

# CIRCUSWEST ANNUAL REPORT 2025



DREAM BIG PUSH LIMITS DEFY GRAVITY

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



# TABLE OF CONTENTS

- Organizational Summary
- Mission and Vision
- Core Values
- President's Report
- CEO's Report
- Treasurer's Report
- Financials
- 2025 Board of Directors
- 2026 Board Nominee Bios

# ORGANIZATIONAL SUMMARY

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

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

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

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

# MISSION AND VISION

## Our Mission -

- INSPIRE excellence in all aspects of circus

## Our Vision -

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

# PRESIDENTS REPORT

I warmly welcome our members to this year's Annual General Meeting. During the AGM last December, I was nominated and acclaimed to the Board and have been serving as President/Chair since. I previously served on the Board from 2016-2022 during which time I also served as President. While my daughter was a CirKid for over a decade, I am honored to be back with the organization and leading the Board team in its governance work. Part of that work for consideration at the AGM, are the much-needed changes to our Bylaws. In addition to changes required by the Societies Act, your Board is recommending changes for clarity of language, conflict of interest and overall governance. The Board is a behind-the-scenes team with a focus on strategic matters to ensure the long-term sustainability of the organization.

My thanks to the Board and the staff for all their work during the past year; it's by working together and the Board supporting our CEO that we continue to thrive in a trying economic climate. My thanks to our outgoing directors who have served the organization well during their tenure. And last but not least, my thanks to all the volunteers who have given their time to the organization; we cannot do it without you. TY!

I look forward to seeing Members at the AGM on December 4.

Andrea Sinclair - President



# CEO'S REPORT

Good afternoon CircusWest members.

Welcome to our 2025 Annual General Meeting. Another year has passed and we find ourselves, like similar not-for-profits, flourishing in some areas and pivoting in others. We are continually grateful for the support from the BC Government, City of Vancouver and the PNE. The past year has brought our focus back to strong governance as we continue to try and stay on course with our strategic objectives. This operational review has intern led to some overdue “housekeeping” changes to our bylaws that have been presented to you with the AGM package. We are also fortunate to add some additional skill sets to the board this past year in both new and old faces returning and a great asset in this governance work. A huge thanks to the entire board for their continued focus on organization and passion for its success. Youth programing remains our core business and bulk of our membership, but we continue to strive outside these classes with the performance pathways required to support them. Over the past year we have been challenged on securing venue space outside our facility and choose to bring our spring community show back in-house here at the Gardens for the first time in several years. This brought more efficiencies along with challenges to the show week, but the cast and crew delivered another amazing Circus for our community. Congratulations to all our cast, staff and volunteers for your tireless work in bringing a season of programming to the stage in this spring performance.

Finally, a huge thank you to our outgoing directors, whose terms have come to an end. Your advisement and support to the organization are appreciated and do not go unnoticed. We continue to solicit new nominations with skills that will align and enrich our governance board, please consider volunteering this year. Appreciation to all our volunteers that make CircusWest such an amazing organization and a privilege to be a part of.

Sincerely  
Mark J. Schuett  
CEO - CircusWest

## TREASURER'S REPORT

First off, I would like to say that I am happy to be back on the Board of CircusWest, working with both the current board members as well as Mark and his incredible team.

This fiscal year saw revenues decrease by 6% over the previous year but was consistent with revenues generated in fiscal 2023. While programming revenue decreased slightly by 2% to \$742,000 over the previous year, it did see a 6% increase over 2023. There was decrease in performance revenue but gains across all other revenue categories combined during the current fiscal year.

Fiscal 2025 saw 83% of organization's revenues being generated mainly from its core businesses (Program and Performance) with this percentage being comparable to 84% and 85% in previous years, respectively.

Expenses slightly increased by 2% compared to fiscal 2023 but decreased by 4% compared to fiscal 2024. There were some non-routine expenses during the year including the creation of a new website which was offset by a decrease in rental expenses as the Spring show moved back into the PNE Gardens. In addition, The organization continues to run a deficit which has been consistent over the past few years. Operating reliance decreased slightly from 83% in 2023 to 82% in 2024 to a comparable 80% in 2025 (which means the revenues from its core lines of business covered 80% of the organization's costs in 2025 as opposed to 82% the prior year and 83% in 2023). The reason for the continued strong operating reliance was due to management continuing to be fiscally prudent in delivering on its core business.

These deficits have drawn down on prior years General Fund balance to end at \$55,904. There is also \$28,185 in a Capital Asset Reserve Fund for total healthy ending Fund balance of \$84,089.

As of August 31, 2025, the organization had approximately \$247,000 in cash, a decrease of 6% over the prior year. Current assets of \$252,000 are in excess of the current liabilities \$222,000 demonstrating the organization's ability to meet its current obligations.

Going forward, CircusWest will continue to improve its operating reliance with increased revenues from its core businesses while continuing to be fiscally prudent.

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

Gavin Froehlich CPA, CMA

Treasurer



# FINANCIALS

<u>REVENUES</u>	<u>Fiscal 2025</u>	<u>Fiscal 2024</u>	<u>Fiscal 2023</u>
Programming	742,332	760,178	698,443
Performance	55,785	89,698	111,974
Grants	101,203	104,499	91,445
Fundraising	16,391	8,931	7,183
Other	48,512	46,027	41,996
	\$964,224	\$1,009,332	\$951,042
<u>EXPENDITURE</u>	<u>Fiscal 2025</u>	<u>Fiscal 2024</u>	<u>Fiscal 2023</u>
Wages & benefits	700,348	690,314	637,711
Rent	97,139	119,316	110,871
Programming Costs	73,008	77,982	63,638
Performance Costs	32,465	56,487	59,379
Operations	89,926	89,719	103,333
	\$992,886	\$1,033,818	\$974,932
<u>SURPLUS (DEFICIT)</u>	<u>Fiscal 2025</u>	<u>Fiscal 2024</u>	<u>Fiscal 2023</u>
	(\$28,662)	(\$24,486)	(\$23,890)

## 2025 BOARD OF DIRECTORS

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

## 2025-2026 NOMINATIONS

### **Baron Yeh**

As an existing board member and active participant in the Circus community, I bring valuable insight to the CircusWest board. I also bring my background from RBC, Canada's largest bank, where I am a Senior Manager in communications, regularly working with C-suite executives in helping them execute their vision into reality. My background also included helping the C-suite articulate their vision with their operating boards and define and update on their success.

### **Emma Lloyd**

First and foremost, I am a mom of 3 wonderful, funny and adventurous girls aged 5-12. They all are or at least have been CircusWest kids involved in the CirKids program. Professionally, I am a critical care trained nurse working in the ICU at St. Paul's and have worked in various education roles in my speciality. My skill and knowledge brought to the board would be a CirKid's parent's perspective, health and safety knowledge and generally a calm practical sounding board who is confident working amongst a multidisciplinary team.

### **Julian Potvin-Bernal**

I am a recreational partner acrobatics practitioner in Vancouver and have been using the valuable facilities at CircusWest for several years, getting to know other members and several of the coaches. Professionally, I am a Product Engineer at CORE Energy Recovery Solutions, where I have a combination of technical, project management, and managerial responsibilities. I have been an active member of several volunteer organizations, such as the local chapter of the Human Factors and Ergonomics Society at the University of Toronto.

### **Shayne Murray**

Shayne is a Senior Software Developer who has two boys, both enrolled in CirKids programs. Shayne is also a former Circus student himself.

### **Gemma Utzig**

Gemma has been a CirKid since she was 8 years old. In 2024 she has found herself back at CircusWest training again in our adult pathways. She is an industrial plumber by day with transferable skills including occupational Health & Safety committees, along with shop steward with her Union. With a background in policy and bylaws as well as clear communication strategies between companies, workers and unions, she is hoping to give back to the community that she has been a part of for so many years.