, and creating a song-cycle in response. Sarah has independently released five recordings, given a TEDx talk, and opened for Gordon Lightfoot and Ron Hynes.



THE PAIRS

With three unique songwriters at the helm, The Pairs create a diverse repertoire that shares stories of life's challenges, hope and hilarity. This group inherently connects with their audience through their emotion-full performances.



FMO FAMILY SHOWCASE ARTISTS



MATT GERBER

Like Vitamin Joy, from outer space, Toronto's Matt Gerber provides a dose of up-beat/kid-friendly music to charm and delight listeners. With a knack for crafting quirky, yet heartwarming songs, he is known for his ability to capture an audience's attention with his combination of ukulele, kazoo and clever lyrics.



THE THINKING CAPS

The Thinking Caps are a wildly entertaining children's band hailing from London, Ontario. Jay Rutherford and Carl Welch have known each other for over 25 years. Rutherford is a trained audio engineer. Welch has a Jazz performance honours. This duo makes learning fun for children and their families.



INDIGENOUS ARTISTS SHOWCASE



DESIREE DORION

Desiree Dorion's fifth studio album is set for release in January, 2020. Exploring themes of poverty, resilience, breaking the cycle of violence, family ties and Jack Daniels, the Juno nominee's music and lyrics are a reflection of the world around her. The emotional weight of these themes rests beautifully in Desiree's vocals.



MITCHELL MOZDZEN

Mitchell Mozdzen is a Blues/Rock musician from Brandon, Manitoba. After picking up the guitar at the age of 7 He's had a hard time putting it down. Mitchell has 4 EPs under his belt and is always working on making more music.



RICHARD INMAN

Richard Inman is quickly becoming a staple of Winnipeg's folk and country scene and has dedicated his time to bringing authentic stories and songs about the everyday people and places he comes across. Between relentless touring and performing, Richard has proven himself a gifted songwriter and true prairie gem.



SIERRA NOBLE

Sierra Noble has been a well known part of the Canadian music scene since a very young age, beginning her touring career when she was 14 years old as a solo fiddle player specializing in the traditional Metis music of the prairies. In the 10 years since, Sierra has continued to wow audiences with her captivating and connected live shows around the globe.

Get ready for the upcoming edition of

MUNDIAL

NOV. 19-22
M O N T R É A L 2019

THE GATEWAY TO NORTH AMERICA'S WORLD MUSIC MARKET!

MUNDIAL is about
QUALITY & RESULTS

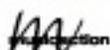
- 300 pro's / 20+ countries
- 100+ presenters/ block-booking
- No trade fair - no conflicting showcases
- High buyer / seller ratio

already 50+ pro's registered

visit our brand new website

mundialmontreal.com

FACTOR Canada



Québec

Montréal

TOURISME /
MONTREAL



Canada Council
for the Arts

Conseil des arts
du Canada



SOCAN



AVALENCHÉ

Ce projet est financé en partie par FACTOR, la Fondation Musication, le gouvernement du Canada et les contributeurs privés du Canada. This project is funded in part by FACTOR, Fondation Musication, the Government of Canada and private Canadian contributors.

We acknowledge the support of the Canada Council for the Arts, which last year awarded \$153 million to bring the arts to Canadians throughout the country.
Nous remercions le Conseil des arts du Canada de son soutien. L'an dernier, le Conseil a investi 153 millions de dollars pour offrir de nouvelles expériences artistiques aux Canadiens et aux Canadiennes de tout le pays.

LIGHTNING TALKS

Thank you to all the Industry experts who agreed to come on board for the 2019 "Lightning Talks" sessions. Our attendees had the chance to pre-register for some individual meeting time with the industry expert or festival representative of their choice.

This year's Lightning Talks experts are:



DAVID BARNARD

Department of Canadian Heritage

David is a Senior Program Advisor for the Canada Arts Presentation Fund at the Department of Canadian Heritage. Radio host and producer, facilitator, event planner and producer, community activist, are some of the other roles he's played over the years and continues to do to this day.



TIM FRASER

Home County Music and Arts Festival

Tim Fraser is the Artistic Director of Home County Music and Arts Festival, a booking agent for U.S. based agency, Dey Entertainment, as well as the Founder of Murdoch Entertainment, an artist management and entertainment booking agency located in London, Ontario.



ERIN BENJAMIN

Canadian Live Music Association

President & CEO of the Canadian Live Music Association, Erin is a highly-regarded leader who also serves a variety of other organizations including the Ottawa Film Office, the Unison Benevolent Fund, MEGAPHONO and RBC Ottawa Bluesfest. In 2017 she was the vice-chair of the Ottawa Juno Host Committee and CMW. In May 2019 she was honoured with the United Way's Community Ambassador of the Year Award for her volunteer efforts.



BRIAN GLADSTONE

Winterfolk Blues & Roots Festival

Brian Gladstone has been involved in the Canadian roots music scene thirty-five years as an artist, performer, singer, songwriter, producer, festival director, and activist. Brian Gladstone has written and recorded five albums, all of which have garnered global acclaim and worldwide airplay. Brian founded Toronto's Winterfolk Blues and Roots Festival, now going into the 18th year.



IAN DAVIES

TD Sunfest

Ian is the Programming & Creative Coordinator for TD Sunfest (London, Ontario, Canada) - an arts organization promoting World Music & Jazz via its large 4-day summer festival (free admission) now in its 26th year and an annual concert series (12-15 concerts between September & May). Ian has been associated with Sunfest since 1997 (beginning as a volunteer).



EMMA JANE JULIEN

Re:Sound

Emma Jane Julien has been a publicist, a manager, an administrator, a promoter, a brainstormer, a web designer, a grantwriter and a lady of all trades for hundreds of artists over the years. She is currently an Account Representative at Re:Sound, the Canadian organization that advocates for music creators, educates music users, licenses broadcasters/businesses and distributes royalties to creators.



JEAN PAUL DE ROOVER

Live From the Rock Folk Festival

Jean-Paul De Roover works hard for Thunder Bay's music community as a festival coordinator, promoter, artist and advocate, and recently the Artistic Director for the Live from the Rock Folk Festival. When he's not touring his new alt-folk album LOVE, he's home being a dad and working in his studio Blueprints.



ANDREW KARIS

ACTRA RACS

Are you confident you're collecting all possible royalties? If not, Andrew can help. For the past 7 years, he has worked to help recording artists access their neighbouring rights royalties and understand what rights and royalties are available in Canada and around the world. He brings prior music industry lives in non-profits, music supervision, and performance to his current role at ACTRA RACS.

LIGHTNING TALKS



TAMARA KATER

Mavins Music Management

Tamara has worked in arts management and community outreach for more than twenty years - as an agent, artist manager, board member and festival director. She founded Mavens Music, specializing in building international careers for folk artists, working with Melanie Brulée, Corin Raymond, Kaia Kater and Del Barber. She has been a panelist, showcase producer and mentor at FAI, AMERICANAFEST, NERFA, APAP and the ECMAs.



BYRON PASCOE

Music Lawyer

Byron Pascoe is a music lawyer. He works with musicians and managers to help them review, understand and negotiate music agreements, including producer, record label, publishing, band and management agreements. Byron also prepares agreements that his clients want others to sign, and he enjoys being one of many players on a musician's team.



DEVIN LATIMER

Trout Forest Music Festival

Devin Latimer is a faculty member at the University of Winnipeg, a performer with Juno-award winning band Nathan (Netzwerk) and Leaf Rapids (Coax Records), as well as the artistic director of the FMO member Trout Forest Music Festival, booking an average of 30 acts for the annual all-Canadian 3-stage weekend festival in northwest Ontario.



MAURA BROADHURST &

MYRON KOZAK

Ontario Arts Council

Maura Broadhurst is the Cross-Sectoral Associate Officer at the Ontario Arts Council. In this capacity she manages the Arts Service Organizations programs as well as other project programs in the discipline and activity sections of the Council. Previously, Maura was the Curator at the Latcham Gallery, the public art gallery in Stouffville, Ontario for over a decade.



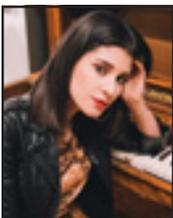
MAX MERRIFIELD

Northern Lights Festival Boreal

Max Merrifield is a board member of FMO and is Executive/Artistic Director of Sudbury, Ontario's Northern Lights Festival Boréal. He is also a musician, dabbling in hip-hop, spoken word, and beyond.



Myron Kozak is the Interim Music Officer at the Ontario Arts Council and currently oversees the portfolio of Music granting programs at the Council. Myron has previously worked as an administrator at CADAC, Toronto Summer Music Festival, Tafelmusik and Orchestras Canada. He is also a violinist and DJ.



OLA MAZZUCA

Indoor Recess Public Relations Inc

From the dancehall to the moshpit, music is Ola Mazzuca's greatest passion. Ola applies her communication skills, zeal for culture, and experience as a journalist and project manager to her current role as a Publicist at Indoor Recess. She is also host and producer of The Fold - a podcast highlighting diverse people and organizations cultivating community connections.



CHERYL PRASHKER

Goderich Celtic Festival

Cheryl Prashker has toured Canada, U.S. Europe and Russia as a musician. She now tours with Eric Andersen and her own band, the Celtic Roots group RUNA. She helped to run the Northeast Regional Folk Alliance (NERFA). She is the Artistic Director and General Manager for the Goderich Celtic Roots Festival and College in Goderich, Ontario.



AL RANKIN

Blue Skies Festival

Al Rankin is the co- artistic director of Blue Skies Music Festival in Clarendon On and the Live Wire Music Series in Kingston. As well he presents music at Rankin Gallery in Inverary ON and runs Rankin Productions, bringing music from around the world to Kingston audiences.

LIGHTNING TALKS



KIMBERLY SINCLAIR **SpinCount**

Kimberly Sinclair built SpinCount into an award-winning promotions and publicity firm, representing Indie artists and events across North America. Her clients are routinely nominated for Grammy's, JUNOs, Polaris Prize, CFMAs, along with regional & MIA awards. Kimberly served on the board of directors at MNS & ECMAs and @SpinCount is ECMAs 2018 Company of the Year.



CHRIS THOMPSON **Subculture Music & Media**

Since graduating from the Entertainment Business Management program at Metalworks Institute of Sound & Technology, Chris has an in-depth familiarity with every aspect of digital marketing, social media management, and artist management. Chris' dedication and work ethic continues to catch the eye of industry giants like Coalition Music, and top tier talent including Simple Plan, Our Lady Peace and Scott Helman.



ROBERT SINGERMAN **Lyric Find**

Entrepreneur who represented and developed iconic artists, many countries' music organizations, international music conferences/trade missions, Singerman helped form labels, create music business technologies focused on solving challenges like language in music. Partner, advisor for leading companies, he's SVP International Publishing at LyricFind and speaks globally on cutting edge issues.



GEOFF STAIRS **FACTOR**

Geoff has been a Project Coordinator at FACTOR since 2016, where he serves as a resource to artists and music companies who are interested in funding assistance for their projects. Prior to FACTOR, Geoff worked in artist management, grant writing, and festival production.



MARGARET SULLIVAN **Blue Skies Festival**

Margaret has a driving passion to help make live music happen. In addition to her current role as co-artistic director of Blue Skies Music Festival, Margaret sat on the board of directors for Shelter Valley Folk Festival and has been involved with several concert series in Eastern Ontario.



MMF

MUSIC MANAGERS FORUM
C A N A D A

**The Collective Voice for
Canada's Music Managers
and Self-Managed Artists**



ADVOCACY



EDUCATION



CONNECTION

JOIN TODAY

mmfcanada.ca



NEW MEMBERS

Folk Music Ontario welcomes the following new members who joined us since the last issue of Folk Prints:

NEW ONTARIO INDIVIDUAL MEMBERS

Innes Wilson, Guelph
 Meghan Sheffield, Cobourg
 Kae Roberts, Rockland
 Jeremy Voltz, Toronto
 Marie Perry, Toronto
 Sam Clark, Toronto
 Lewis Melville, Guelph
 Guillermo Subauste, York
 Ana Miura, Ottawa
 Maddy O'Regan, Ottawa
 Taylor Abrahamse, Toronto
 Julie Tripp, Guelph
 Ashley Jane, Toronto
 Sharon Upton, Barrie
 Steve & Marni Van Kessel, Orillia
 Courtney Ross, Toronto
 Daniel Dumas, Angus
 Joel Sievers, Markham
 Christian Hansen, Toronto
 Amy Brady, CAMPBELLCROFT
 John Glover, Toronto
 Liam Roesch, Gore's Landing
 Michel DeQuevedo, Hamilton
 Lorie Wolf, Toronto
 Hugh Ambrose, Kingston
 Jeannine Bouw, Simcoe
 Matt Rait, Waterloo
 Jesse Parent, Kitchener
 Stu Peterson, Guelph
 Matty Cooper, Guelph
 Jim Duffield, Guelph
 Kerry Mullen, Guelph
 Amy Laidlaw, Woodford, Victoria
 Suzanne Jarvie, Toronto

Brendan McLeod, Toronto
 Kim Doolittle, Peterborough
 Emily Soon, Mount Waverley
 Michelle Munroe, Guelph
 Rebekah Hawker, Toronto
 Alexandra Babiak, Toronto
 Stephen Lamb, Toronto
 Don Ablett, Georgetown
 Howard Druckman, Toronto
 Bonnie Baker, St Catharines
 Duncan Symonds, Toronto
 Sarah Foster, Perth
 Michelle Rumball, Toronto
 Marc Ekins, Lindsay
 Georgia Higgins, Etobicoke
 Judith Cohen, Toronto
 Vincent Campbell, Claremont
 Mike Erb, New Hamburg
 Emily Rockarts, Montreal
 Michael Trudgen, London
 Terry Snider, Kingston
 Joel Elliott, Ottawa
 Sue & Steve Tennant, Perth
 Duncan Ivany, Beeton
 Blaine Zimmerman, Bowmanville
 John Muirhead, Norval
 Danah-Lee Krieger, Braeside
 Olenka Bastian, Russell
 Sytske van der Veen, Mississauga
 Syma Shah, Toronto

NEW ONTARIO ORGANIZATIONAL MEMBERS

Banjofest Guelph, Guelph
 The Treeline, Simcoe
 Noisemaker Management, Paris
 Merilainen Music, Toronto
 Porquis Recreation Association, Iroquois Falls

NEW OUT-OF-PROVINCE INDIVIDUAL MEMBERS

Daniel Lenz, Edmonton
 Jasmine Netsena, Fort Nelson
 Lindsay Foote, Somerville
 Jocelyne Baribeau, Ste Anne
 Kevin Kratsch, Lorette West
 JC Campbell, Steinbach
 Steve Deasy, Ferndale
 Jessica Rhaye, Hampton
 Elisabeth Harrod, Ithaca
 Bill Garrett, Montreal
 Mia Kelly, Gatineau

Updated: September 20, 2019



Music Ontario

AT **FOLK MUSIC**
ONTARIO

SUITE 225-227

HILTON AIRPORT
HOTEL & SUITES,
MISSISSAUGA, ON

FRIDAY, SEPTEMBER 27TH

11:40PM JOHN MUIRHEAD
12:00AM KEITH GLASS BAND
12:20AM CORIN RAYMOND
12:40AM SUZIE VINNICK
01:00AM EMILY ROCKARTS
01:20AM JØCUND
01:40AM CATRIONA STURTON
02:00AM KATHERINE FISCHER
02:20AM JORDANA TALSKY
02:40AM ALEXANDRA BABIAK

SATURDAY, SEPTEMBER 28TH

1:40PM GILLIAN NICOLA
12:00AM SARAH HILTZ
12:20AM HANNAH SHIRA NAIMAN
12:40AM KEN WHITELEY
01:00AM NICK SHERMAN
01:20AM MOSCOW APARTMENT
01:40AM JEREMY VOLTZ
02:00AM KYRIS
02:20AM THE PAIRS
02:40AM JACK PINE & THE FIRE

PANELS FRIDAY, SEPTEMBER 27

OK COMPUTER – SOCIAL MEDIA 101 (10:30AM • LAKESHORE)

BUILDING A TEAM & COMMUNITY IN THE MUSIC INDUSTRY (3:30PM • ONTARIO A)

RIGHT PLACE, RIGHT TIME – MUSIC SUPERVISION BASICS (3:30PM • LAKESHORE)



cdbaby



FACTOR Canada

ONTARIO
CREATES | ONTARIO
CRÉATIF



DEVELOPING ARTISTS PARTICIPANTS



VOIMAA

Voimaa is a new form of expression. Straying from tradition, performing dance and pop, Voimaa won't permit expectations to dictate her creations. Voimaa has become the identity and process. She arose from the need to rebel against disappointed expectations – Voimaa is strength, and I am Voimaa.



EMILY GILBART

Emily Gilbert is a singer/songwriter influenced by many different genres – a folk-fusion of storytelling, acoustic guitar and bluesy undertones. She recently released her first EP entitled Long Gone. A believer in the healing power of music to connect diverse groups of people, she hopes to inspire others to shine and become their most authentic selves.



MIA KELLY

16 year-old Mia Kelly is a bilingual singer/songwriter based in Gatineau. Melding folk and rock with soulful blues, Mia's powerful voice draws audience members into songs that are filled with deep themes and raw emotions. She lights up the room with her happy soul and infectious energy.



HILL & LANDING

Hill & Landing are an up and coming duo formed in 2016 by Amy Brady and Liam Roesch. Amy's soulful voice paired with Liam's eclectic guitar style creates captivating covers of blues standards and folk-rock tunes. Their debut EP 'Wherever It Leads' was released in 2018 with themes of forgiveness, perseverance, nostalgia, and coming of age in a small town.



YASMINE SHELTON

Yasmine Shelton is a Toronto-based musician who uses her unique and commanding voice to make her music come alive. She co-runs Basset, the inventive folk group who released their debut EP in June 2019, and tours across Ontario with this project including a trip throughout the province in the fall.



ALEXIS NORMAND

Alexis Normand arrives on the spellbinding winds of the Great Plains with her jazz-folk melodies in English and French. She recently took home a Western Canadian Music Award for Francophone Artist of the Year and she is also a member of the internationally-touring folk trio, Rosie & the Riveters.



JANICE JO LEE

Janice Jo Lee (she) is a folk, soul, blues, jazz singer-songwriter and spoken word poet of Korean ancestry. She is a hardfemme queer radical, comedian, truth-teller and trickster. With her looper, Korean drum, trumpet and trio she sings anthems for the people and ancestor melodies leaving audiences empowered and aglow.



TRESA LEVASSEUR, PROGRAM COORDINATOR

Tresa Levasseur (she) is a Juno nominated singer-songwriter who currently lives in Hamilton, Ontario. She loves her work with the Developing Artist Program and has proudly been facilitating this magic for 5 years. She plays accordion, leads pop-up community choirs, writes musicals with kids and works with a number of music industry organizations including the Hamilton Music Collective and Folk Alliance International.



NICK SHERMAN

From Sioux Lookout, Nick spent his youth out on the land, moving between the community of Weagamow Lake, and his family's trapline on North Caribou Lake. It was here in the Northern Ontario forest that his family members would play guitar as they tended their trapline, and Nick found himself soaking in songs and lyrics. Made Of, out this fall, explores Indigenous issues in contemporary and evolving Canada.



LEELA GILDAY

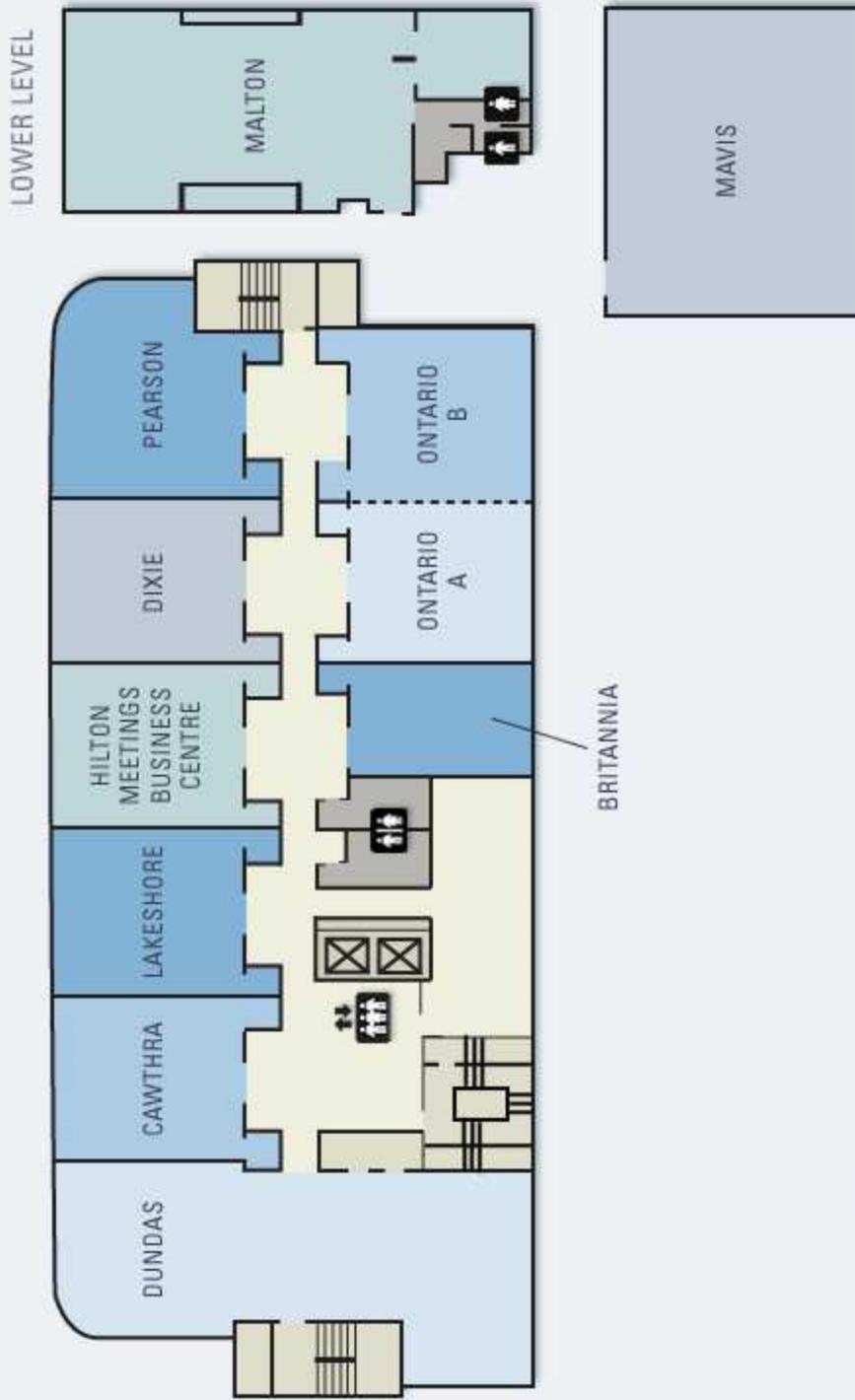
Born and raised in the Northwest Territories, she writes about the people and the land that created her. Leela has toured festivals and concert halls with her band in Canada, United States, Greenland, Denmark and New Zealand and recently embarked on a European tour. She is a storyteller, and through this, reflects the world onto itself. Leela's fifth album will be released in Fall 2019.



IRISH MYTHEN

Irish Mythen is a multi award winning international touring musician. They have spoken on countless panels at conferences throughout the world. They have four albums and two EP's to their name and have shared the stage with many of the top names across all genres. Mythen is a powerhouse vocalist, dynamic guitarist and writes truly thought provoking songs.

CONFERENCE LEVEL



LEGEND



ELEVATOR



RESTROOMS



PHOTOS



THEY CHOSE OUR TICKETING SOLUTION!

“ A huge **THANK YOU**, team Ticketpro!! I know that was a crazy scramble. Thank you for pulling it all together so **quickly!** All your **hard work is very much appreciated** by everyone here. **”**

*Director of Operations
Toronto Downtown Jazz Society, ON*

“ Changing to the Ticketpro model **was easy** as they helped us through **every step**, and have been true partners. We are **fully satisfied** with all their efforts and professionalism. **”**

*General Manager
Théâtre St-Denis, QC*

“ We want to **thank you** and the rest of the team for helping us out with everything you did to ensure we had a **very successful on-sale.** **”**

*Ticket Centre Administrator / Cultural Services
Horizon Stage, AB*

Proud Sponsor of

TICKETPRO www.ticketprocanada.ca
1-877 820-0854
ann@ticketpro.ca

FOLKMUSIC
ONTARIO



FRIDAY, SEPTEMBER 27, 2019

CONFERENCE BASICS

CLOSED SESSION

SHOWCASE

ROOMS	9:00PM	9:30PM	10:00PM	10:30PM	11:00PM	11:30PM	12:00PM	12:30PM	1:00PM	1:30PM	2:00PM	2:30PM	3:00PM	3:30PM	4:00PM	4:30PM	5:00PM	5:30PM	6:00PM	6:30PM	7:00PM	7:30PM	8-11:30PM	11:30-2AM
Vista Foyer	Registration and FMO Board Voting (9AM-10PM)																							
Erin Mills	Weber Brothers Productions																							
Vista Salon A & B	Folk Music Canada																							
Mississauga Ballroom Foyer	Silent Auction (10AM-8PM)																							
Mississauga Ballroom B & C	FMO, FMC and FAI Present: Folk North Program One-on-One Sessions (closed session) (9:45AM to 12PM)																							
Mississauga Ballroom A & D	FMO Awards Showcase & Official Family Artist Showcase																							
York Ballroom	Ticketpro Developing Artists Mentor Showcase In the Round																							
Mavis	Instrument Lockup & Drop Boxes (9AM-11PM)																							
Arista	Lightning Talks - Festival Ads Presented by Knox Hutchison Entertainment Insurance																							
Dundas	SOCAN Songwriting Masterclass																							
Cawthra	House Concerts Basics																							
Lakeshore	OK Computer																							
Britannia	Ticketpro Developing Artists Program - Panel #1																							
Dixie	Ticketpro Developing Artists Program - One-on-Ones (closed session)																							
Pearson	Friends of Bill W.																							
Ontario A	Creating Safer Spaces in the Music Community Presented by LINSON Benevolent Fund																							
Ontario B	Being Queer in Folk Music																							
Eglinton	Just What I Needed! Presented by Music Managers Forum Canada																							
	Exporting Music to International Markets, Presented by Folk Music Canada																							
	Volunteer Green Room																							

PRIVATE SHOWCASES ON MUSIC FLOOR 11:30PM - 3AM

FMO Presents Official Showcases (8-11:30PM)

FMO Presents Official Showcases (8:15-11:15PM)



SATURDAY, SEPTEMBER 28, 2019

CONFERENCE BASICS

CLOSED SESSION

SHOWCASE

	9:00PM	9:30PM	10:00PM	10:30PM	11:00PM	11:30PM	12:00PM	12:30PM	1:00PM	1:30PM	2:00PM	2:30PM	3:00PM	3:30PM	4:00PM	4:30PM	5:00PM	5:30PM	6:00PM	6:30PM	7:00PM	7:30PM	8-11:30PM	11:30-2AM
ROOMS	PRIVATE SHOWCASES ON MUSIC FLOOR 11:30PM - 3AM																							
Vista Foyer	Registration and FMO Board Voting (9AM-10PM)																							
Erin Mills	Ticketpro Developing Artists Showcase																							
Vista Salon A & B	London Music Office Showcase																							
Mississauga Ballroom Foyer	Dirty Dishes																							
Mississauga Ballroom B & C	Instrument Lockup & Drop Boxes (9AM-11PM)9																							
Mississauga Ballroom A & D	Town Hall Meeting (10:30AM to Noon)																							
York Ballroom	Indigenous Artists Showcase																							
Mavis	Folk Music Canada																							
Arista	Instrument Lockup & Drop Boxes (9AM-11PM)9																							
Dundas	Long & McQuade Presents Lightning Talks - Industry																							
Cawthra	FACTOR One-on-One Meetings																							
Lakeshore	ACTRA/RACS Panel																							
Britannia	Ticketpro Developing Artists Program One-on-Ones (closed session)																							
Dixie	Building Meaningful Ally Relationships in the Music Sector, Presented by Folk Music Canada																							
Pearson	Meeting of FMO Festival Artistic Directors (ADs only, closed session)																							
Ontario A	The State of Indigenous Music Outside of Canada																							
Ontario B	Women in Music - The Future of Tech in Live Music																							
Eglinton	Volunteer Green Room																							
	Quick dinner on your own (or with friends!)																							
	FMO Presents Official Showcases																							
	City of Mississauga Reception & Showcase																							
	Silent Auction (10AM-8PM)																							
	Winning Artists Pick-Up @ 8:00PM																							
	All-Night Jamming																							
	FMO Presents Official Showcases (8-11:30PM)																							
	FMO Presents Official Showcases (8:15-11:15PM)																							



CONFERENCE BASICS

CLOSED SESSION

SHOWCASE

SUNDAY, SEPTEMBER 29, 2019

ROOMS	9:30AM	10:00AM	10:30AM	11:00AM	11:30AM	12:00PM	12:30PM	1:00PM
Vista Foyer								
Erin Mills								
Vista Salon A & B								
Mississauga Ballroom Foyer						Gospel Sing-Along		
Mississauga Ballroom B & C								
Mississauga Ballroom A & D	FMO Awards Brunch			Estelle Klein Award Interview				
York Ballroom								
Mavis								
Arista	Instrument Lockup & Drop Boxes PICK UP ONLY (CLOSES AT 1PM SHARP)							
Dundas								
Cawthra								
Lakeshore								
Britannia					Ticketpro Developing Artists Program Wrap-up (closed session)			
Dixie								
Pearson								
Ontario A								
Ontario B								
Eglinton								

FOLK MUSIC ONTARIO CONFERENCE SCHEDULE – SUBJECT TO CHANGE – UPDATED SEPTEMBER 24, 2019

Investment in the arts means investment in the people of Ontario

Investir dans les arts c'est investir dans la population de l'Ontario

Support for Ontario's artists and arts organizations strengthens communities, enhances quality of life and creates employment opportunities across the province. Find out more at www.arts.on.ca.



Le soutien aux artistes et organismes artistiques de l'Ontario renforce les communautés, améliore la qualité de vie et crée des opportunités d'emploi partout dans la province. Pour en savoir plus, visitez www.arts.on.ca.



ONTARIO ARTS COUNCIL
CONSEIL DES ARTS DE L'ONTARIO

an Ontario government agency
un organisme du gouvernement de l'Ontario

 OntarioArts
 ONArtsCouncil / ConseilartsON
 OAC CAO

2019 PANEL DESCRIPTIONS – FRIDAY, SEPTEMBER 27TH

CREATING SAFER SPACES IN THE MUSIC COMMUNITY

**Presented by
UNISON Benevolent Fund
Friday, Sept 27, 2:30pm - 3:30pm
ONTARIO A**

This panel will be gathering together experts in the music community with Unison Benevolent Fund to discuss what it takes to have more inclusive and safe environments in live music and workplace spaces. Folks in the audience will learn about how to implement the correct policies and code of conduct for your business, gain resources, educate others, and take the rights steps to ensure that our music community knows how to prepare and prevent harassment and discrimination in our artists spaces.

HOUSE CONCERTS BASICS Friday, Sept 27, 2:30pm - 3:30pm LAKESHORE

Back by popular demand! This session covers the basics of House Concerts and performing in small venues. Come and find out about curating and promoting concerts for a smaller, more intimate setting. It just might be the perfect fit for you and your music!

RIGHT PLACE, RIGHT TIME – MUSIC SUPERVISION BASICS

**Presented by MusicOntario
Friday, Sept 27, 3:30pm - 4:30pm
LAKESHORE**

Want to generate income long after the work is done? That's where Music Supervisors can help: having songs placed in filmed media, whether TV, movies, ads, or video games can earn you royalties for years to come. So, how can you get your perfect love song into the hands of the people who curate soundtracks and make those decisions? What are the best practices to make sure your song gets heard? This panel will help you discover the Music Supervisor's process and how to give your song a fighting chance.

JUST WHAT I NEEDED Presented by Music Managers Forum Canada

**Friday, Sept 27, 2:30pm - 3:30pm
ONTARIO B**
Are you at the point in your musical career that you think it might be time to consider getting a manager? Now that things are getting busier for you maybe it's time to bring in a professional to better manage the direction of your career! But what should you be looking for? Are your expectations of a manager realistic? What can they really do for you that you can't do for yourself? This panel of managers will discuss their roles, their expectations of you and when is the best time to start thinking of expanding your team.

IT'S MY LIFE: WILLS AND POWERS OF ATTORNEY PRIMER

**Friday, Sept 27, 10:30am - 11:30am
ONTARIO A**

Have you ever been on tour, driving Canadian highways in white-out conditions, pulling up to a complete stranger's house to perform when it suddenly dawns on you -- you do not have a will. Brigid Wilkinson is a small town solicitor and house concert host who will help get you started on your estate planning and help you make sure your music lives on.

OK COMPUTER - SOCIAL MEDIA 101

**Presented by MusicOntario
Friday, Sept 27, 10:30am - 11:30am
LAKESHORE**

The basics of using platforms like Facebook have become second nature for most, but when it comes to promoting new music, an event, or your business, it gets significantly more complicated. Simply posting info and crossing your fingers won't cut it these days – while it's great to keep friends and family in the know, it's new fans and customers that you really want to reach. So, what are proven strategies to get the most out of Facebook? How can you analyze the metrics from Insights? Can you crack the algorithm? This panel of experts will show you some tips and tricks, both paid and unpaid, for squeezing as much juice out of Facebook marketing as you can. Make sure you're using your time on social media wisely and building your brand and fanbase – every post counts!

2019 PANEL DESCRIPTIONS – FRIDAY, SEPTEMBER 27TH

SOCAN SONGWRITING MASTER CLASS

Friday, Sept 27, 10am - 12pm

DUNDAS

SOCAN is excited to once again present an interactive songwriting “Masterclass” workshop at the 2019 Folk Music Ontario Conference on the process of songwriting. Host, Whitehorse (Luke Doucet and Melissa McClelland), will lead the group through the process of songwriting (including co-writing, structure, writing within and out of the folk genre, finding inspiration, etc.), allowing participants to gain valuable insight into the craft of writing a good song. This workshop is part of SOCAN’s A&R strategy in craft development created in effort to help members improve their songwriting and reach new heights in their careers.

BUILDING YOUR TEAM & COMMUNITY IN THE MUSIC INDUSTRY

**Presented by MusicOntario
Friday, Sept 27, 3:30pm - 4:30pm**

ONTARIO A

Many artists aspire to build a cohesive team to handle the business aspects of their careers, whether it be in the realms of management, booking, copyright or finances, to name a mere few. But further to that – how can you build a team whose vision, ethics, and sense of community complement your own? This discussion bridges industry and community, and how to find a healthy balance between career, creativity, identity, and building the music biz to be a safer, more inclusive space.

EXPORTING MUSIC TO INTERNATIONAL MARKETS

Presented by Folk Music Canada

Friday, Sept 27, 3:30pm - 4:30pm

ONTARIO B

From touring and showcasing to distribution and marketing, artists are now being forced to become globally conscious and internationally relevant to maintain a sustainable career. This panel brings together an expert insider look at the ins and outs of accessing and exporting music to outside markets and how to properly develop both industry access and audiences around the world.



2019 PANEL DESCRIPTIONS – SATURDAY, SEPTEMBER 28TH

SOLIDARITY FOREVER!

Saturday, Sept 28, 3:30pm - 4:30pm
ONTARIO B

Are you curious about how the union can help your career as an artist? This session will shine some light on the role of the union in today's music industry from artist immigration, contract protection, minimum wages, pension and insurance, and why they fight for you!

FESTIVAL BOARDS

Saturday, Sept 28, 3:30pm - 4:30pm
LAKESHORE

A solid board of directors is key to any festival's success. More than just support, you want people around the table that have great ideas, show initiative and can get things done. How can you ensure that you're surrounding your festival with the best people? Should you be targeting a totally different demographic? Are you ignoring a hugely beneficial area of expertise? This panel will discuss how to get your festival's board in the best shape it can be.

THE STATE OF INDIGENOUS MUSIC INSIDE AND OUTSIDE OF CANADA

Saturday, Sept 28, 2:30pm - 3:30pm
ONTARIO A

Indigenous music is thriving in Canada and outside of the country. What is Indigenous music? What makes it different than any other music? Why is it important to recognize Indigenous music? Come listen to three artists and a festival organizer discuss these questions and more.

WOMEN IN MUSIC - TALES FROM THE SOUND BOARD

Presented by Women in Music Canada
Saturday, Sept 28, 2:30pm - 3:30pm
ONTARIO B

In partnership with Women in Music Canada, FMO is happy to offer this opportunity for female-identifying artists to come together to discuss their experiences dealing with the technical side of their live shows and in-studio experiences. Do you find sound techs assume you don't know what you're talking about when it comes to the board and how to best deliver your sound? Maybe you know EXACTLY what you're talking about and prefer to be more hands-on when setting up your show or studio? This panel will feature artists telling their side of the tech tale and how they got where they are, how they learned and how they advocate for themselves and their sound.

SOCAN 101

Saturday, Sept 28, 3:30pm - 4:30pm
ONTARIO A

An overview of what SOCAN does as a performing rights organization (PRO) and the role it plays in getting you paid when your music is played. We go over what types of performance royalties are paid out to songwriters, screen composers and music publishers, and how you can maximize your royalties and ensure that you're collecting the most money for all your public performances. We cover the benefits that SOCAN members have access to, SOCAN Foundation funding, and the functions of SOCAN's A&R team—how we can help support you in your songwriting/craft development and connect you to the SOCAN network of songwriters, producers, composers, and music publishers. Lastly, we provide an overview of SOCAN Licensing with

a focus towards the Folk music community. There's also time for Q&A at the end of the presentation to open the floor for questions.

MAKING THE RECORD

Presented by ACTRA RACS
Saturday, Sept 28, 2:30pm - 3:30pm
LAKESHORE

Turning your song into a recording can be harder than it looks. From finding the right sound to hiring the right team; there's a lot to consider. Join us as we get together with recording experts to discuss their craft and review the latest tips and trends. We'll also explain how to get paid (hint: Neighbouring Rights Royalties) for performing on a recording.

BUILDING MEANINGFUL ALLY RELATIONSHIPS IN THE MUSIC SECTOR

Presented by Folk Music Canada
Saturday, Sept 28, 2:30pm - 3:30pm
DIXIE

It's hard not to come across dialogues in the arts without coming across language related to allyship. But what does it mean to be a meaningful ally in 2019 and where is their work to be done? This panel explores the foundational elements in order to build meaningful reciprocal relationship and the tangible actions we can all put forward to be true allies in our work and lives.

**New album "The Mirror" launching
from Multi-instrumental Roots Fusion Duo**

Jennis

Friday, October 4, 7:30pm
Heritage Hall, Guelph ON

Sunday, October 6, 6-8pm
The Burdock, Toronto ON

both shows with
drummer Tom Wolf & guests

TICKETS & DETAILS:
www.jennis.ca



**Hire UNION
musicians for all
your events!**

Go to afmentertainment.org or contact the AFM local in your area to find out more.

Meriläinen Music

Artist Development / Management / Production / Music Industry Consulting

Room 226 – Silent House Concert Series

	Friday	Saturday
11:30	Marc Merilainen	Nick Sherman
12:15	Nadjiwan	Monique Barry
1:00	Jean-Paul DeRoover	Marc Merilainen
1:45	Nick Sherman	Jean-Paul DeRoover
2:30	Voimaa	Voimaa



TOTTENHAM BLUEGRASS Festival

June 19, 20, 21, 2020

TOTTENHAM CONSERVATION AREA
2 STAGES FEATURING BLUEGRASS BANDS FROM U.S.A. & CANADA

With Performances by
Michael Cleveland & the Flamekeepers, Dan Pabloy & the Southern Gears, Rescue Junctions, Concession 23

CHECK OUT TOTTENHAMBUEGRASS.CA FOR COMPLETE LINE-UP
ADVANCE Tickets available Dec. 2019 \$100

Tottenhambluegrass.ca | 547-209-2593 | totenhambluegrassinfo@gmail.com
Follow us on Instagram and Facebook @tottenhambluegrass

The Oriana Quartet



showcase:
Sat. Sept 28
1:30 pm
Vista Salon

Anne Lindsay
Colleen Allen
Fern Lindzon
David Woodhead

www.orianaquartet.com



BLOOM

Listen to the World

March 6-8, 2020
Sudbury, ON

SAVE THE DATE

APRIL 23RD – 25TH, 2020
ORILLIA, ONTARIO
ROOTSNORTHMUSIC.CA



ROOTS NORTH
Music Festival

LOCAL MUSIC GROWS HERE




OTTAWA MUSIC INDUSTRY COALITION
COALITION DE L'INDUSTRIE DE LA MUSIQUE D'OTTAWA

JOIN NOW | OTTAWAMIC.COM



We are music lovers **helping** music-makers

Financial Assistance

Unison provides emergency financial support to Canadian music-makers recovering from an illness, injury, or personal hardship.

Counselling & Health Solutions

Unison provides free counselling including mental health support, legal advice, financial guidance, and more.

Register and donate today: UnisonFund.ca
For assistance, call: **1-855-9UNISON**



UnisonFund



ANNUAL REPORT 2019

ABOUT FMO

VISION

A thriving, inclusive folk music community with local and international impact.

PURPOSE

Supporting the growth and development of the folk music community and industry.

STRATEGIES

Embed Inclusivity and Diversity: By everyone in everything, every day

1. Increase & Diversify Revenue: Strengthen existing and develop new and innovative revenue streams
2. Expand Member Value: Deliver services year-round targeted to evolving member needs
3. Maximize Collaboration: Create collaborative opportunities to achieve our vision
4. Be the Advocate: Raise the profile of FMO and champion folk music

EQUALITY STATEMENT

Equal opportunity is based on the fundamental value that all Folk Music Ontario members and colleagues are equal and deserve mutual respect. Any conduct that undermines the dignity of any individual or group hurts us all.

Folk Music Ontario is committed to strengthening the organization by building a culture that is founded on the tenets of mutual respect, cooperation, inclusiveness and understanding. These tenets will bind our community and strengthen our relationships within the music industry to increase our joint capacity and willingness to work together on shared concerns.

Folk Music Ontario activities are discrimination and harassment-free zones. Folk Music Ontario will not tolerate harassment, preferential treatment or discrimination in any form arising as a consequence of a member's disability, age, gender, religion, race, language, physicality, sexual orientation, ethnicity, or national origin. Folk Music Ontario will not condone behavior or any form of communication that may undermine the stated fundamental value that each individual or group is entitled to.

Folk Music Ontario undertakes to ensure that its governing by-laws, policies and practices reflect our commitment to equality, respect and dignity for all.

BOARD OF DIRECTORS

CO-PRESIDENTS: Amie Therrien and Preetam Sengupta

VICE PRESIDENT: Rosalyn Dennett

TREASURER: Paul Fortune

SECRETARY: Max Merrifield

MEMBER-AT-LARGE: Emma Jane Julien

DIRECTORS: Tim Des Isles, Richard Henderson, Liz Scott and Syma Shah

2018–2019 FMO YEAR IN REVIEW

Here are the key highlights of the activities of the past year, achieved through the efforts of FMO staff, Board of Directors, and committees.

EMBED INCLUSIVITY AND DIVERSITY

- Creation of Youth Advisory Committee to ensure that the younger generation is engaged and has an official channel to contribute to the organization
- Presented fourth annual Indigenous Artist Showcase (sponsored by Manitoba Music and FACTOR), along with Indigenous Music, LGBTQ+, Women in Music, and Safe Spaces panels at the 2019 FMO Conference
- Achieved gender parity among both panelists and Official Showcase artists at the FMO Conference
- Amended FMO bylaws to replace non-gender-neutral words with gender-neutral words

INCREASE & DIVERSIFY REVENUE

- Welcomed new sponsors - Weber Brothers, City of Mississauga, Tourism London and Re:Sound
- We have been successful in receiving extra funding from FACTOR for fiscal year 2020 and from the Canadian Arts Presentation Fund for fiscal year 2020 and 2021.
- FMO held a fundraising concert where various Ottawa artists were showcased at Art House in January.
- Moved to a new, more cost-effective office downtown Ottawa
- Continued to hold a silent auction during the FMO Conference
- Kicked off Friends of Folk donation campaign during FMO conference

EXPAND MEMBER VALUE

- Held 6th annual Festival Members Retreat in London, Ontario with 14 member festivals and 26 participants attending
- Released FMO-commissioned study titled “Measuring and Tracking the Economic Impact of Folk Music Festivals in Ontario”
- Provided performance opportunities for FMO artist members to perform during the Union Summer program at Union Station in Toronto and in a private showcase room during Folk Alliance International,
- Added a singer-songwriter category to the FMO Songs from the Heart Award

MAXIMIZE COLLABORATION

- Met with leaders of Folk Music Canada, Canadian Folk Music Awards, and Folk Alliance International to explore the possibility of consolidating into one new national organization
- Grew Export Development program by working with Folk Music Canada and Folk Alliance International and rebranding as Folk North for the 2019 edition
- Collaborated with Music Ontario, Union Station, and Megaphono to present showcase opportunities for FMO members at Folk Alliance International, Union Station in Toronto, and Megaphono respectively
- Became a sponsor of Northern Power Summit
- Sponsored an official showcase consisting of FMO members at Folk Alliance International.
- Through the support from the Canadian Arts Presentation Fund, 10 international delegates were invited to meet FMO members at the Folk Alliance International Conference when it was held in Montreal this past February.

BE THE ADVOCATE

- Promoted FMO member interests at Northeast Regional Folk Alliance (NERFA), Mundial Montreal, Canadian Folk Music Awards, Megaphono, Folk Alliance International, East Coast Music Week, Canadian Music Week, and at various member festivals
- Executive director Alka Sharma continues to serve as the Treasurer on the FAI Board of Directors, is on the Ontario Creates Music Advisory Committee, Music Canada Advisory Council for Diversity and has become the President of the Ottawa Music Industry Coalition Board of Directors.
- FMO joined 42 Canadian Music Industry groups in creating and signing the Canadian Creative Industries Code of Conduct

PLEASE NOTE: This Year in Review covers activities from October 1, 2018 through September 30, 2019 to align with the election cycle of FMO’s Board of Directors. FMO’s financial statements report on the fiscal year April 1 to March 31.



It has been an action-packed year at Folk Music Ontario as staff, the board of directors, and committees have worked in service of our mission to support the growth and development of the folk music community and industry. We have seen changes in personnel and funding (and strategic priority as a result), and also a potential change in organizational structure with talks of a possible single national folk organization.

National Organization

FMO has joined our friends at Folk Music Canada and the Canadian Folk Music Awards to initiate discussions to explore the creation of one united organization to serve the folk industry in Canada. The FMO board felt it was a conversation worth having in the interests of our members, and we are pleased that it has been a very positive process thus far. FMO has been represented in those discussions by Executive Director Alka Sharma and Co-Presidents Amie Therrien and Preetam Sengupta, and joined by leadership from the other organizations. We look forward to FMO's continued involvement in this process, hearing from our membership and community, and working together to determine next steps.

Finances

The national conversation has been a source of excitement this year, but there have been trying times as well, especially with regard to the financial state of the organization. You will see in our audited statements that we fell short in 2018-19, and while it pains us to report this, we can share the steps we've taken to 'right the ship', with big thanks owed to Executive Director Alka Sharma and the Finance Committee under the leadership of Paul Fortune, who took on the role of Treasurer after the 2018 conference. We took a hard line in developing the budget for the current year, aggressively finding savings to ensure that we meet the year's financial obligations, all the while continuing to deliver value to our members. In the wake of additional impending provincial arts funding cuts, the need for financial responsibility is especially important to ensure a stable and thriving organization. All things considered, we are fortunate to have and grateful to our funders, sponsors, and partners for their support of the organization, and to our festival, organizational, and individual members who continue to entrust us with their membership dollars.

Strategic Priorities

Considering the financial state of the organization, the board decided to focus its efforts on financial stability with an emphasis on revenue generation. Plans are in place to roll out a number of fundraising endeavours in the coming months, including the

"Friends of Folk" campaign and fundraising concerts. The Year in Review shows that the organization continued to achieve results aligning with all of its strategies, but it was important to the board to ensure that getting the finances in order was a priority.

Youth Advisory Committee

A suggestion from the floor at the AGM in 2018 (and previous conversations) prompted the board to act on formalizing a Youth Advisory Committee with the hopes of engaging some of FMO's younger members, hopefully establishing some roots for succession with leadership in the organization. While pressing financial matters and the initial stages of a national level organization conversation have taken up much of the board's energy to this point, members of the Youth Advisory Committee have met, and we look forward to having a more consistent youth voice in the organization moving forward.

Personnel

In 2018, members elected Tim Des Isles, Emma Jane Julien, Syma Shah, and re-elected Max Merrifield to the board. Immediately following the conference - considering his invaluable contributions to the Policy, Personnel, and Governance Committee the previous year - Richard Henderson was appointed to a vacated position on the board to serve until 2020. Our new (and re-elected) members have brought a wide array of skills and strengths, and have complemented the existing board wonderfully.

This year also saw the resignation of our longest-serving board member (and former president), Alex Sinclair. Alex is very much missed on the board after giving the organization so much over the years. We continue to hold him in high regard and wish him well.

FMO also saw our longest-serving staff member move on this year. Jennifer Ellis gave us many years as our office administrator (and general knower of all things FMO), and we wish her well in her new role at Ottawa Chamberfest. Thank you to Lianne Rancourt, who has filled in admirably during her time in the role.

Three members' terms come to an end as of this year's conference, and we would like to express our sincere thanks to Liz Scott, who has completed her term and made the decision to not seek re-election. Liz served as the Chair of the Nominations Committee this year, and was ready to run what was to be our first election of strictly (and virtually all electronic) advance voting. When the call for nominations went out, three people answered. Upon the recommendation of the Nominations Committee, the board approved the presented slate of candidates and made the decision that a wider election would not be necessary, thus acclaiming the three candidates to the board.

We are very pleased to welcome back Paul Fortune and Amie Therrien to the board, and also new member Paul McInnis, whose skill set we look forward to having at the table. We hope you'll take the opportunity to congratulate them in-person at the conference, and say hello to the existing board members as well.

Moving forward

We are honoured to have the trust of FMO members and a strong group of staff, board, and committee members to represent the organization. 2019 has given the organization cause for optimism, and we are excited to see where 2020 takes us.



Public funding from our government partners has been stable for this year. We are particularly grateful for the ongoing operational funding provided by the Department of Canadian Heritage and the Ontario Arts Council. As well, thanks to Ontario Creates for the Ontario Music Fund and FACTOR for providing funding for the Folk North Program and the conference. We have brought in some private funding through sponsorships and hope to continue to grow the private funding that we receive.

Folk Music Ontario, Folk Music Canada and the Canadian Folk Music Awards, along with Folk Alliance International have initiated discussions to explore the possibility of consolidating into one new national organization where we can serve the thriving Folk community, members and delegates. We are all striving for A Strong and Vibrant Folk Community and we are looking for your input to help us grow. FMO is very excited about this unique opportunity to expand and serve the community in a very positive manner.

The Board of Directors has been diligent and amazing in providing support to FMO. Unfortunately, Liz Scott have completed her term as Board Member and will not be re-running to sit on the Board. I would like to thank her for her dedication to the Board. She has been instrumental on the Awards and Nominations Committee. It has been a joy to work with Liz on the Board.

Amie Therrien has completed her term on the Board, but she has been acclaimed. She and Preetam Sengupta this past year were Co-Presidents and she has made an outstanding contribution to the Board. Paul Fortune was FMO's Treasurer for the past year and is now completing his first term on the Board. He has also been acclaimed. I would like to welcome Paul McInnis as the new Board Member to Folk Music Ontario.

Over this past summer, the staff and Board attended several member festivals, including: RBC Bluesfest in Ottawa, Mariposa Folk Festival in Orillia, Northern Lights Festival Boréal in Sudbury, Hillside Festival in Guelph, Summerfolk Music & Crafts Festival in Owen Sound, and CityFolk in Ottawa. We will continue to attend other conferences and events to promote Folk Music Ontario. The Taylor Mitchell Bursary, which started in 2010, goes a long way to help a young musician to accomplish their dreams and further their career by attending the conference. I would like congratulate Yasmine Shelton on being this year's recipient of the FMO Taylor Mitchell Bursary.

Folk Music Ontario has come a long way; we hope to continue with expanding our reach and serve the greater Folk community.

FOLK MUSIC ONTARIO
FINANCIAL STATEMENTS
MARCH 31, 2019



David Burkes, B. Com, CPA, CA•IFA, CFF



INDEPENDENT AUDITOR'S REPORT

To the Members of
Folk Music Ontario
Report on the Audit of the Financial Statements

Opinion

I have audited the financial statements of Folk Music Ontario ("the Organization"), which comprise the statement of financial position as at March 31, 2019, the statement of operations and changes in net assets, and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In my opinion, except for the effects of the matter described in the Basis for Qualified Opinion section of my report, the accompanying financial statements present fairly, in all material respects, the financial position of Folk Music Ontario as at March 31, 2019, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Qualified Opinion

In common with many not-for-profit organizations, the completeness of membership revenue is not susceptible to satisfactory audit verification. Accordingly, my verification of these amounts was limited to the amounts recorded in the organization's accounting records and I was not able to determine whether any adjustments might be necessary to membership revenue.

Material Uncertainty Related to Going Concern

I draw attention to Note 11 in the financial statements, which indicates that the Organization incurred a net loss of \$28,523 during the year ended March 31, 2019 and, as of that date, the Organization's current liabilities exceeded its total assets by \$117,860. As stated in Note 11, these events or conditions, along with other matters as set forth in Note 11, indicate that a material uncertainty exists that may cast significant doubt on the Organization's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

I conducted my audit in accordance with Canadian generally accepted auditing standards. My responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of my report. I am independent of the Organization in accordance with the ethical requirements that are relevant to my audit of the financial statements in Canada, and I have fulfilled my other ethical responsibilities in accordance with these requirements. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of these 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.

1.

INDEPENDENT AUDITOR'S REPORT (Continued)

Responsibilities of Management and Those Charged with Governance for the Financial Statements (Continued)

In preparing these financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

My objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. As part of an audit in accordance with Canadian generally accepted auditing standards, I exercise professional judgement and maintain professional skepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

2.

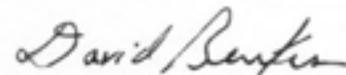


David Burkes, B. Com, CPA, CA•IFA, CFF

INDEPENDENT AUDITOR'S REPORT (Continued)

I communicated with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identified during my audit.

Richmond Hill, Ontario
June 15, 2019



Chartered Professional Accountant
Licensed Public Accountant



David Burkes, B. Com, CPA, CA•IFA, CFF

3.

FOLK MUSIC ONTARIO
STATEMENT OF FINANCIAL POSITION
AS AT MARCH 31, 2019

ASSETS

	<u>2019</u>	<u>2018</u>
<u>CURRENT</u>		
Accounts Receivable (Note 5)	\$ 8,989	\$ 2,373
HST Recoverable	2,703	1,871
Prepaid Expenses and Deposits (Note 7)	<u>26,787</u>	<u>24,835</u>
	38,479	29,079
<u>CAPITAL ASSETS</u> (Note 2)	<u>2,223</u>	<u>2,943</u>
	<u>\$ 40,702</u>	<u>\$ 32,022</u>

LIABILITIES AND NET ASSETS

<u>CURRENT</u>		
Bank Indebtedness	\$ 38,025	\$ 24,657
Accounts Payable and Accrued Liabilities	75,936	24,260
Source Deductions Payable	1,870	2,965
Prepaid Membership and Conferences	12,654	12,329
Deferred Contributions (Note 3)	-	16,250
Loan Payable (Note 6)	<u>30,000</u>	<u>40,821</u>
	<u>158,485</u>	<u>121,282</u>
<u>NET ASSETS</u>		
Invested in Capital Assets	2,223	2,943
Deficit	<u>(120,006)</u>	<u>(92,203)</u>
	<u>(117,783)</u>	<u>(89,260)</u>
	<u>\$ 40,702</u>	<u>\$ 32,022</u>

APPROVED BY THE BOARD:

 Director
 Director

(See Accompanying Notes)



David Burkes, B. Com, CPA, CA-IFA, CFF

FOLK MUSIC ONTARIO
STATEMENT OF CHANGES IN NET ASSETS
FOR THE YEAR ENDED MARCH 31, 2019

	<u>Invested in</u> <u>Capital Assets</u>	<u>Unrestricted</u> <u>Operating</u>	<u>2019</u> <u>Balance</u>	<u>2018</u> <u>Balance</u>
<u>BALANCE,</u>				
Beginning of Period	\$ 2,943	\$ (92,203)	\$ (89,260)	\$ (74,809)
<u>EXCESS OF EXPENSES</u>				
<u>OVER REVENUE</u>	<u>(720)</u>	<u>(27,803)</u>	<u>(28,523)</u>	<u>(14,451)</u>
<u>BALANCE, End of Period</u>	<u>\$ 2,223</u>	<u>\$ (120,006)</u>	<u>\$ (117,783)</u>	<u>\$ (89,260)</u>



David Burkes, B. Com, CPA, CA•IFA, CFF

FOLK MUSIC ONTARIO
STATEMENT OF OPERATIONS
FOR THE YEAR ENDED MARCH 31, 2019

	<u>2019</u>	<u>2018</u>
<u>REVENUE</u>		
Operating Grants (Note 4)	\$ 113,872	\$ 97,204
Conference Grants and Sponsorships	166,788	127,127
Conference Revenues	83,680	96,472
Memberships	23,251	25,160
Other Income	15,402	4,022
	<u>402,993</u>	<u>349,985</u>
<u>EXPENSES</u>		
Conference Expenses	176,593	150,744
Wages and Benefits	99,964	108,311
Rent and Utilities	39,993	38,156
Professional Fees	43,516	13,863
Interest and Bank Charges	9,794	9,021
Travel	14,210	11,387
Computer Expenses	10,749	11,327
Telecommunications	5,704	5,974
Office and General	28,030	12,213
Amortization	720	867
Insurance	2,243	2,573
	<u>431,516</u>	<u>364,436</u>
<u>EXCESS OF EXPENSES OVER REVENUE</u>	<u>\$ (28,523)</u>	<u>\$ (14,451)</u>

(See Accompanying Notes)



David Burkes, B. Com, CPA, CA•IFA, CFF

FOLK MUSIC ONTARIO
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED MARCH 31, 2019

	<u>2019</u>	<u>2018</u>
<u>CASH FLOWS PROVIDED BY OPERATING ACTIVITIES</u>		
Excess of Expenses over Revenue	\$ (28,523)	\$ (14,451)
Amortization	720	867
	<u>(27,803)</u>	<u>(13,584)</u>
<u>CHANGES IN NON-CASH WORKING CAPITAL ITEMS</u>		
Accounts Receivable (Note 5)	(6,616)	4,205
HST Recoverable	(832)	9,715
Grant Receivable	-	13,050
Prepaid Expenses and Deposits (Note 7)	(1,952)	355
Accounts Payable and Accrued Liabilities	51,676	(2,238)
Source Deductions Payable	(1,095)	(1,210)
Prepaid Membership and Conferences	325	293
Deferred Contributions	(16,250)	16,250
	<u>25,256</u>	<u>40,420</u>
<u>CASH FLOWS PROVIDED BY INVESTING ACTIVITIES</u>		
Purchase of Capital Assets	-	(1,320)
<u>CASH FLOWS PROVIDED BY FINANCING ACTIVITIES</u>		
Advances of Short-term Debt	(10,821)	(22,253)
<u>INCREASE (DECREASE) IN CASH DURING THE YEAR</u>	(13,368)	3,263
<u>BANK INDEBTEDNESS, Beginning of the Period</u>	(24,657)	(27,920)
<u>BANK INDEBTEDNESS, End of the Period</u>	\$ (38,025)	\$ (24,657)

(See Accompanying Notes)



David Burkes, B. Com, CPA, CA•IFA, CFF

7.

FOLK MUSIC ONTARIO

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED MARCH 31, 2019

NATURE OF OPERATIONS:

Folk Music Ontario (FMO) was incorporated on November 16, 1987 under the laws of the Province of Ontario as a corporation without share capital. FMO serves festivals, organizations and individuals working in the traditional, contemporary and multicultural folk music industry in Ontario. FMO's head office is located in Ottawa, Ontario.

1. SIGNIFICANT ACCOUNTING POLICIES:

These financial statements have been prepared in accordance with the Canadian accounting standards for not-for-profit organizations. The organization's significant accounting policies are as follows:

a) Revenue Recognition

The organization follows the deferral method of accounting for contributions, which include government grants and sponsorships, and are recorded as revenue in the fiscal period in which the associated operating or project expenses are incurred.

Revenue from the sale of goods and services is recorded when goods are delivered and title passes, and the services are rendered.

Donations are recorded as revenues when received.

Memberships fees are deferred and recognized as revenue over the term covered by the fees.

b) Capital Assets

Capital assets are recorded at their historical cost. Amortization is provided on the declining balance basis and at the annual rates indicated as follows:

Equipment	20%
Computer Hardware	30%
Computer Software	100%

A capital 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 capital assets exceeds its fair value.



David Burkes, B. Com, CPA, CA•IFA, CFF

FOLK MUSIC ONTARIO

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED MARCH 31, 2019

1. SIGNIFICANT ACCOUNTING POLICIES: (Continued)

c) 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 and disclosures of contingent liabilities at the date of the financial statements and the reported amounts of revenue and expenditures during the reported period. Significant items subject to such estimates and assumptions include the useful lives of capital assets, prepaid membership and conferences and year-end accrued liabilities. Actual results could differ from management's best estimates as additional information becomes available in the future.

d) Income Taxes

The organization is a not-for-profit organization under the Income Tax Act (Canada) and, as such, is exempt from income taxes.

e) Financial Instruments

The organization initially records all financial instruments at fair market value, and subsequently records them at amortized cost.

The organization's financial instruments consist of bank indebtedness, accounts receivable, accounts payable and accrued liabilities.

2. CAPITAL:

	2019			2018
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net Book Value</u>	<u>Net Book Value</u>
Computer Equipment	\$ 22,737	\$ 21,195	\$ 1,542	\$ 2,083
Equipment	14,255	13,574	681	860
	<u>\$ 36,992</u>	<u>\$ 34,769</u>	<u>\$ 2,223</u>	<u>\$ 2,943</u>



FOLK MUSIC ONTARIO

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED MARCH 31, 2019

3. DEFERRED CONTRIBUTIONS:

	<u>2019</u>	<u>2018</u>
Ontario Media Development Corporation	\$ -	\$ 16,250

In summary, changes in deferred contributions are analyzed as follows:

Deferred Contributions, Beginning of the Year	\$ 16,250	\$ -
Add - Received/Receivable during the Year	13,750	337,053
Less - Recognized during the Year	<u>(30,000)</u>	<u>(320,803)</u>
	<u>\$ -</u>	<u>\$ 16,250</u>

4. OPERATING GRANTS:

Operating Grant revenue is summarized as follows:

	<u>2019</u>	<u>2018</u>
Ontario Arts Council - Operating	\$ 47,872	\$ 46,704
Ontario Arts Council - Project	-	8,500
Canadian Heritage - Canada Arts Presentation Fund		
- Total Grant - \$80,000 (2018 - \$70,000)	45,000	40,000
Ticketpro	2,000	2,000
SGB Productions	2,000	-
FACTOR	7,000	-
Tourism Northern Ontario	5,000	-
Regional Tourism Organization 7	5,000	-
	<u>\$ 113,872</u>	<u>\$ 97,204</u>

5. ACCOUNTS RECEIVABLE:

Accounts receivable is reported net of a bad debt provision of \$500 (2018 - \$1,635).

6. LOAN PAYABLE:

In February 2019, FMO obtained additional financing from the Ottawa Festivals' Sustainability and Emergency Funding Program. The total loan amount of \$30,000 (2018 - \$30,000) carries an interest rate of 6%. The loan is secured by a general security over FMO's assets.

FOLK MUSIC ONTARIO

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED MARCH 31, 2019

7. **PREPAID EXPENSES AND DEPOSITS:**

Prepaid expenses and deposits includes a deposit with Ottawa Festivals of approximately \$20,725 (2018 - \$20,725). This balance represents the organization's contribution plus accrued interest towards Ottawa Festivals Sustainability and Emergency funds. The funds are administered by Ottawa Festivals and the organization has no control over the use of the funds. From time to time, the organization is entitled to borrow against its balance in the funds (See Note 6).

8. **CAPITAL MANAGEMENT AND ECONOMIC DEPENDENCE:**

The organization includes bank indebtedness, accounts receivables, deferred contributions, accounts payable, and net assets in its capital management consideration. The organization's objectives when managing capital are to safeguard its ability to continue as a going concern and continue to execute its mandate.

The organization monitors these items to assess its ability to fulfil its ongoing financial obligations. The organization relies primarily on grants to fund its operations and makes adjustments to its budgeted expenditures in light of changes. The organization is not subject to externally imposed capital requirements.

9. **LEASE COMMITMENTS:**

The organization entered into a new 3 year lease agreement starting February 2019.

The net annual minimum rent payments in the following fiscal years are as follows:

2019	\$	24,987
2020	\$	24,987
2021	\$	24,987

10. **FINANCIAL INSTRUMENTS - RISK MANAGEMENT:**

a) **Interest Rate Risk**

Interest rate risk is the risk of potential financial loss caused by fluctuations in fair value of future cash flow of financial instruments due to changes in market interest rates. The Organization is exposed to this risk through its outstanding short-term loans and line of credit. The Organization manages this risk through borrowing in short-term fixed-rate loans.

11.



David Burkes, B. Com, CPA, CA•IFA, CFF

FOLK MUSIC ONTARIO

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED MARCH 31, 2019

10. FINANCIAL INSTRUMENTS - RISK MANAGEMENT: (Continued)

b) Credit Risk

Credit risk is the potential for financial loss should a counter-party in a transaction fail to meet its obligations. Due to the nature of the contributions and general operations, the Organization does not face any significant concentration of credit risk.

c) Liquidity Risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Organization manages this risk by preparing and monitoring detailed forecasts of cash flows from operations, anticipating investing and financing activities and holding assets that can be readily converted into cash. The Organization is exposed to liquidity risk as a result of its current liabilities exceeding its current assets by \$120,006. Further details pertaining to the organization's plan to manage its liquidity risk is provided in Note 11.

The organization's financial instruments consist of bank indebtedness, accounts and grants receivable, accounts payable and accrued liabilities. Unless otherwise noted, it is management's opinion that the organization is not exposed to significant interest or credit risks. The fair value of these financial instruments approximates their carrying values.

The extent of the Organization's exposure to the above risks did not change during 2019.

11. GOING CONCERN:

These financial statements have been prepared on the assumption that the entity is a going concern, meaning it will continue to operate for the foreseeable future and will be able to realize its assets and discharge its liabilities in the normal course of operations. There is doubt as to the appropriateness of this assumption given the organization's current net loss of \$28,523 (2018 - \$14,451) and its working capital deficiency of \$120,006. As at March 31, 2019 the organization also carries a cumulative deficit of \$117,783.

The organization's ability to continue as a going concern is dependent on its ability to obtain additional financing to meet its current working capital needs and attain profitable operations generating sufficient funds there from to meet current and future obligations. In addition, the organization is dependent on operating grants to fund its operations (see Note 8).

The Board of Directors and Management are in the process of preparing a deficit elimination plan in order to address the concerns described above.

12.



David Burkes, B. Com, CPA, CA•IFA, CFF



MINUTES OF ANNUAL GENERAL MEETING

Folk Music Ontario

Hilton Toronto Airport Hotel & Suites, Toronto, ON

Saturday, October 21, 2017

10:30am ET

1. Adoption of the Agenda

The President, Katharine Partridge assumed the chair and the Secretary, Amie Therrien acted as the Secretary of the meeting. The meeting was called to order at 10:40 am ET. Katharine Partridge declared that notice of meeting was sent out in a timely fashion per the organization's bylaws and that quorum was met.

Liz Scott requested that an item be added to introduce the candidates in the board election. It was agreed that this item before New Business.

MOTION: Moved by Alex Sinclair and seconded by Eve Goldberg that the agenda be accepted as amended. **Motion Carried.**

Jani Lauzon read the land acknowledgement. Alex Sinclair read the Folk Music Ontario Equality Statement and James Keelaghan performed an opening song.

2. Approval of 2016 AGM Minutes

Draft minutes of the October 22, 2016 AGM of Folk Music Ontario were distributed online via the Folk Music Ontario website and via paper copy during the meeting.

MOTION: Moved by Preetam Sengupta and seconded by Max Merrifield that the 2016 AGM Minutes be approved. **Motion Carried.**

3. President's Report

The President's Report was presented in the printed 2017 conference program distributed to all conference delegates as well as verbally presented by Katharine Partridge.

4. Executive Director's Report

The Executive Director's Report was presented in the printed 2017 conference program distributed to all conference delegates as well as verbally presented by Alka Sharma, FMO Executive Director. The verbal presentation included:

- Thanks to funders and to staff and Copperworks and everyone else who helped with the conference

5. Treasurer's Report and Audited Financial Statements

The Treasurer's Report from Jan Cody reviewed the audited financial statements included in the printed 2017 conference program and sent by earlier email to all members. The verbal report included:

- Had an active fiscal year with a lot of new activities, which is reflected in both expenses and new revenue (mainly from grants)
- FMO's accumulated deficit has decreased from it's original \$104,000 to \$78,000
- Board focus is on revenue generation including membership. New benefits will be offered. In 2017, a webinar was held for members only.
- The Deficit Reduction Plan has three main strategies: to generate new revenue and diversify current revenue streams (2017 new grants, new sponsors); to grow revenue by increasing member value (eg. Webinar); to continue reviewing any and all expenses (a tech audit underway)
- The year end statements are reviewed

Member questions:

Confirmation by the board that the accumulated deficit has dropped overall, though the year did not record a decrease.

The expense of Ottawa's conference was noted. The board and ED confirmed Toronto location is cheaper due to travel savings for participants and the hotel's airport location "Is the board worried about the deficit?" The board spoke of ongoing work and encouraging results. Also, the creation of specific committees and a task force to increase efforts, including value for members.

"While the board cuts administration costs please continue to invest in staff." The board agreed.

MOTION: Moved by Malcolm Byard and seconded by Scott Merrifield that the Audited Financial Statements be accepted. **Motion Carried.**

6. Appointment of Auditors for Fiscal year Ending March 31, 2018

MOTION: Moved by Janice Cody and seconded by Alex Sinclair that David Burke Auditing Firm be appointed as the auditors for fiscal year ending March 31, 2018. **Motion Carried.**

7. Introduction of FMO Board Election Nominees

The eight people running for the board were introduced by Liz Scott as:

- Trish Bolechowsky
- Paul Fortune
- Rosalyn Dennett
- Richard Henderson
- Emma Jane Julien
- James Keelaghan
- Preetam Sengupta
- Alex Sinclair

8. New Business

No new business was raised.

9. Adjournment to Awards Brunch

Katharine Partridge called the meeting adjourned on Oct 21, 2017 @ 11:28 am to be called back to order at the Awards Brunch.

10. Election of Directors

Meeting was called back to order by Katharine Partridge on Oct 22, 2017 @ 10:38 am. Liz Scott announced that the Board members elected by the membership were:

- Alex Sinclair (returning)
- James Keelaghan (returning)
- Preetam Sengupta (returning)
- Rosalyn Dennett

MOTION: Moved by Candace Shaw and seconded by Rachel Barreca that the election results be accepted. **Motion Carried.**

MOTION: Moved by Eve Goldberg and seconded by Danny Sullivan that the ballots be destroyed. **Motion Carried.**

11. Adjournment

Katharine Partridge declared the meeting adjourned on Oct 22, 2017 at 10:44 am. The next regular meeting will be held during the 2018 Annual Conference, held in Mississauga, Ontario from September 27 to 30, 2018.

Amie Therrien, Secretary
FOLK MUSIC ONTARIO

Date of Approval

DRAFT

**No songwriters.
No songs.**

SOCAN

Ensuring that music creators and publishers are paid for
their incredible talent and hard work.


@SOCANmusic

socan.com



**PROUD
PARTNER
OF
FOLK
MUSIC ONTARIO**

Stingray is proud to champion up-and-coming Canadian artists through its Rising Stars Program.



stingray/RisingStars