



JAZZ.FM91

ANNUAL REPORT

2023



Welcome to the 2023 Annual Report

Thank you for your financial support of JAZZ.FM91 during our 2023 fiscal year.

We are proud of our accomplishments during this period and pleased with the progress we made. Throughout these pages, we share with you the impact of your generosity and how it has propelled us forward.

JAZZ.FM91's Mission Statement

To entertain, inspire and unite our local community and the global jazz community we serve through our programming, live performance, education and storytelling. We believe jazz is unifying at its core. Jazz is collaborative and improvisational; it is curious and fearless and inclusive. Jazz is all of us at our best.

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Joint Report from the Board Chair and GM

Dear JAZZ.FM91 Members and Stakeholders,

We are proud to present our 2023 Annual Report. The strength of JAZZ.FM91 is our stakeholders. Members like you, listeners, supporters, advertisers, sponsors, staff, volunteers, and artists recognize the irreplaceable role JAZZ.FM91 plays. As Canada's only 24/7 jazz broadcaster we work to keep jazz, as an art form, alive and prospering.

This past year has been an inspiring and challenging journey filled with technological advancements, outstanding live performances, impactful outreach and an ongoing commitment to entertain, inspire and unite. While there is much to celebrate for fiscal 2023, the radio business remains under structural and cyclical pressures. The Toronto/GTA radio advertising market is 35% smaller than it was 5 years ago.¹ 2023 has seen nine stations shuttered across Canada² and significant cutbacks at major radio broadcasters. Radio listenership is feeling the impact with Toronto/GTA radio audience listening down 26% since 2018.³ The digital transformation the industry faces continues to impact terrestrial radio as listeners have any number of "ad-free" digital streams to which they can turn. Digital transformation is fragmenting and multiplying the channels through which we, as a broadcaster, need to reach you.

In the face of these challenges and inflation-driven cost pressures, JAZZ.FM91's advertising revenue and fundraising donations remained stable in 2023. Support from local advertisers and sponsors and sustaining supporters offset the decline in national advertising and one-time individual gifts. We're also proud to share that, for the first time since 2019, we welcomed audiences back to sold out performances for our Sound of Jazz concert series and your JAZZ.FM91 Youth Big Band performed at festivals and venues throughout Toronto.

The management and your board shaped a long-term strategy in 2022 and, thanks in part to the grant we received from Ontario Trillium Foundation, we advanced our strategic plan this year by investing in our digital technologies, redeveloping our website to improve engagement, enhancing search engine optimization to increase our reach, replacing aging servers to enhance streaming capabilities, and installing a new multitrack mixer to broadcast world class live concerts.

JAZZ.FM91 is Canada's jazz radio station and our cultural impact is profound. This year our annual report has been redesigned to highlight that impact. As you will see throughout the report our unique community plays a pivotal role in preserving Canada's jazz legacy, promoting and supporting emerging Canadian jazz talent and reaching

out into the community to inspire young musicians to build on that legacy.

Among the changes that took place in 2023 were modifications to our Board of Directors. We'd like to thank Catherine Mitro who graciously and energetically was our Board Chair from April 2022 to April 2023 and Chris Grossman who had to resign from the board in September 2023 due to upcoming work commitments. Chris provided all of us with valuable industry insight and an independent voice in our discussions. Thank you to all of our volunteer board members for your guidance, insight, time and dedication.

As we look to next year, staff, management, hosts, volunteers and the board all continue to work tirelessly to respond to challenges and ensure JAZZ.FM91's sustainability. We take inspiration from the music we serve. Jazz is performed and celebrated around the world because it is uniquely improvisational, respecting its roots while always grounded in the present. Jazz is the music of change. With help from supporters like you, we will be equally adaptive. In the context of continuing radio industry and economic pressures, we are planning revenue conservatively and making difficult operating decisions to generate an operating surplus.

Thank you! Our supporters, listeners, staff, volunteers and community partners make everything JAZZ.FM91 accomplishes possible. Together we will continue to broadcast world class programming and music and to preserve our special, irreplaceable role supporting jazz in Canada.



Peter von Schilling
Chair, Board of Directors



Dana Wigle
General Manager

A handwritten signature in cursive script that reads "Peter von Schilling".

A handwritten signature in cursive script that reads "Dana Wigle".

¹ TRAM Report, August 2023 and August 2018

² Wikipedia: List of defunct radio stations in Canada
https://en.wikipedia.org/wiki/List_of_defunct_radio_stations_in_Canada

³ Numeris Radio Meter, Toronto CMA Control, All Week, 12+ AMA, Total Top 10 Stations, Average 4 Ratings Period ending August 2018 = 223.7, Average 4 Ratings Period ending August 2023 = 165.0



Vision

To make jazz accessible to everyone.

Values

Collaborative: To collaborate with artists, staff, supporters, community partners, and our Board.

Communicative: To be clear, transparent, and inclusive in our communications to all members of our community.

Empowering: To encourage ideas, provide assistance where needed, allow for mistakes, and recognize and reward talent.

Inclusive: To be inclusive and anti-racist, celebrating all cultures in our content, operations, and hiring practices.

Innovative: To challenge assumptions, provide solutions, keep an open mind, welcome new ideas, and try new things.

Preserving: To preserve and respect the voices of artists we serve and contributions of individual and corporate supporters.

Responsive: To be responsive and attentive to the times and prepared to lead the call for change.

Programming

At a time when local radio across the country is often abandoned for streaming algorithmic platforms, your JAZZ.FM91 shares 95 hours per week of personally hosted programming. When we say “Discover Music,” it means you have access to thousands of songs in our musical universe, in our hosts’ personal collections and in the vinyl and CDs living within our station walls. They feature classics, contemporary music and the recently discovered — and almost 40 per cent of the music we share is Canadian.

Twenty per cent of JAZZ.FM91’s programming is personally curated and driven by your JAZZ.FM91 hosts, complemented by the inclusion of the syndicated programs *Radio Deluxe*, *Ronnie Scott’s* and Jamie Cullum.

From swing to Latin jazz; world music to bebop, big band to blues, standards to fusion, and everything in between, here are the specialty shows that make up our unique sound:

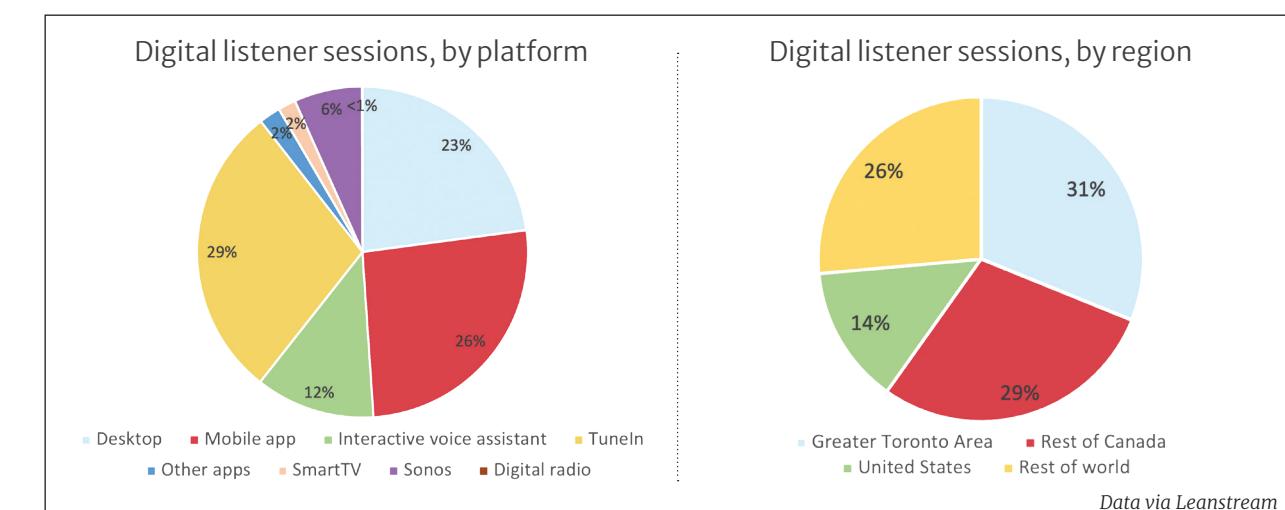
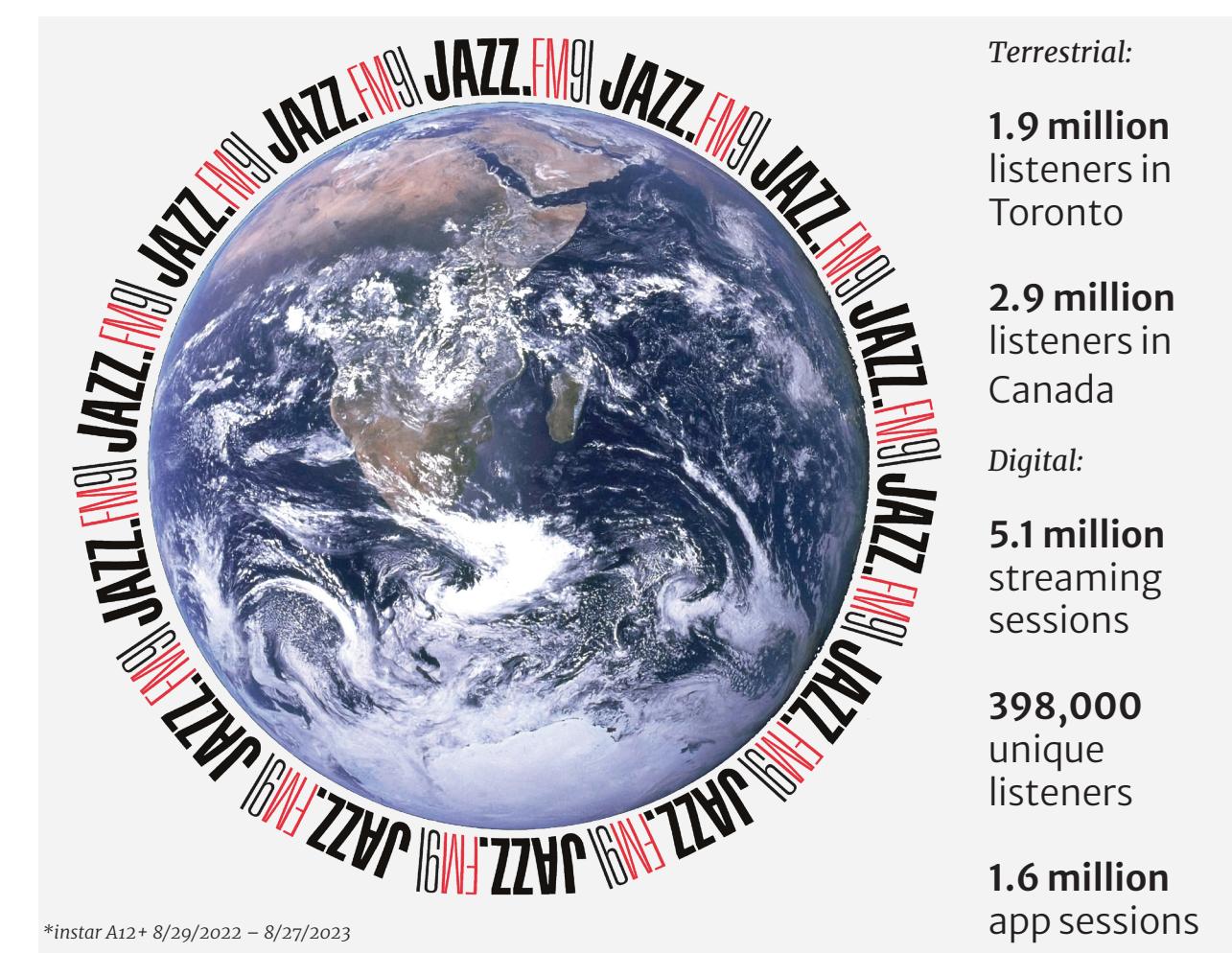
- Joe’s Jazz with Joe Sealy
- Voice Tracks with Dani Elwell
- New Origins with Rich Brown
- Beyond the Fringe with Danny Marks
- Jazzology with Heather Bambrick
- Blurred Lines with Walter Venafro
- Jazz in the City with Jaymz Bee
- Gumbo Kitchen with Ronnie Littlejohn
- Jazz Gone Wild with Jaymz Bee
- Weekend B&B with Heather Bambrick and Brad Barker
- Café Latino with Laura Fernandez
- Swing Set with Alex Pangman
- BLUZ.FM with Danny Marks
- Sound of Jazz
- The Big Band Show with Glen Woodcock
- Session Notes
- Sound of Jazz
- Host Your Own Radio Show

“Give us an hour and we’ll show you where jazz was, where it is and where it is going... every day, all day.”

—Brad Barker
Music Director & Host



Whether it’s on an AM/FM radio, home speakers, a mobile app, a smart home device, or elsewhere, people from around the world are listening to JAZZ.FM91.



Education & Outreach

The JAZZ.FM91 Youth Big Band

The JAZZ.FM91 Youth Big Band is a professional-level band experience for Grade 7-12 students in southcentral Ontario. This free program is creating a legacy of jazz appreciation and artistry for years to come. The ensemble includes piano, bass, guitar, drums, trombone, trumpet, saxophone and more.

During the 2022-2023 season, your JAZZ.FM91 Youth Big Band performed at the Unison Caravan of Music, at the Kensington Market Jazz Festival, and in a Live to Air concert at the station on International Jazz Day on April 30.

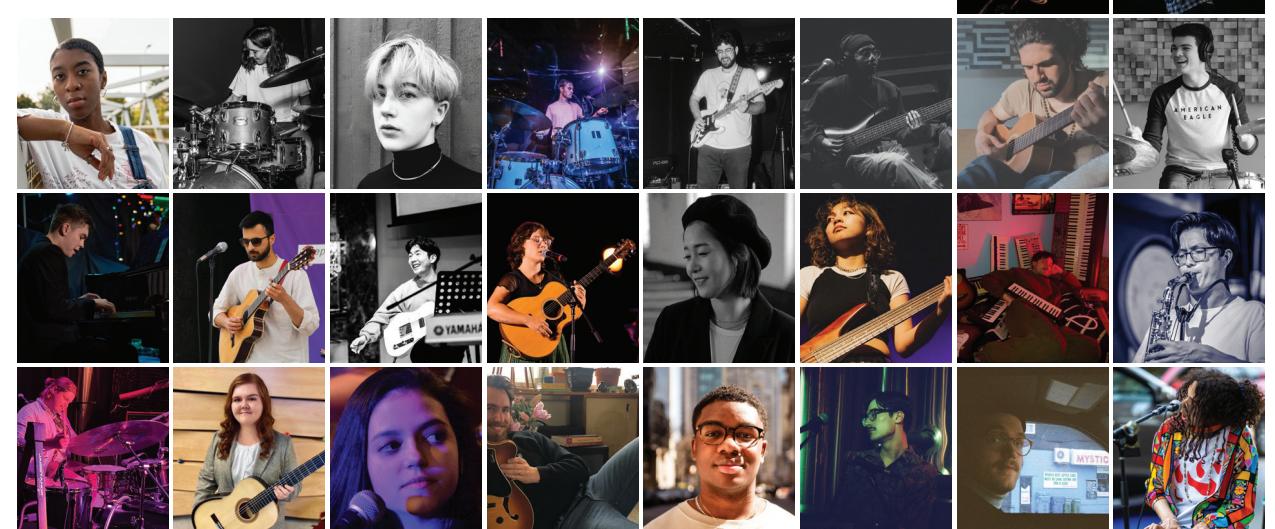
With great sadness, we note that JAZZ.FM91 Youth Big Band director Dr. Michael Arthurs passed away suddenly in October. Members of the band performed a tribute concert at The Pilot on November 20. The board and staff of JAZZ.FM91 extend our most sincere condolences to Dr. Arthurs' family.

The JAZZ.FM91 Youth Big Band is supported by the Alistair and Mary Stewart Fund for Artistic Advancement in Jazz, and the Red Robin 2017 Foundation.



Jazzology

Jazzology is a program offered to emerging artists attending one of four participating post-secondary programs. Each has the opportunity to curate an hour-long radio show that features an in-depth interview and showcases their own music and accomplishments.



EPISODES:

New episodes
Wednesdays
9 p.m.

Repeat airing
Sunday
8 a.m.

SUPPORTED BY



Alistair and Mary
Stewart Fund for Artistic
Advancement in Jazz

Red Robin 2017
Foundation

PARTICIPATING SCHOOLS



Education & Outreach

Discover Women in Jazz

In partnership with the Pat and Tony Adams Freedom Fund for the Arts, this program is designed to promote, champion and inspire women's contributions to jazz as instrumentalists, writers, vocalists and bandleaders.

Selected by a panel of peers, five talented artists participate each year and are provided support, resources, marketing, workshops and performance opportunities to aid in fostering their careers. This year's panelists were Agneya Chikte, Chelsea McBride, Catherine Mitro, and Jesse Ryan.

Since its inception in 2021, 15 extraordinary participants have been featured.

Featured artists in 2023:



Lauren Falls



Sabine Ndalamba



Emma Cava



Virginia MacDonald



Jen Lo

Where Are They Now?

Here are just a few of the many successful and highly regarded alumni of JAZZ.FM91's education and outreach programs.



Jesse Ryan

Jazzology 2015-16

Since participating in *Jazzology*, saxophonist Jesse Ryan has released his Juno-nominated album *Bridges* and received the 2020 Toronto Arts Foundation's Emerging Jazz Artist Award. He serves on the Toronto Arts Foundation's board of directors and JAZZ.FM91's alumni committee. As a sideman, he's performed and recorded with Larnell Lewis, Rachel Therrien, Ahmed Mitchel, Joy Lapps, Jojo Bowden, Daniel Barnes, Alex Bird, and more.



Caity Gyorgy

Jazzology 2019-20

Since participating in *Jazzology*, vocalist Caity Gyorgy has signed to the Brooklyn-based label La Reserve Records and won two Juno Awards for her albums *Now Pronouncing* and *Featuring*. Her compositions have been sung by other vocalists around the world and have won multiple awards including one of the grand prizes in the 2021 John Lennon Songwriting Contest. She released her latest record *You're Alike, You Two*, in the summer of 2023.



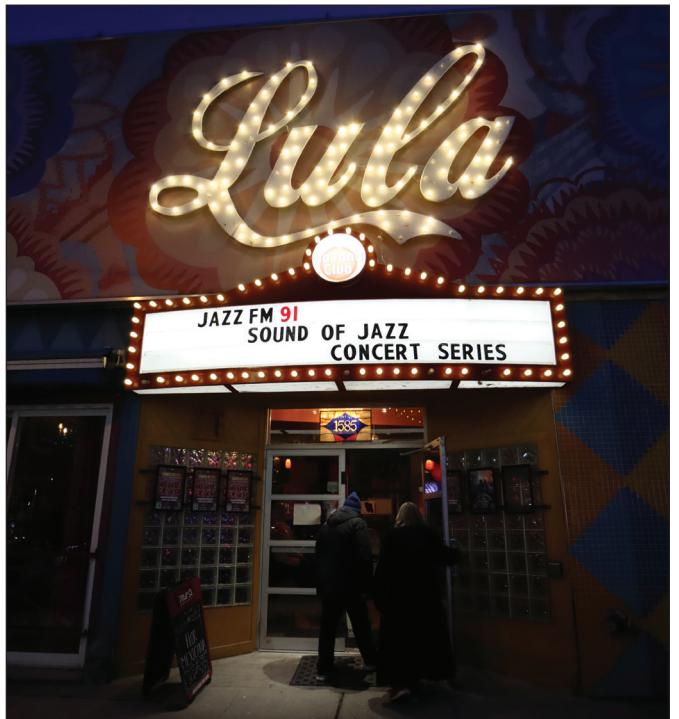
Joy Lapps

Discover Women in Jazz 2021

Since participating in Discover Women in Jazz, pannist Joy Lapps has released her fifth album *Girl in the Yard* and received the Toronto Arts Foundation's Muriel Sherrin Award. She co-headlines JAZZ.FM91's annual Caribbean Christmas Mixtape concert and has performed with Stewart Goodyear, Roberto Occhipinti, the Toronto Mass Choir, and others. As an artist and educator, she is an advocate of women's contributions to music, using the steelpan as her primary tool of engagement.

Live Concerts

In 2023, JAZZ.FM91 saw the bringing together of musicians and our listeners back in full force. Whether it was within our own station's walls with our highly respected Live to Air concerts or at Lula Lounge for our Sound of Jazz Concert series, we hosted 17 live performances throughout the past year. These included concerts featuring Caity Gyorgy, Robi Botos, Dee Daniels and Denzel Sinclaire, the Hilario Durán Trio, the Nimmons Tribute, and more.



Volunteering

1,470
volunteer hours

36
active volunteers

Volunteer receptionists:

- Shirley Harvey
- Mark Levine
- Lynne Milgram

Station Tours

Beginning in February of 2023, JAZZ.FM91 welcomed donors of all levels for a private tour of the station. Tours occurred regularly from February through August, and more than 75 guests had the opportunity to see our work first-hand and meet an on-air host.

If you would like to attend an upcoming tour, please contact fundraising officer Felicia Shah at fshah@jazz.fm.



Wine Auction

In partnership with Iron Gate Auctions, JAZZ.FM91 launched its first auction of fine wines and spirits in 2021. This year was the third instalment and took place online between May 19 and 24. More than \$125,000 in wines and spirits were donated to this year's auction. We are grateful to the many collectors who contributed to the lots, and to the successful bidders.

Special acknowledgements go to Bryan Snelson, champion of this important fundraiser, and Stephen Ranger of Ranger Wine Inc. for managing our appraisals.

Donors:

- Mark Annett
- Bill & Caren Birnbaum
- Chris Churchill
- Al Cummings
- Bill Deuel
- Steven Endicott
- M. Finlayson
- Ted G. Fortuna
- Christopher Grossman
- Linda Mackay & Bryan Snelson
- Robert Marchessault
- John & Barbara McGuire
- Nancy Ogden
- Alan Rapkin
- Walter Schneider
- Stephen Thomas
- Bill Toon
- Joanne & Peter von Schilling
- Anonymous (x6)



Donor Spotlight

In November of 2022, JAZZ.FM91 was grateful and inspired to receive a generous gift from Ian Stewart in honour of his parents, Mary Stewart and Alistair Stewart. With this gift, Ian introduced the Mary and Alistair Stewart Fund for Artistic Advancement in Jazz.

Both arts educators, Alistair and Mary met at Toronto Metropolitan University (formerly Ryerson University), where Alistair graduated with a degree in radio and Mary received her degree in costume design. Alistair's history with JAZZ.FM91 dates back to our days as CJRT-FM at the then-Ryerson campus, and both parents introduced Ian to jazz while he was growing up.

"I'm an educator and I like to give back to education," Ian Stewart said. "What better way to do that than with JAZZ.FM91 and all the programs that support local artists? ... This extra cash infusion will hopefully help some of them bridge that gap and continue their education."

This gift will have an enormous impact on JAZZ.FM91 for years to come. It will support our education and youth outreach programs, namely Jazzology and the JAZZ.FM91 Youth Big Band, which are offered at no charge to participants.

Furthermore, this gift will allow JAZZ.FM91 to further assist early-career artists in their development and provide our alumni with a platform and structure for their ingenuity and creativity.

We want to thank Ian Stewart again for his commitment to JAZZ.FM91, to our education programs, and to our jazz community.



From left to right: Dana Wigle, Ian Stewart, Heather Bambrick, Michael Arthurs

Condensed Financial Statements

FISCAL YEAR	2019	2020	2021	2022	2023
Revenue	3,327,915	3,584,949	3,312,564	3,279,206	3,219,988
Expenses	3,783,536	3,168,578	2,907,234	3,391,671	3,266,506
Surplus/(Deficit)	(455,621)	416,371	405,330	(112,465)	(48,518)
Assets	805,028	1,244,462	1,599,296	1,348,258	1,310,967
Liabilities	535,185	558,248	507,752	369,179	380,406
Net Assets	269,843	686,214	1,091,544	979,079	930,561
Cash & Cash Equivalents - start of year	438,158	289,337	712,671	1,025,701	762,020
Cash & Cash Equivalents - end of year	289,337	712,671	1,025,701	762,020	668,481

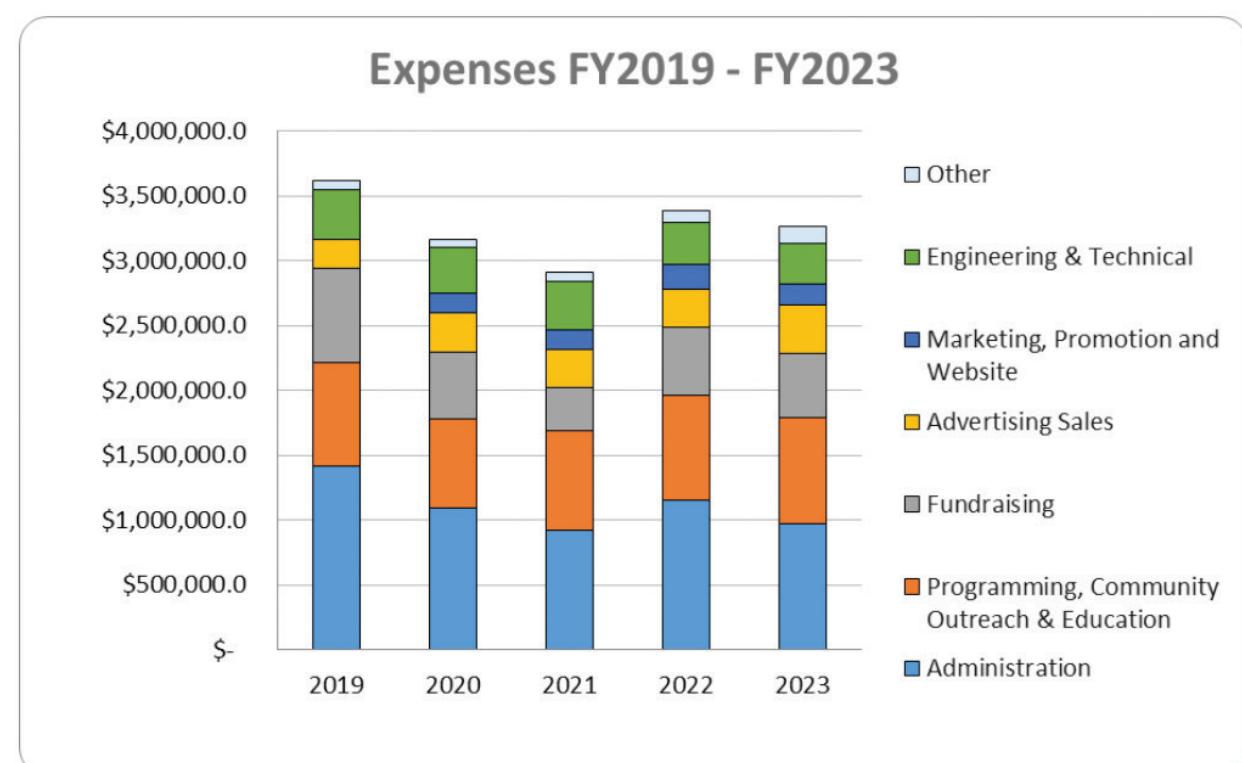
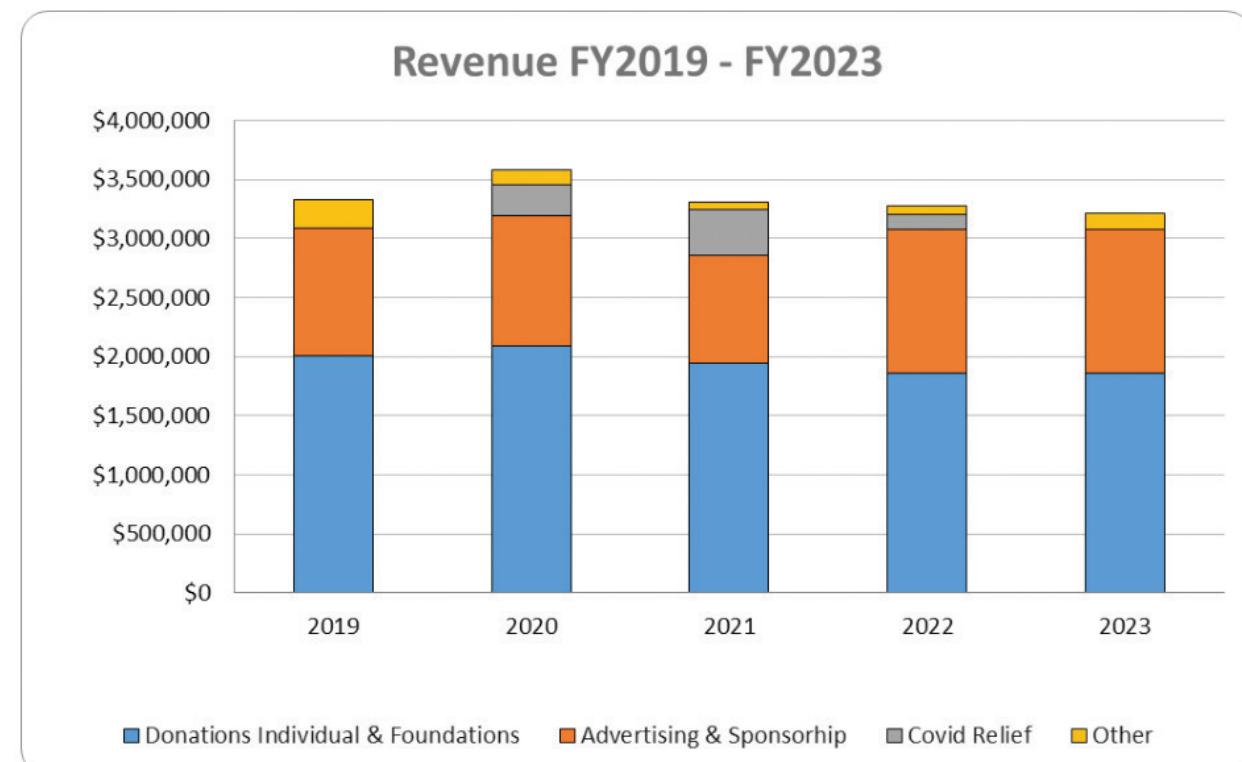
At JAZZ.FM91, we work to ensure that all our stakeholders' generous contributions and support is effectively deployed to deliver our mission to entertain, inspire and unite our local community and the global jazz community we serve through our radio broadcasting, live performance, education and storytelling.

In 2023 compared to 2022, we experienced slightly lower revenue, as our two main revenue streams — donation and grant revenue and advertising and sponsorship revenue — were offset by lower government assistance and other revenue. We continue to invest to grow our two main revenue streams and we are making progress, however headwinds in the external environment persist. Our revised fundraising strategy is delivering better donor engagement and on-air experience.

Thanks to our many generous donors and sponsors we continue to invest in our award-winning on-air programming and community programs. In the context of the challenging revenue environment we continue to manage our expenses closely. Programming and community outreach and education continues to be our main category of expense, after Administration which includes our lease for our premises. After the surpluses generated by the COVID-19 government assistance programs in 2020–2021 we had our second year of a deficit in 2023. We are mindful that as a sustainable, long-term focused organization we need to generate a surplus in order to support our capital expenditure requirements and re-invest in long-term sustainable strategy initiatives.

JAZZ.FM91 is audited by the chartered professional accountants KPMG. The complete 2023 audited financial statements are available at jazz.fm/governance.

For more information, please contact Dana Wigle at dwigle@jazz.fm.



Words From Our Community

“As an independent artist, the support JAZZ.FM91 has shown me is invaluable. The station has journeyed with me for more than two decades, giving me my first spin over the airwaves when I was still in college. To this day, they come alongside musicians from around the world with enthusiasm and expertise, using their platform to elevate Jazz in all its forms and to entertain and bring together their listeners.”

—**Laila Biali**
Juno-winning musician

“I’ve been listening to jazz since I was about 12 years old. Not only has it brought me joy, it has brought me community. The rewards of listening to it at home, and of course live, strengthens the sense of belonging and connection with others. We are proud to support JAZZ.FM91, and proud to be a part of a community that shares supports and believes in the magic of music.”

—**Jack Long**
Owner
Long & McQuade

“I’ve had the pleasure of being featured on JAZZFM91 many times as I’ve developed as an artist, and I’ve always valued and appreciated their support. They are an invaluable part of the music community in Canada, and continue to support artists and initiatives that strengthen and nurture the music community across the country.”

—**Ernesto Cervini**
Juno-winning musician

“The partnership between Yamaha Canada Music and JAZZ.FM91 has been just that – a true partnership. We share a common goal of uniting and inspiring Canadians through music. At Yamaha, we are committed to empowering people to Make Waves with their sound and music, and everyone at JAZZ.FM91 has taken this message to heart. A true collaborative spirit has defined our work with the station, and we couldn’t be more pleased to partner with such a passionate and enthusiastic group to help spread our message.”

—**Inderjit Mudhar**
Communications Manager
Yamaha Canada Music

“Our lives are all the better for listening to your station for hours every single day. All these make 91.1 FM not just a great radio station, but the very best jazz station in the world with hosts that I want to support with my dollars. Awesome. Keep up the good work.”

—**Michael & Elizabeth Tims**
JAZZ.FM91 supporters

“How impressive you all are! This was my first year of donating, partly because I knew that the arts would have been having a tough time. Your on-air folks were so thoughtful in how they explained the moment, what it meant to the whole station and to those of us who so appreciate your programming. Plus Heather’s laugh is such a joy to hear, it’s worth an investment. I have been a fundraiser for over 30 years and I’m always watching for folks who do it thoughtfully — and you folks pass with flying colours! As donors, you make us feel like we matter, you acknowledge our own reasons for investing in your station and your thank yous feel really personal. And I suspect that I am not the only supporter who feels this way. Keep up the wonderful work!”

—**Anne Mackay**
JAZZ.FM91 supporter

“The continued support I have received from JAZZ.FM91 has been crucial and far-reaching. It has significantly helped in building my career in Canada, as well as internationally. The commitment of the announcers and programmers to the music that they believe in is what makes it so personal, and also what makes it work. And this is what builds a community and an audience. Thank you, JAZZ.FM91!”

—**Holly Cole**
Juno-winning musician

“The impact that JAZZ.FM91 has had on my career has been profound. In the early stages of my transformation into a front-facing artist, the team at JAZZ.FM91 took a chance and provided me with a platform not only to share my music, but also to use my voice through interviews. This experience helped to lay the foundation for me as an artist, and for that I’m grateful.”

—**Larnell Lewis**
Grammy-winning musician

Hosts



Heather Bambrick



Brad Barker



Jaymz Bee



Rich Brown



Jamie Cullum



John Devenish



Dani Elwell



Laura Fernandez



Raina Hersh



Ronnie Littlejohn



Danny Marks



Alex Pangman



John Pizzarelli
& Jessica Molaskey



Joe Sealy



Ian Shaw



Walter Venafro



Glen Woodcock

Staff

Leadership:

Dana Wigle
General Manager

Adam Feibel
Digital Manager

Brad Barker
Musical Director

Glenn Knight
Production Director

Dani Elwell
Creative Strategist

Kerri Spooner
Business Development Manager

Steven Endicott
Fundraising Lead

Suzanne Bélanger
Controller

Denise Lau
Traffic & Accounts Receivable

Ralph Carter
Account Manager

David McTeague
Account Manager

Glenn Crosse
Producer

Felicia Shah
Fundraising Officer

Mary Kate Dall
Membership & Database Manager

Jelani Watson
Education & Outreach Officer

Board of Directors:

Cathy Alexander

Christopher Grossman

Shirantha Beddage

Catherine Mitro

Sandra Caswell

Marc Paris Vice-Chair

Christopher Churchill

Peter von Schilling Chair

Thompson Egbo-Egbo Vice-Chair

Bryan Snelson

Greg Gooding

(as of Aug. 31, 2023)

(as of Aug. 31, 2023)

Thank you for your support!

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Charitable Registration # 118864826 RR 0001