

20 February 2024



To: Honourable Warden Smith  
Members of Council  
Fr: Rob Stork, Executive Director, Osprey Arts Centre  
Alison Chappell, Board Chair, Osprey Arts Centre

Thank you for the opportunity to appear as a delegation representing the Osprey Arts Centre Association and all those residents of the municipality who enjoy and value the programming of the Osprey Arts Centre. We have to begin by acknowledging the support the municipality has shown the Osprey in the past. We thank you for that. It is also a fitting segue to the purpose of our appearing before you.

The Osprey Arts Centre is an important social and cultural institution in the Town and Municipality of Shelburne. Indeed, it is the only facility of its kind in all of Shelburne County. To find a similarly equipped performing arts space, one must travel out of county over an hour to Yarmouth or nearly an hour to Liverpool.

Operating the Osprey comes with substantial challenges in the best of times. They include:

- A limited audience to draw from
- The extraordinary expenses associated with maintaining the building
- The expenses of bringing quality programming and performances from out of town while maintaining ticket prices that make the Osprey available to as many residents as possible

But to the above, we must more recently add:

- A fire in the building which shut the Osprey down for the better part of a year
- Followed immediately by Covid which made it impossible to hold events in the space for another two years
- Last year's wildfires
- Even the floods in the fall, which didn't reach Shelburne County, but disrupted our programming, causing cancellations

Every cancellation, every missed show, is a missed opportunity to generate important operating capital.

So we appear before you to stress these factors as you deliberate over the Grants to Organizations program. We have applied for the maximum allowed amount of \$2K, and we hope we can count on that. But we're here to make a case for more support and to ask council if there are other funding streams which might be applied to our operation.

Finally, we have our season brochure for which we sell advertising/sponsorship space. We call it Brochure+ because we also feature our sponsors on-screen before, during (when applicable) and after every show. We have attached a one-sheet of the program for your further information. We hope council will consider coming on as a Major Sponsor at the \$1000 level.

All of the above notwithstanding, we'd also like to know how we can do better, how we can interface with the municipality in a way that is mutually supportive and may or may not involve dollars spent or dollars received. We welcome your questions.



**Brochure  
+Plus**

## Sponsorship Program

**\$2500**

### PRESENTING SPONSOR

- Logo appears with the Osprey's in all print and social media promotion. (est. 2024 events: 40+)
- Two (2) premium full page ads in the brochure (inside front cover and back cover)
- Screen credit (stand alone) at all shows,
- Banner on the building at entryway
- Customer discount program\*
- Acknowledgement on social media and website

**\$1000**

### MAJOR SPONSOR

- 1 full page ad in the season brochure
- Grouped credit with other Major Sponsors on-screen at all shows
- Customer discount program\*
- Acknowledgement on social media and website

**\$500**

### COMMUNITY SPONSOR

- 1/2 page ad in the brochure
- grouped credit with other Community Sponsors on-screen prior to shows
- Customer Discount Program\*
- Acknowledgment on social media and website

**Because it's not just the Osprey,  
it's Your Osprey**

