23 ANNUAL REPORT









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JM CANADA FOUNDATION

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A WORD FROM THE CHAIR: FLORENCE JUNCA-ADENOT

After the Covid lockdowns, the 2022–2023 season will be remembered as a period of rebirth for the JM Canada Foundation.

First of all, it's important to mention that our results exceeded the goals set out in our strategic plan. Our Foundation focused its fundraising efforts on supporting JM Canada's work by implementing a strategy aimed at funding projects within the organization. This enabled us to donate \$261,300 directly to JM Canada. Financial contributions exceeded our goals by 150%, and we welcomed 192 new donors—exceeding our initial target of 100—11 of whom gave more than \$1,000.

Furthermore, in order to increase the impact of the AIDA grants, the Foundation has decided to resume full management of them beginning next year. We have almost reached our goal of bringing the capital of the AIDA fund up to \$3 million, with \$2,930,389 as of June 30, 2023. It should be noted that we allocated \$126,000 in grants, including the Peter Mendell, Laetitia Cyr, and Choquette-Symcox awards.

Overall, our investments had a fair market value of \$11.7 million. The Foundation has thus recouped the losses of the last two years thanks to returns on investments and new and matching donations, bringing us closer to our core objective of \$12 million.

Governance has also been strengthened by the addition of two new members to the board of directors, the consolidation of board committees, and the adoption of a revised code of ethics.

The celebrations to mark JM Canada's 75th anniversary and the Foundation's 40th anniversary will take place in 2024, confirming the solidarity that exists within the classical music community.

A huge thank you to our donors, partners, and our executive director, Véronique Desjardins, as well as to the JM Canada Foundation team and board of directors.

Let's continue our mission to spread our passion for classical music.

Florence Junca-Adenot Chair of the Board of Directors



A WORD FROM THE EXECUTIVE DIRECTOR:

VÉRONIQUE DESJARDINS

I'd like to take the opportunity afforded by our annual report to share with you a few key moments from the past year. I'm delighted and honoured to have been appointed to this position on December 1, 2022, after six months as interim chair.

One of our most significant achievements is that, for the first time, we have solicited donations for specific JM Canada projects. This has been a resounding success—a testament to the growing importance of our organization and the confidence our donors place in us.

We have also revamped our fundraising event and organized the Cabaret Classique Evening. This event, which took the form of a cocktail reception, was a great success. It helped us raise over \$85,000.

We have also devoted considerable effort to improving our communication tools, with convincing results. Thanks to our initiatives, we've been able to expand our reach and generate growing interest in the various awards we offer to up-and-coming artists. We're delighted with the positive impact we've achieved through strategic and effective communication.

All these achievements testify to the commitment and efficiency of our little team, and to our ability to seize opportunities to advance the mission of the JM Canada Foundation. But above all, they testify to the dedication of our donors and partners to making classical music a part of the daily lives of young artists and children. Thank you for your support and confidence.

Let's be proud of what we've accomplished and continue to work together to advance JM Canada. The future is looking bright!

Véronique Desjardins Executive Director JM Canada Foundation

MISSION

Founded on November 16, 1984, the JM Canada Foundation is a charitable organization whose mission is to raise, create and administer funds in order to:

- Support the mission of JM Canada: to promote the discovery of various types
 of classical music among young audiences and to support the development
 of young classical musicians on the national stage.
- Support the career development of young Canadian musicians.

VISION

The Foundation intends to work in synergy with JM Canada and be on of their financial catalysts, enabling them to maintain their artistic activities and develop new projects, while ensuring the sustainability of both organizations.

The Foundation intends to become a reference in terms of the assistance it provides to the next generation of young Canadian classical musicians in their career development.



The Foundation's 2021–2024 Strategic Plan sets out the Foundation's objectives and provides a framework for its actions (in French only).

ORGANIZATIONAL VALUES

TRANSPARENCY AND ACCOUNTABILITY

Through its actions and gestures, the JM Canada Foundation ensures responsible and rigorous management of its mission.

COMMITMENT

The JM Canada Foundation is committed to supporting JM Canada financially in a transparent, collaborative and constructive manner.

The JM Canada Foundation is committed to actively and dynamically supporting the next generation of young Canadian musicians in their career development.

LEADERSHIP

The Foundation shines within the Quebec and Canadian community through its support of the cultural sector.

THE JM CANADA FOUNDATION, A GREAT PARTNER

OF JM CANADA AND EMERGING TALENT

Since its creation in 1984, the Foundation has raised over \$12 million. Thanks to the returns on these funds, the Foundation ensures the sustainability of JM Canada and the professional development of young Canadian musicians. The Foundation actively contributes to the realization of JM Canada projects in order to support the organization's activities.

\$261,300

contributed by the Foundation to JM Canada in 2022–2023. Of this amount, nearly 25% went to specific projects. In addition \$258,700 from the JR et AB fund transferred to FGM.

WHAT DOES THE JM CANADA FOUNDATION DO?

- It conducts an annual fundraising campaign
- It organizes major fundraising activities (Golf Tournament, Cabaret Classique Evening, Auction)
- It supports JM Canada in its fundraising efforts
- It provides financial support for JM Canada activities and promotes awareness of the organisation
- It finds major donors
- It supports the professional development of young Canadian musicians through scholarships and grants (AIDA, Peter Mendell Award, Choquette-Symcox Award)
- It develops a new generation of philanthropists



THREE MAIN ACTIVITY TYPES





YOUNG
AUDIENCE
CONCERTS
AND ACTIVITIES

- MUSICAL ESCAPADES: School outings hosted at Joseph Rouleau Hall at JM Canada.
- **CUSHION CONCERTS:** Family concerts presented at Joseph Rouleau Hall at JM Canada.
- YOUNG AUDIENCE CONCERTS: Theater concerts presented through our network, on tour and in schools.
- **DIGITAL BALLADS:** Digital theater concerts presented through our network, in schools and daycare centers.

YOUTH WORKSHOPS

- MUSIC INITIATION ACTIVITIES: In preschools, schools, day camps.
- **DIGITAL BALLADS:** Digital theatre concerts presented through our network, in preschools and schools.
- VIRTUAL MEDIATION: Digital workshops presented through our network, in preschools and schools, with a live, online music mediator.
- MUSICAL CREATION ACTIVITIES: for presenters, and for special collaborations.

GENERAL AUDIENCE ACTIVITIES

- **EMERGING ARTISTS CONCERTS:** Recital Tours of JMC Chapters and presenters.
- JACQUELINE-DESMARAIS MUSIC MEDIATION PROGRAM: Touring activities.
- HAPPY HOUR CONCERTS: Recitals presented at JM Canada's Joseph-Rouleau Hall.
- **SPECIAL ACTIVITIES:** Corporate concerts by request.

To find out more about the activities

JM Canada in 2022-2023



SUPPORT FOR EMERGING TALENT

Thanks to the generous scholarships and prestigious prizes awarded by the JM Canada Foundation, promising young talents have access to unique opportunities to hone their skills and advance their artistic careers.

A total of \$126,000 was granted this year by the JM Canada Foundation.

BOURSES DU FONDS D'AIDE AUX ARTISTES (AIDA)

The JM Canada Foundation honoured the recipients of the 2021–2022 AIDA grants at an event held on May 25, 2023, at JM Canada's André Bourbeau House. Congratulations to the 17 individual awardees and seven partner organization awardees for the 2022-2023 season, who received over \$105,000 in grants.

GRANT RECIPIENTS

Gabriel Dodin Chloé Dumoulin Tommy Dupuis Joon Oh Kim **Emmanuel Laforest** Thomas Larichelière-Banken Marie-Bianca Lebeault Justine Ledoux Wilhelm Magner

Jean-Christophe Melançon Julia Mirzoev Élisabeth Pion Carole-Anne Roussel Elisabeth St-Gelais Yu Kai Sun Guillaume Villeneuve Thomas Vinals



Lachine International Vocal Academy **CANIMEX Canadian Music Competition** Concours musical international de Montréal Domaine Forget Institut canadien d'art vocal Orchestre de la Francophonie Orford Musique





SUPPORT FOR EMERGING TALENT

PETER MENDELL AWARD

For the 17th edition of the Peter Mendell Award, the Foundation is proud to have honoured the excellence of two remarkably talented young Quebec string players, each with a \$2,500 grant. Congratulations to William Deslauriers-Allain and Zoey Dabin Yang. Their grants will help them pursue their dreams, practise their passion, and succeed in their careers.



CHOQUETTE-SYMCOX AWARD

The Foundation is proud to have presented the 2023 Choquette-Symcox Award to violinist Yu Kai Sun. The winner receives a \$6,000 grant to support her career development. The Foundation has supported Yu Kai since 2015. She is an AIDA recipient and a beneficiary of the instrument bank.

LAETICIA CYR SCHOLARSHIPS

Jeunesses Musicales New Brunswick (JMNB), through the Laetitia Cyr Fund, is proud to offer scholarships worth a total of \$7,500 to young musicians from New Brunswick, to assist them financially in their professional development.

RECIPIENTS

Cédric Thériault Olivia LaPointe Carlo Cormier Adèle LeBlanc Amanda Godin Sarah Lagarde







FUNDRAISING ACTIVITIES AND CONTRIBUTIONS

CONTRIBUTIONS BY PROJECT

For the first time this year, the Foundation has opted for a project-based approach to fundraising, a new trend in philanthropy. Project-based funding allows us to optimize the use of resources by targeting specific initiatives, encourage transparency and accountability, measure the impact of our initiatives, and attract new donors. The JM Canada Foundation has benefitted from the support of several donors and partners, including the RBC Foundation and the Sibylla Hesse Foundation.



ANNUAL FUNDRAISING CAMPAIGN AND PLANNED GIVING

The Foundation's determined efforts were crowned with success, raising over \$245,000 in donations! To this amount was added a matching contribution of \$135,963 from Mécénat Placements Culture.

GOLF TOURNAMENT

On Monday, August 15, 2022, under the honorary presidency of Richard Rousseau, the annual golf tournament raised more than \$62,000. Approximately 40 players took part in this summer fundraising event at the Mount Bruno Country Club. A gastronomic dinner, silent auction, and a musical evening with guitarist Tommy Dupuis and soprano Carole-Anne Roussel rounded out this magnificent day.



FUNDRAISING ACTIVITIES AND CONTRIBUTIONS

CABARET CLASSIQUE EVENING

Monday, December 5, saw the inaugural edition of the Cabaret Classique Evening, co-chaired by Sean Finn, Executive Vice-President and Chief Legal Officer of Canadian National, and Florence Junca-Adenot, President of the JM Canada Foundation. More than 120 guests gathered at Cabaret Lion d'Or to promote access to classical music for children from disadvantaged backgrounds.

Hosted by Marie-Claude Lavallée, the event raised over \$85,000. Flautist Vincent Lauzer and harpist Matt Dupond provided the music for the evening.

VIRTUAL AUCTION

Following last year's success, the Foundation decided to hold a second virtual auction. Thank you to our partners for their generosity, including Groupe Alfid, VIA Rail, the Granby Zoo, Hôtel & Spa Le Germain Charlevoix, RéZin, and cultural organizations. They have enabled us to offer a wide variety of items, from luxury goods to gourmet foods and family activities. The Foundation raised nearly \$25,000 as a result of this activity.

RECORDERS ON THE RUN WITH ORCHESTRA CONCERT

Thanks to a targeted campaign among the network of JM Canada Foundation trustees, \$2,500 enabled 250 children to attend this free performance in the Salle Pierre-Mercure at the Centre Pierre-Péladeau. The organization Une école montréalaise pour tous got involved by offering free transportation to participating schools, as well as a digital workshop to accompany the concert. A resounding success!



THE FOUNDATION IN NUMBERS

FUNDRAISING ACTIVITIES 2022–2023

- JM Canada projects
- Annual campaign and planned giving

\$427,435

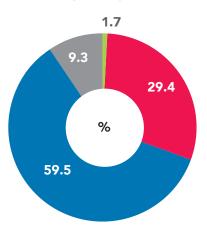
- Golf tournament
- Cabaret Classique Evening
- Virtual auction
- Concert with orchestra

ADDITIONAL FINANCIAL INFORMATION

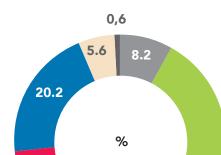
Revenue profile in 2022–2023 (not ASNPO-compliant)

- Mécénat Musica*
- Fundraising activities
- Fund revenues**
- Matching gifts*

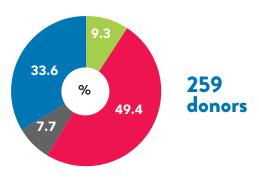
\$1,454,566



- * Not reflected in the financial statements
- ** Lefebvre, FGM, Mendell, Symcox, AIDA



50.8



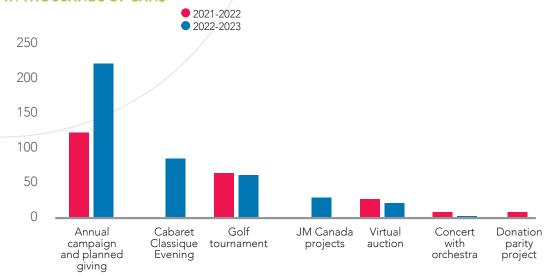
14.6

DONOR PROFILES

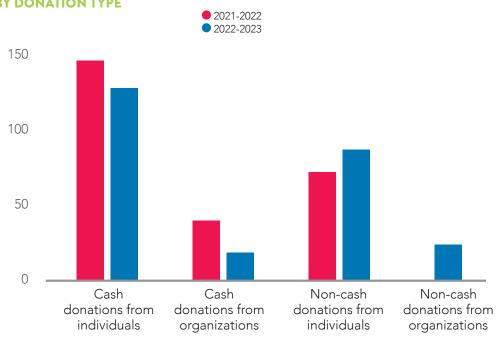
- Cash donations from individuals
- Cash donations from organizations
- Non-cash donations from individuals
- Non-cash donations from organizations

THE FOUNDATION IN NUMBERS

FUNDRAISING ACTIVITIES, GROSS REVENUE IN THOUSANDS OF CAN\$



BREAKDOWN OF DONORS BY DONATION TYPE



FINANCIAL REPORT 2022-2023

INCOME STATEMENT

As of June 30, 2023, the Jeunesses Musicales Canada Foundation recorded an excess of revenues over expenses before contributions and transfers of \$1,850,274, a significant improvement over the surplus of \$927,664 in 2022. Contributions and transfers totalled \$617,300, compared with \$460,300 in 2022. Finally, an unrealized loss on disposal of investments of \$810,470 (compared with \$1,378,231 in 2022) led to a surplus of \$422,504 as of June 30, 2023, marking an improvement over the previous year's deficit of \$910,867.

The Foundation's revenues increased by \$961,006 over the previous year, mainly due to the positive performance of the portfolios (+\$771,045), a bequest of \$150,000, and the Cabaret Classique Evening, which generated gross revenues of \$86,170.

Expenses increased by \$38,396, from \$215,403 to \$253,799. This increase is mainly due to additional portfolio management fees. Contributions and transfers increased by \$157,000 over 2022, reaching a total of \$617,300.

Once again this year, the Foundation contributed to the activities of Jeunesses Musicales Canada with a donation of \$261,300 (\$325,000 in 2022). It also supported the careers of several young artists by providing awards and grants for a total of \$126,000 (\$135,300 in 2022).

REVIEW

The asset value of the JM Canada Foundation as of June 30, 2023, is \$8,258,154 compared to \$7,944,843 in 2022. This increase is the result of an adjustment in the value of our portfolios during the year.

FUND MANAGEMENT

The management of the Jeunesses Musicales Canada Foundation's funds—with the exception of those held by the Foundation of Greater Montréal (FGM)—was previously entrusted to Jarislowsky Fraser Limited until April 30, 2023. Since May 1, National Bank Financial has been responsible for this management. Its mandate is to manage the Foundation's funds with a dynamic, long-term investment approach, in accordance with the investment policy approved by the Foundation's board of directors.

As of June 30, 2023, the market value of the portfolio managed by National Bank Financial was \$6.76 million and there was a further \$1.44 million with the FGM. In addition to this amount, there are funds assigned in perpetuity that are not reported on the Foundation's balance sheet. The Joseph Rouleau Fund and the André Bourbeau Fund had a market value of \$2,588,275 as of June 30, 2023, while the value of the philanthropic fund assigned to the Fondation Québec Philanthrope was \$956,211.

BOARD OF DIRECTORS

NOMINATIONS

VÉRONIQUE DESJARDINS EXECUTIVE DIRECTOR

Véronique Desjardins, Executive Director since December 1, 2022, after a six-month interim period. With 15 years' experience in the arts and culture sector, particularly in music production and presentation, she has acquired a wide range of skills, from producing albums to managing cross-Canada tours for emerging classical music artists. She has also acted as a consultant, helping artists and music companies to build digital development strategies.



JEAN-FRANÇOIS BINETTE BOARD MEMBER

With 35 years of corporate experience in Quebec and abroad, Jean-François Binette is a business strategy consultant based in New Richmond, in Gaspésie. His wide-ranging expertise covers strategic marketing, commercialization, sales management, manufacturing operations, and product development, making him an expert in business development.



ANDRÉ POULIN BOARD MEMBER, REPRESENTATIVE OF JM CANADA

André Poulin has 30 years' experience in corporate human resources and as a consultant with Mercer and Watson Wyatt, specializing in organizational transformation and executive compensation. He was also General Manager of Destination Centre-Ville for fifteen years and has served on numerous boards, including CAA Québec, Tourisme Montréal, Parc Jean-Drapeau, and others. He holds degrees from HEC Montréal, the ENAP, and the Institut des administrateurs de sociétés.



ALAIN R. ROY SECRETARY

Alain R. Roy has been appointed Secretary of the JM Canada Foundation Board of Directors. A historian and lawyer by training, Alain has developed a specialization in ethics and is well acquainted with the history of JM Canada, having served on its board of directors. An administrative judge and member of the Municipal Commission, he became president of the Bureau d'audiences publiques sur l'environnement in 2023.



PERMANENT **AND ADVISORY** COMMITTEES

CHAIR

Florence Junca-Adenot Professor and Director of the Urba 2015 FORUM UOAM

VICE-CHAIRS

Claude Gagliardi Consulting Specialist

Pierre Gagnon Stategy Vice-President La Bande

SECRETARY

Alain R. Roy Administrative Judge

TREASURER

Isabelle Nadeau B.C.L., LL.B., LL.M. Fisc. Partner Crowe BGK

DIRECTORS

Jean-François Binette President and founder JECA Technologie

Leila Boily-Afriat Project Manager McCord-Stewart Museum

Véronique Desjardins Executive Director JM Canada Foundation

Louis Dessureault Vice President Operations Groupe Marie-Claire

Richard Lupien Administrator

Jean-Jacques Laurans President Le Groupe Alfid

Danièle LeBlanc Executive and Artistic

Director JM Canada

Michelle Mercier Administrator

JM Canada representative

Luc Perreault President JM Canada

Luc Plamondon Artist and Administrator

André Poulin Real estate broker Sotheby's Realty International Quebec

JM Canada representative

Marc Rouleau CFO and President Joddes Limited

Renée Rouleau Administrator

J. Daniel Tremblay President Groupe Marketex Ltée

Miroslav Wicha President, Chief Executive Officer and Board President Haivision Network Vidéo

HONORARY MEMBERS OF THE GOVERNING COUNCIL

Robert Lecavalier André Lesage

HONORARY MEMBER IN MEMORIAM

Joseph Rouleau C. C., G.O.Q., C.O.M., O.A.L.F., D. h. c. Peter Symcox

PERMANENT **AND ADVISORY** COMMITTEES

The executive director and the president are ex officio members of all committees.

EXECUTIVE COMMITTEE

Vice-Chair: Claude Gagliardi Vice-Chair: Pierre Gagnon Treasurer: Isabelle Nadeau Secretary: Alain Roy If needed, a board member

FINANCE AND AUDIT COMMITTEE

Treasurer and Committee Chair: Isabelle Nadeau

Richard Lupien Marc Rouleau

Michelle Mercier (JM Canada Board of Directors)

Ex officio member: Danièle LeBlanc

INVESTMENT COMMITTEE

Committee Chair: Marc Rouleau

Isabelle Nadeau Richard Lupien

ETHICS AND GOVERNANCE COMMITTEE

Committee Chair: Alain R. Roy

Richard Lupien Marc Rouleau Daniel Tremblay

NOMINATING COMMITTEE

Committee Chair: Pierre Gagnon

Luc Perreault Alain R. Roy

André Poulin (JM Canada Board of Directors)

BURSARY ISSUING COMMITTEE

Committee Chair: Richard Lupien

Renée Rouleau

Philip Chiu (JM Canada Board of Directors) Ex-officio member: Danièle LeBlanc

FUNDRAISING COMMITTEE

Committee Chair: Florence Junca-Adenot

Richard Lupien Claude Gagliardi Jean-François Binette

Michelle Mercier (JM Canada Board of Directors) André Poulin (JM Canada Board of Directors)

STRATEGIC PLANNING COMMITTEE

Ad Hoc Committee

Committee Chair: Michelle Mercier (JM Canada Board of Directors)

Danièle LeBlanc Claude Gagliardi Richard Lupien

Golf Committee

Claude Gagliardi Richard Lupien Pierre Gagnon Daniel Tremblay

Cabaret Classique Evening Committee

Committee Chair: Florence Junca-Adenot

Luc Perreault Hélène Garneau Normand Ricard Christiane Dufour

Fundraising Auction Committee

André Poulin

JM Canada 75th Joint Celebration Committee

Claude Gagliardi Florence Junca-Adenot Luc Perreault Michelle Mercier André Poulin Danièle LeBlanc Véronique Desjardins



TEAM



DIRECTION Véronique Desjardins Executive Director – full-time



FINANCE & ADMINISTRATION Nathalie Allen, CPA Financial Services Director part-time



André Mercier Accounting Technician part-time



Janie-Kim Béland Assistant, Fundraising and Partnerships – part-time



COMMUNICATIONS Noémie Vallet Head of Communications part-time



Mélissa Latinier Coordinator Digital communication part-time





ACKNOWLEDGMENTS

2022-2023 DONOR LIST

The JM Canada Foundation would like to extend a heartfelt thank you to all who contributed for their donations and support.

\$20 to \$999

Anonymous (3) Fabrice Adenot Joanne Anka Benoit Beauséjour Vianney Bélanger Brent Besner Charles Binamé Jonathan Bisaillon Doris Blaise Patrice Bombardier

Johanne Bourque Robin Brais Jackie Cerceau Jacques Chagnon Pierre Chagnon

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ACKNOWLEDGMENTS

2022-2023 DONOR LIST

\$1,000 to \$9,999

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Fondation Famille Lupien
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Fondation Jeanniot
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Montréal
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Annette Le Monnier
Luc Maurice

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Rémy Therrien
Laurence Vincent
Miroslav Wicha

\$25,000 and more

Anonyme (1) Fondation RBC Peter J. F. Symcox

\$10,000 to \$24,999

Anonyme (2)
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Cameron Crozman
Claude Gagliardi
Sylvain Houle
Florence Junca Adenot
Luc Perreault
André Poulin
Lucie Tougas
Miroslav Wicha

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