

Importance of CAIP funding to TGT- programs we offer, artists we hire, services we provide.

Ticket sales - \$3M – 61% revenue

39% to raise – CAIP 9% - helps leverage the other 30%

Every CAIP dollar leverages another \$3 from federal, provincial, individual, businesses and foundations

Over 90 local businesses partner with us every year – sponsorships and advertising – over \$300,000

Individuals contribute over \$400,000 – donations and special events

Federal and provincial – over \$500,000

CAIP allows us to give back to community

12,000 students attend shows because of subsidized tickets – student price \$13 - average \$34- the \$21 difference translates to \$250,000 commitment to make sure students can attend theatre.

Also -HSP – over 100 students at no cost to them.

500 tickets to local charity fundraisers

Over 1500 complimentary tickets to local org's serving youth and families who could not otherwise attend – Big Brothers, Big Sisters; Boys and Girls Club; Women's Community House; My Sister's Place; Cross Cultural Lerner Centre; London and Middlesex Housing Corporation; ESL classes and many more...

Grand is vibrant cultural hub in downtown

Over 105,000 people attend our shows each season – driving businesses to local restaurants, retail stores and parking lots

230 people employed – 187 local

Spend \$2M in goods and services; \$1.2M spent locally

Rentals – over 40 organizations – UWO, Fanshawe, The Fringe, Orchestra London, Dance Extreme plus many others – with rentals there were 306 performances at GT last year with over 120,000 people attending.

UWO TEDx conference last year and will host again this year on March 10, 2012.

kd lang concert as well as Andrea Martin and Jesse Cook...

Box Office services for over 40 org's – save then the cost of installing a box office system of their own

Value of arts and culture to the economic development of cities – we are witnessing municipal governments across Canada taking major interest in investing in arts and cultural as they recognize the social and economic returns on a relatively small investment.

Burlington - \$7M spin off on 100,000 patrons attending their new arts facility. The Grand already attracts over 120,000 downtown each year – no formal study of economic impact but we understand that London will be conducting an Economic Impact Study as part of a new Culture Plan for the city and we will be very interested to see the economic spin off that is a result of the Grand Theatre.

People want first class entertainment in their own communities and The Grand Theatre delivers just that.

Greatly appreciative of extraordinary support CAIP offers. Visionary and enviable arts investment program across Canada.

The Grand Theatre posted its 12<sup>th</sup> consecutive surplus of \$44,877 for the year ending June 30, 2011 resulting in an accumulated surplus of \$247,496.

Our success is in large part a result of the City's CAIP investment

The Grand Theatre has been a sound investment and is a strong community partner and once again we thank the city for ongoing support.