



*music*  
NOVA SCOTIA

2026  
**ANNUAL  
REPORT**

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The Board of Directors of Music Nova Scotia wishes to acknowledge the contributions of respected government, industry, and corporate partners.

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ACTRA RACS  
Advocate  
The African Nova Scotian Music Association (ANSMA)  
Atlantic Lottery  
Barkeep Cocktails  
Bay Ferries Ltd  
BreakOut West  
C&C Flooring  
Cape Breton Music Industry Cooperative (CBMIC)  
The Coast  
Coastal Financial Credit Union  
Cox & Palmer  
Dairy Farmers of Canada  
Discover Halifax  
Downtown Halifax Business Commission  
Element Event Solutions  
Employment Nova Scotia  
Event Atlantic  
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Graves Electrical  
Hear! Here! Society  
Needs Convenience  
Nova Scotia Loyal  
Nova Scotia Regional Enterprise Networks  
Nova Scotia Country Music Hall of Fame  
Nova Scotia Spirit Co.  
Nova Scotia Works

NSLC  
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Province of Nova Scotia  
Shoebox Studios  
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Canada (SOCAN)  
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Support4Culture  
Tixr  
Tri Star Industries  
Tuesday Brewing  
Tusket Ford  
UNISON Fund  
VERB Interactive  
Wasoqopa'q First Nation  
Women In Music Canada  
Y95 Acadia Broadcasting  
Yarmouth and Acadian Shores Tourism Association

The Board of Directors of Music Nova Scotia also wishes to thank all artists, industry professionals, and volunteers who have contributed their time and expertise to the association throughout the year.

## Major Partners:

**FACTOR**  
THE CANADIAN MUSIC INDUSTRY DEVELOPMENT FUND

This project has been made possible in part by the Government of Canada. Ce projet a été rendu possible en partie grâce au gouvernement du Canada.

**Canada**

**NOVA SCOTIA**  
**NOUVELLE-ÉCOSSE**

**Atlantic Canada  
Opportunities  
Agency**

# BOARD OF DIRECTORS 2025-2026

## Executive

Sarah Jamer – President (2027)  
Tenille Goodspeed – First Vice President (2027)  
Meagan Davidson – Second Vice President (2026)  
Trevor Murphy – Third Vice President (2026)  
Jody Upshaw – Secretary (2027)  
Chris Gosse – Treasurer (2026)

## ANSMA

Nevawn Patrick (Appointed)

## Legal Advisor

Brian Awad

## Directors

Art Ross (2027)  
Katrina Lopes (2027)  
Natasha Chestnut (2026)  
Sam Wilson (2027)  
Siobhan Martin (2026)

## Lifelong Director

Gerry Boudreau

Terms end June 23rd of year shown

NSMW Staff photographed by Pam Samson Photography



# MUSIC NOVA SCOTIA STAFF 2025-26

## **Allegra Swanson**

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## **Darryl Smith**

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## **Kelsey Whynot**

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## **Natalie Slater**

Finance Officer  
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## **Thank you to the outgoing MNS Staff who contributed to the 2025-2026 fiscal year:**

Dana Beeler  
Events and Strategic Development Manager

Shevy Price  
Membership & Admin Coordinator

## **Nova Scotia Music Week:**

CJ Bissett: Festival Coordinator  
Andrea Cormier: Box Office Coordinator  
Bea Devlin: Volunteer Coordinator  
Sophie Noel: Conference & Delegate Coordinator  
Willa Owen: Sponsorship Liaison  
Justis Wiles: Social Media & Marketing Liaison (JCP Program)  
Serene Porter: Indigenous Cultural Consultant  
Errin Williams: Facilitator, The Well

# President's Message

This past year reminded me of just how much this community cares. When our sector faced real challenges, members showed up and held conversations in every corner of the province to make their voices heard. That kind of passion is what makes this industry so special.

I am incredibly proud of what the Music Nova Scotia team accomplished against a challenging backdrop. When funding program changes became necessary, we surveyed our members to make sure any decisions reflected what the community actually needs. We were able to keep the Community Presenters Program, and we are closing in on 1,000 unique active memberships. I am hopeful this is the year we hit that milestone together.



We made meaningful progress on building a more sustainable organization. Our partnership with Halifax Music Fest for a \$1/ticket giving program is a great example of how we can champion great events and give back to our industry at the same time. That partnership helped launch the Wavemakers Industry Builders Camp, bringing together artists and industry from across Atlantic Canada for a week of mentorship, songwriting, media training, strategic planning, wellness, and more. We hosted our first Wavemakers: Music Futures conference at the Halifax Convention Centre, and through our work with Discover Halifax on the Integrated Tourism Master Plan 2030, we're now leading and partnering on key initiatives that recognize music as central to this province's identity and economy.

Nova Scotia Music Week returned to Yarmouth, and the numbers tell a story worth celebrating: more than 40% of artist submissions came from women and gender-diverse artists, and submissions from racialized and Indigenous artists reached 39%, the highest in the festival's history. This reflects intentional relationship-building and a commitment to making Nova Scotia Music Week a space where everyone belongs.

Looking ahead, I am excited for Nova Scotia Music Week to return to Truro this year and equally excited for what the event may look like for our 30th anniversary in 2027. I'm energized by the direction we are headed as an organization: growing our community of industry professionals so we can bring more support, more opportunity, and more resources to the incredible artists we have here in Nova Scotia

To the Music Nova Scotia staff, board, and members, thank you. What we've built this year, in this climate, is something to be proud of.

A stylized, handwritten signature in white ink, appearing to read 'Sarah Jamer'.

**Sarah Jamer**

President of the Board, Music Nova Scotia

# MEMBERSHIP SERVICES

As our membership continues to grow, we have recognized that it's time to upgrade our digital services and website. Our new customer relationship management software, Member365, will allow for a better online experience for our members. Things like voting, juring, and the management of artist pages will be unified into one space and made simpler and cleaner. We also aim to provide new resources for the industry part of our membership, namely venues, promoters, and agencies.



Angel Girl photographed by Pam Samson Photography

**As of April 2026, we have 965 active members, which is a 7% increase from 2024/2025**

	2025/2026
<b>Individual Member</b>	520
<b>Band/Group</b>	261
<b>Small Business</b>	90
<b>Youth</b>	8
<b>Non-profit</b>	46
<b>Corporate</b>	24
<b>Venue</b>	16
<b>TOTAL</b>	<b>965</b>



## Voting

Your membership entitles you to vote! Membership is encouraged to attend and vote at the Music Nova Scotia Annual General Meeting, held every June. This is where members have their say and can shape the path of Music Nova Scotia. Members are also encouraged to vote for the Music Nova Scotia Music & Industry Awards, a celebration of the provincial music industry held every November. One vote is given per individual or band membership and two votes per non-profit or corporate membership. The individual who signed up for the membership will be automatically considered the first voting member, unless otherwise stated. The voting members **MUST** be part of the band/group/association membership.

## Perks/Discounts

Music Nova Scotia has negotiated a variety of discounts to help our members support their careers, from wellness services and graphic design to airport parking and legal advice. We also host a number of workshops and seminars throughout the year, and provide one-on-one consultations on a range of music business topics. Notices for these events are shared via email, social media, and on our website.

To further encourage accessibility and reach, MNS in addition:

- Continued our partnership with **The African Nova Scotian Music Association (ANSMA)**, offering free MNS memberships to all active ANSMA members.
- Maintained our support of the **Mi'kmaq Artist Emergence Program (MAEP)**, offering free memberships to eligible participants.
- Began planning Indigenous outreach to better understand and serve these communities through more accessible memberships.

- Introduced **hyperlinked sign-up forms** that remove the need for credit card information for ANSMA, Youth, and Indigenous members, aligning with our equity commitments.

MNS is also expanding access by exploring opportunities with national partners like **CARAS/The JUNO Awards**. Benefits include:

- Preferred pricing on JUNO Awards submissions
- Voting rights in up to 16 categories
- Ticket discounts for the JUNO Awards

## Consultations

One-on-one consultations continue to be a vital part of how MNS wants to better support our members. Whether it's help with investment programs, grant writing, career planning, marketing strategy, or navigating the music industry more broadly, members are encouraged to book time with our team.

To support this demand, we've created a smoother intake process that starts with an introductory consultation. This allows members to book with our Events and Admin Coordinator for:

- Space to ask entry-level questions and get direction
- Time to identify the best staff member to connect with based on specific needs
- Support in getting organized before meeting with other team members

This approach benefits both members and staff — making sure meetings are more intentional and aligned with individual goals.

# COMMUNITY BUILDING

Funded by FACTOR, MNS supported the following events to build community for its members:

## **Mi'Kmaq Artist Emergence Program**

June 21 - 27, 2025, NSCC, Dartmouth

### **Participants:**

- Britney Lee Sack, Sipekne'katik First Nation
- Chantelle Sherise, Millbrook First Nation
- Cherise Basque, Paqtnkek
- Dustin Isaac, Listiguj
- Jan Martin, Listiguj
- Maisyn Sock, Eskasoni First Nation
- Naomi Pierrard
- Sidney Francis, Eskasoni First Nation
- Talon Simon, Elsipogtog
- Teineisha Richards
- Tevin Nicholas, Wekoqmaq
- Thunder Thomas, Sipekne'katik First Nation

## **Pride on Tap**

July 24, 2025, Garrison Seaport, Halifax

**Attendees:** 40

### **Performers:**

- T. Thomason (Curator and Host)
- Hobo Aquarium
- Pillow Fite
- Anita Landback

## **Crescendo Fest: Live Sound Production Workshop**

July 31, 2025, Dartmouth

**Mentor:** Bruce Burton

**Attendees:** 50

## **BPM x WAG-Qaumajuq Showcase at BreakOut West**

September 26, 2025, Winnipeg, MB

**Participant:** aRENYE



Jordan Peck, photographed by Pam Samson Photography

**Indigenous Artist and Delegate experience at Nova Scotia Music Week**

October 23 - 26, 2025

**Lead:** Serene Porter

**IWD: The Amplify Summit**

March 30, 2026

**Attendees: 25**

**Panellists/Mentors:**

- Cassie Mann
- Jody Upshaw
- Meagan Davidson
- Micah Smith
- Ria Mae
- Siobhan Martin
- Tenille Goodspeed
- Vanessa Furlong

**The Road to NSMW**

Various dates/locations

- Sensory Accessible Concert (presented in partnership with Cecilia Concerts and Jennifer King), featuring performances by Adria Jackson, Blessing Tangban, and Moira & Claire.
- Online Mental Health First Aid Training workshop (presented in partnership with St. John's Ambulance and the Mental Health Foundation of Nova Scotia)
- Frenchy's thrifting meet-up to get stage-ready on a budget
- Virtual AMA session with NSMW Staff



Blessing Tangban, photographed by Matt Chisholm Photography



Bill Ricky, photographed by Allan Cosman

# COMMUNICATION & MARKETING

Music Nova Scotia uses newsletters and social media marketing to share programming, news from industry partners, and news from membership to over 46,000 followers across all active platforms. In the last year, MNS shared:

- 243 events
- 301 music releases
- Announcements, programs, and opportunities that Music Nova Scotia members can take advantage of from music industry organizations across the country

MNS Members and industry partners are invited to submit their news (new releases, upcoming shows, and other announcements) to [musicnovascotia.ca/submit](http://musicnovascotia.ca/submit) be featured in the weekly newsletter, the Music Nova Scotia social media channels, and website.



Conference photographed by Pam Samson Photography

# LOBBYING

**Music Nova Scotia acts on behalf of the Nova Scotia music industry regionally, nationally and internationally, both to government and other music industry associations.**

## Addressing Provincial cuts to Arts & Heritage

In 2023-24, the province increased operational support for arts organizations for the first time in years, recognizing the vital role music and culture play in our economy and communities. In February, however, the 2026/27 budget showed a proposed \$14M cut to Arts & Culture.

MNS worked closely with many arts organizations to share key statistics and messaging when understanding the impact of the 20% cut to Anchor Organizations, which affected MNS' annual operating expenses directly. These cuts have been seen across export programming, Nova Scotia Music Week, operational expenses, and MNS Investment Programs. When the cuts were finalized, MNS released a survey to all program clients to better understand how the programs were accessed, ensuring member feedback and successful program outcomes were taken into account prior to making any changes.

Over the last 2 years, MNS has invested in our sector on behalf of the province, leading to measurable economic growth:

- \$720,608 invested
- \$3,300,725 in actual revenue
- 4.6x return
- \$8,285,771 forecasted revenue over the next three years
- An estimated 250 jobs supported across Nova Scotia (1/4 in rural regions)

MNS continues to work with the Department of Communities, Culture, Tourism, and Heritage to ensure alternative sources for funding continue to be explored to keep programs active and operational.



## BOARD OF DIRECTORS

The Music Nova Scotia Board of Directors is a volunteer based board made up of Members of Music Nova Scotia. Board Directors are elected to the MNS Board in June every year by the membership during the Annual General Meeting (AGM).

The Board holds bi-monthly meetings and shapes the direction of the association on behalf of its members. Music Nova Scotia holds elections every year for spots on the board. There is a standing position on the Board for an individual from the African Nova Scotian Music Association (ANSMA) as well as an appointed legal advisor.

Terms for Board Directors are two years with a maximum three consecutive terms served. The Executive of the Board consists of a President, three Vice Presidents, a Treasurer, and a Secretary. The Executive positions are voted on annually by the full Board following the AGM in June.

## BASIC TRAINING

Basic Training offers educational sessions on different aspects of the music industry. These sessions are open to the public and help prepare members with real-life scenarios and experience in the industry.

Certain sessions are mandatory for all first-time Nova Scotia Music Week showcasing artists, as well as new funding clients and clients who wish to move up through the funding tiers.

### Basic Training sessions include:

- Business Basics
- Building Your Team
- Conferencing & Showcasing
- Financial
- Funding
- Live Performance
- Marketing
- Recording
- Royalties for Songwriters
- Royalties for Master Owners and Performers
- Social Media & Analytics
- Streaming

### Basic Training Attendance Statistics:

Total Sessions Offered: 24

Total Participants: 89

Total Sessions Attended: 39

# NOVA SCOTIA MUSIC WEEK 2025

NSMW 2025 returned to Yarmouth/Kespukwitk, delivering a strong and steady year across festival programming, industry engagement, and community impact. While overall ticket sales saw a modest decline following 2024's peak year in Wolfville, the event remained well above pre-pandemic levels, reinforcing its resilience and continued audience loyalty. The festival presented 96 showcasing artists across six venues, alongside a dynamic conference program and a growing delegate presence.

Artist submissions reached 221, marking a slight decrease from the previous year's record high but still demonstrating sustained interest and engagement. Representation continued to improve, with over 40% of applicants identifying as women or gender-diverse, and 39% identifying as racialized or Indigenous — the highest level of representation in the festival's history. Showcasing artists reflected this progress, with near gender parity and strong diversity across genres and communities.

Industry engagement remained a key strength. NSMW welcomed 35 delegates from across Canada, the UK, and Europe, alongside 27 regional buyers. The conference featured tracks focused on mentorship, skill development, and expanding pathways, including the queer-focused "Q Frequencies" stream. A revised one-on-one meeting format prioritized longer, more meaningful connections, resulting in 757 curated meetings between artists and industry professionals.

Artist experience was a central priority. The Support4Culture Artist Lounge returned for its fourth year, offering wellness programming, mental health supports, and community-building opportunities, with 67 meals provided through the artist care program. Artists reported strong outcomes, including new touring opportunities, festival bookings, sync leads, and expanded professional networks, with many estimating \$1,000–\$5,000+ in potential future income.

Financially, NSMW 2025 remained stable and competitive. Gross ticket revenue reached \$32,000, outperforming 2022 and 2023 levels, while sponsorship revenue totaled \$72,500 — achieving over 90% of target. Marketing efforts expanded significantly, with the new NSMW Instagram account reaching 23,000 users and generating over 200,000 views, alongside 165,000+ app page views throughout the event.

The Music Nova Scotia Awards, hosted by CTV's Katie Kelly, celebrated the province's music industry with 31 awards and generated a \$3,690 surplus, marking a strong financial outcome for the program. The event brought together approximately 270 nominees and industry professionals and featured performances from leading Nova Scotia artists.

Supported by partners including the Province of Nova Scotia, ACOA, FACTOR, the Government of Canada, Canada's Private Radio Broadcasters, and local host partners in Yarmouth, NSMW 2025 reinforced its role as a key cultural and economic driver for Nova Scotia's music sector, while continuing to evolve through improved communication, artist care, and industry connection opportunities.

Adina, photographed by Pam Samson



aRENYE, photographed by Pam Samson

# NOVA SCOTIA MUSIC WEEK 2025

## 2025 Showcase Artists

Adina, Adria Jackson, Alexander Gallant, All Mother, Alvaro, Andrea Cormier, ANGEL GIRL, aRENYE, Avery Dakin, BASYL, Beauts, BETHANY, Bill Ricky, Bologna Colorado, Braden Lam, Burry, C Stone-Léon, Cameron Nickerson, Champagne Weather, chasing luma, Colrain, Customer Service, DEADØNE, Edward Enman, Eliza Rhineland, Gearl, Ghettochild, Good Dear Good, Haliey Smith, HARMZ, Heather MacIsaac, Hegatsbe, idialedyournumber, Jake Ballard, Jennifer King, Jéa, Jon Samuel, Jordan Peck, Julia Cunningham, KAYO, KC Okoye, Kids Losing Sleep, Kristen Martell, Kxng Wooz, Kyla Jean, Kye Clayton, Last Call Chernobyl, Laura Roy, Leanne Hoffman, LDN, Lily Milne-Gunn, Lindsay Misiner, Lisa Richard, Loviet, Luna Red, L'Nu Joker, Madeline, Maisyn Sock, Mat Hughes, Mayaya, Million Vibes, Mo Kenney, Moira & Claire, Morgan Toney, Nicole Ariana, Nicolae, norc, Pat LePoidevin, Pillow Fite, Quoia States, Rankin MacInnis & the Broken Reeds, RealEyez, Rich Aucoin, Sahara Jane, SALT LAMP, Sam Wilson, Sidney Francis, Sleepy Kicks, Sly-Fi, Sophie Noel, Steel Cut Oats, Talon the Rez Kid Wonder, Taylor Jensen, Terra Spencer, The Culls, The Dusty Halos, The Gilberts, The Orchids, The Public Service, Tide & Timbre, Warlet, Where Giants Once Stood, Yung St4k, Zamani Folade.



Victoria Cameron, photographed by Pam Samson

## 2025 Showcase Venues

- The Rodd Grand Ballroom
- Haley Lounge
- 341 Main
- Yarmouth Museum and Archives
- Red Knight
- TH'YARC



Loviet, photographed by Tim Vallillee Photos



Mo Kenney, photographed by Pam Samson

# INTERNATIONAL & DOMESTIC BUSINESS DEVELOPMENT

## ECMA

May 7 - 11, 2025 - St. John's, NL

**Genre:** Various

**Level:** Developing, export-ready

**Delegates:** US, UK, Canada

## Focus Wales

May 7 - 11, 2025, Wrexham, UK

**Genre:** Pop, indie pop, rock, hip hop

**Level:** Developing, export-ready

**Delegates:** UK, Hong Kong, agents, labels, funders (Wales)

**Artists:** Rich Aucoin, Leanne Hoffman, The Gilberts

## Canadian New Music Showcase

May 15, 2025 - London, UK

**Genre:** Pop, indie pop, rock, hip hop

**Level:** Developing, export-ready

**Delegates:** London, UK

**Artists:** Rich Aucoin, Leanne Hoffman

## International Indigenous Music Summit

June 2-6, 2025 - Toronto, ON

**Genre:** Various

**Level:** Developing, export-ready

**Delegates:** Indigenous Artist and Industry Across Canada

**Artists:** Matty Galaxy

## Pitch Scotland

August 21 - 24, 2025-Glasgow, Scotland

**Location:** Drygate, Glasgow Scotland

**Genre:** Hip-hop

**Level:** Developing, export-ready

**Delegates:** Scotland, UK, EU, and US

**Artists:** Matty Galaxy, Haliey Smith



Luna Red, photographed by Pam Samson

## Do It For the Culture

September 4-7, 2025 - Kelowna, BC

**Genre:** Hip Hop, R&B, Rap

**Level:** Developing, export-ready

**Delegates:** Western Canada, the UK, and US

**Artists:** KAYO

## BreakOut West

September 25-28, 2025 - Winnipeg, MB

**Partners:** Music Nova Scotia, Music-Musique NB, Music NL, Music PEI

**Genre:** All

**Level:** Developing, export-ready

**Delegates:** Western Canada, the UK, and US

**Artists:** Daniel James McFadyen, aRENYE

## Folk Canada

October 2-5, 2025 - Mississauga, ON

**Genre:** Folk, Roots

**Level:** Export-ready

**Delegates:** Across Canada and International

**Artists:** Sahara Jane, Braden Lam

## Mundial Montreal

November 18-21, 2025 - Montreal, QC

**Genre:** Various

**Level:** Export-ready

**Delegates:** Booking agents, labels, Events, Quebec focus

**Artists:** Morgan Toney

## Come Together

November 25-27, 2025 - Toronto, ON

**Genre:** Indie, rock, hip-hop, rock, pop

**Level:** Export-ready

**Delegates:** Booking agents, labels, Canadian-focused

**Artists:** Maggie Andrew

## Boston Tree Lighting

December 4, 2025 - Boston, MA

**Genre:** Holiday

**Level:** Exporting, export-ready

**Delegates:** N/A

**Artists:** Matt Andersen, Maggie Andrew

## \$500K Investment from CCTH, granted in FY 2024

Item	Budgeted	Spent
ACP programs	\$100,000.00	\$100,000.00
Export Accelerator	\$50,000.00	\$14,266.35
AIFF	\$10,000.00	\$10,000.00
Basic Training	\$3,147.94	\$3,147.94
Wavemakers	\$85,000.00	\$36,000.00
NSMW Travel Bursary	\$14,075.00	\$14,075.00
<b>TOTAL:</b>	<b>\$262,222.94</b>	<b>\$203,956.59</b>
<b>Total Allocated:</b>		<b>\$261,000.00</b>
<b>Deferred for 26/27:</b>		<b>\$58,266.35</b>

The deferred funds for 2026/2027 will be used to ensure Wavemakers legacy programs will continue despite the recent cuts to arts and culture funding.

### ACP Program

See page 21 for more information.

### Export Accelerator

The Music Nova Scotia Export Accelerator, a two-year pilot project, supported export-ready and exporting artists in positioning themselves for success in national and international markets. Building on over a decade of international business development work, the program was designed to address systemic barriers that limit participation for racialized, Indigenous, and developing artists by reducing financial and administrative burdens. In its final year, the program supported artists and industry professionals to attend key showcase events and conferences across Canada and internationally. Through a cohort-based model, participants received comprehensive support covering travel, accommodations, and logistics, enabling them to focus on showcasing, networking, and professional development while fostering collaboration and peer learning. Funded by the Province of Nova Scotia's

Department of Communities, Culture, Tourism, and Heritage, the program supported participation in nine events across domestic and international markets. Based on participant data, at least 30% of supported participants identified as women, and the cohort included Indigenous artists and artists of African, Caribbean, Middle Eastern, and mixed heritage, reflecting a strong commitment to cultural diversity and equitable access to export opportunities. Participant outcomes demonstrate meaningful impact, including new audience development, international collaborations, and connections with booking agents, presenters, and industry partners, with several artists securing festival opportunities, touring prospects, and pathways to sync and representation. Delivered with a \$50,000 investment, the program incurred \$40,733.65 in expenses, resulting in a surplus of \$9,266.35 which allowed for an additional two projects to be supported in the 2026/27 fiscal year.

### Atlantic International Film Festival: Sonic Cinema

For its second year, MNS partnered with AIFF but for 2025, chose to present a curated showcase of innovative, boundary-pushing music videos as part of the 2025 Festival pre-show. Selected music videos were screened before multiple festival screenings, offering valuable exposure to AIFF audiences. The 2025 Sonic Cinema artists chosen were:

1. Landmine, by Daniel James McFadyen. Directed by Tim Mombourquette.
2. Wide Open by Braden Lam ft. Michaela Slinger. Directed by Griffin O'Toole.
3. The Quest by Harmony Adesola. Directed by Harmony Adesola and Nikita Morris.
4. Retrograde by Yung St4k. Directed by Jeff Miller.
5. How to Sing for Money by Maggie Andrew. Directed by MOOSECANFLY.
6. Mother Earth's Warning by Alan Syliboy & The Thundermakers. Directed by Charlie Benoit.
7. From Nowhere by Mo Kenney. Directed by Nicole Cecile Holland and Sarah Swire.
8. TV Glow by Burry. Directed by Annaka Gale.
9. I think I do this by Sophie Noel. Directed by Cloe Logan.
10. Bunny Goes 2 Business School by idialedyournumber. Directed by Malcolm MacMaster.
11. Tight! by Sarah Swire. Directed by Sarah Swire.

## **Building a Career in the Music Industry**

See page 13 for more details

### **Wavemakers**

The Music Nova Scotia Export Following the success of the 2024 JUNO Awards in Halifax, Music Nova Scotia launched a series of initiatives born from the Wavemakers programming created by the local host committee. These initiatives focus on building sustainable leadership, opportunity, and infrastructure in Nova Scotia's music ecosystem. The following initiatives were launched in 2026.

#### **1. Wavemakers Industry Builders Camp**

The Wavemakers Industry Builders Camp brought together artists, industry professionals, and mentors from across Atlantic Canada for an immersive, multi-day development experience focused on skill-building, collaboration, and career growth. Designed as a more intensive and hands-on event, the camp created space for deeper learning, relationship-building, and personal and professional reflection.

#### **2026 Participants**

##### **Artists:**

- Diana Delirio
- Kayo
- Loviet
- Nicole Ariana
- Sadie
- Tim Hatcher (Good Dear Good)

##### **Industry**

- Chris Bolton
- Evan Syliboy
- Jeff Sheppard
- Leah Murphy
- Micah Smith

#### **2. Wavemakers Music Futures**

The inaugural Wavemakers: Music Futures Conference in March 2026 brought together over 100 industry professionals, artists, tourism operators, government, and private sector partners for 1.5 days of discussion and connection. Positioned at the intersection of music, tourism, and business, the event created a strong foundation for cross-sector dialogue and collaboration.

## **NSMW Travel Bursary**

This program, in its 4th year, allows MNS to directly address a long-standing barrier for emerging and regional artists: the costs of travel and access to Nova Scotia Music Week as the event moves across the province. By offsetting transportation and accommodations for showcasing artists, MNS aims to make it easier for artists to attend the festival, build their fanbase, and build vital connections with audiences and industry delegates. The Travel Bursary Program has been vital to the growth of NSMW and has ensured MNS remains a leader in the sector to promote emerging talent and continue to prioritize the growth of a music scene across the province.



Talon the Rez Kid Wonder, photographed by Pam Samson



# MUSIC NOVA SCOTIA CLIENT INVESTMENT PROGRAM OVERVIEW

## FY 2025/2026

### Client Investment Program Components and Streams

- Artist I Recording
- Artist II/III Recording
- Artistic Creation Program
- Artistic Creation Program II
- Developing Songwriter/Producer
- Marketing
- Live – Tour Support
- Live – Showcase
- Live – Community Presenter
- Business Travel
- Business Development
- Mentorship
- Industry Builders Mentorship

# Additional Investment Program Components and Streams

## Artistic Creation Program II

In consultation with ANSMA, members of the African Nova Scotian Community, and other stakeholders, the ACP II program was created with funding from the Department of Communities, Culture, Tourism, and Heritage.

The Artistic Creation Program II of the Music Nova Scotia Investment Program offers a \$3,000 investment toward one year of artist development activities, including sound recording, touring and showcasing, video production, marketing, and promotion. The Artistic Creation Program II is only available to applicants of racialized communities. Following provincial cuts announced in 2026, this program is on hiatus for the 2026/27 fiscal year.

## Industry Builders Mentorship Program

In consultation with ANSMA, members of the African Nova Scotian Community, and other stakeholders, the Industry Builders Mentorship program was created with funding from the Department of Communities, Culture, Tourism, and Heritage.

The Industry Builders Mentorship component of the Music Nova Scotia Investment Program supports developmental employment relationships between Developing and Export-Ready Artists/Companies/Entrepreneurs (Mentee) and mentors in which a more experienced music industry professional (Mentor) shares information, skills, or knowledge and standards or best

practices that will advance the applicant's career, enhance their education, and build their networks. The Industry Builders Mentorship program is only available to applicants of racialized communities. Following provincial cuts announced in 2026, this program is on hiatus for the 2026/27 fiscal year.

## DAWN Fund

With support from the DAWN Fund, MNS created a new funding stream. The DAWN Fund is a designated program for applicants who identify as trans, two-spirit, or non-binary. The DAWN Fund Bursary Program of the Music Nova Scotia Investment Program offers a \$2,000.00 investment toward the creation and marketing of musical and audio-visual artistic creations, including but not limited to recordings, performance videos, & music videos.



Cameron Nickerson, photographed by Kent Speiran

# Music Nova Scotia Investment Program Levels of Client Investment

Component	Max Per Project	Invest %	Budget	Actual
Artist I Recording	\$1,500	75%	\$35,000	\$38,800
Artist II/III Recording	\$3,000	50%	\$42,000	\$41,000
Artistic Creation I	\$1,500	100%	\$25,000	\$15,000
Artistic Creation II	\$3,000	100%	\$33,000	\$28,500
Business Travel	Annual Cap of \$2,000/\$5,000	50%	\$25,000	\$19,769
Business Development	\$1,000/\$2,500/ \$7,500	50%	\$12,000	\$4,500
Community Presenter	\$1,000 per show	25%	\$60,000	\$63,640
Dawn Fund	\$2000/\$4000	75%	\$8,000	\$8,000
Developing Songwriter/Producer	\$3,000	75%	\$10,000	\$7,000
Industry Builders Mentorship	\$15,000	100%	\$42,000	\$65,000
<b>Live Performance</b>				
Tour Support Stream	\$10,000/\$5,000/\$1,500	50%-67%	\$160,000	\$206,000
Showcase Stream	\$5,000/\$3,000/\$1,500	75%	\$83,000	\$94,450
<b>Marketing</b>	\$10,000/\$5,000/\$1,500		\$195,000	\$212,700
<b>Mentorships</b>	\$15,000	75%	\$70,000	\$15,000
Total Direct Client Investment			\$765,000	\$780,559
Administration			\$100,000	\$100,000
<b>Total Budget</b>			<b>\$865,000</b>	<b>\$880,559</b>
<b>25/26 From Deferred Revenue</b>				<b>\$15,559</b>

# Investment Client Applicant Profile Overview

FY 2025/26

## Total Client Applicant Profiles:

Artists: 993  
Artist I: 859  
Artist II: 70  
Artist III: 64

Company/Entrepreneur: 164

Business I: 115  
Business II: 7  
Business III: 42

Community Presenters: 63



Morgan Toney, photographed by Pam Samson

# Music Nova Scotia Client Investment Results FY 2025/26

All results are based on completion reports received to date.

- Actual Revenue is revenue earned during the course of the project
- Future Revenue is estimated revenue for the next three years

All revenue projections are based on self-reported numbers from investment clients based on the following income sources:

- Recording Sales Revenue (streaming, downloads, and physical)
- Live Performance Revenue (including online performances)
- Merchandise Revenue
- Publishing Revenue (performing rights and neighbouring rights)
- Sync Licensing Revenue

Results to Date Include 102% Investment Allocations with 72% Project Completion

See below for a full list of Investment Client recipients and amounts awarded.

## Artist I Recording

### Projects

Number of Applications Received: 53  
Number of Projects Approved: 28  
Percentage of Projects Approved: 53%  
Total Awarded: \$35,000

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 17  
Total Music Nova Scotia Investment:  
\$23,100

**Actual Revenue: \$15,933**  
**Future Revenue: \$131,625**

## Artist II/III Recording

### Projects

Number of Applications Received: 15  
Number of Projects Approved: 14  
Percentage of Projects Approved: 93%  
Total Awarded: \$41,000

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 6  
Total Music Nova Scotia Investment:  
\$16,426

**Actual Revenue: \$52,700**  
**Future Revenue: \$598,000**

## Artistic Creation Program

### Projects

Number of Applications Received: 14  
Number of Projects Approved: 10  
Percentage of Projects Approved: 71%  
Total Awarded: \$15,000

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 1  
Total Music Nova Scotia Investment: \$1,500

**Actual Revenue: \$441**

**Future Revenue: \$700**

## Artistic Creation Program II

### Projects

Number of Applications Received: 10  
Number of Projects Approved: 10  
Percentage of Projects Approved: 100%  
Total Allocation: \$28,500

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 6  
Total Music Nova Scotia Investment: \$18,000

**Actual Revenue: \$6,521**

**Future Revenue: \$36,038**

## DAWN Fund

### Projects

Number of Applications Received: 4  
Number of Projects Approved: 4  
Percentage of Projects Approved: 100%  
Total Allocation: \$8,000

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 2  
Total Music Nova Scotia Investment: \$4,000

**Actual Revenue: \$700**

**Future Revenue: \$8,200**

## Developing Songwriter/ Producer

### Projects

Number of Applications Received: 5  
Number of Projects Approved: 3  
Percentage of Projects Approved: 60%  
Total Allocation: \$7,000

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 3  
Total Music Nova Scotia Investment: \$6,873

**Actual Revenue: \$200**

**Future Revenue: \$15,200**

## Marketing

### Projects

Number of Applications Received: 82  
Number of Projects Approved: 61  
Percentage of Projects Approved: 74%  
Total Allocation: \$212,700

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 33  
Total Music Nova Scotia Investment: \$114,171

**Actual Revenue: \$437,472**

**Future Revenue: \$1,647,580**

## Live Performance – Tour Support

### Projects

Number of Applications Received: 66  
Number of Projects Approved: 56  
Percentage of Projects Approved: 85%  
Total Awarded: \$206,000

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 47  
Total Music Nova Scotia Investment: \$185,543

**Actual Revenue: \$626,126**

**Future Revenue: \$2,235,071**

## Live Performance – Showcase

### Projects

Number of Applications Received: 45  
Number of Projects Approved: 40  
Percentage of Projects Approved: 89%  
Total Awarded: \$94,450

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 33  
Total Music Nova Scotia Investment: \$71,393

**Future Revenue: \$1,644,735**

## Community Presenters

### Community Presenters Applicant Profile Overview

Total Client Applicant Profiles: 63

Total Number of Annual Music Presentations: 975  
Total Number of Annual Presentations by Nova Scotian Artists: 573

Total Number of Applications: 87  
Total Number Approved: 87  
Total Number Completed: 64

Presentations: 87

Total Music Nova Scotia Investment Awarded: \$63,640  
Total Music Nova Scotia Investment Paid: \$48,149

**Total Artist Guarantees: \$225,250**

## Business Travel

### Projects

Number of Applications Received: 14  
Number of Projects Approved: 14  
Percentage of Projects Approved: 100%  
Total Awarded: \$19,769

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 12  
Total Music Nova Scotia Investment: \$17,153

**Actual Revenue: \$15,750**

**Future Revenue: \$453,155**

## Business Development

### Projects

Number of Applications Received: 3  
Number of Projects Approved: 3  
Percentage of Projects Approved: 100%  
Total Awarded: \$6,500

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 1  
Total Music Nova Scotia Investment: \$1,500

**Future Revenue: \$18,000**

## Mentorship

### Projects

Number of Applications Received: 3  
Number of Projects Approved: 1  
Percentage of Projects Approved: 33%  
Total Awarded: \$15,000

### Total Investment and Revenue for Completed Projects

Number of Completed Projects: 1  
Total Music Nova Scotia Investment: \$15,000

**Future Wages: \$16,000**

## Industry Builders Mentorship

### Projects

Number of Applications Received: 7  
Number of Projects Approved: 6  
Percentage of Projects Approved: 86%  
Total Awarded: \$65,000

Total Investment and Revenue for Completed Projects  
Number of Completed Projects: 2  
Total Music Nova Scotia Investment: \$21,000

**Future Wages: \$30,560**



Jackson/Wilson Duo, photographed by Pam Samson

# SUMMARY: MUSIC NOVA SCOTIA CLIENT INVESTMENT RESULTS FY 2025/26

Total Applications: 394  
Total Applications Approved: 323  
Total Awarded: \$788,559

## **Total Investment and Revenue For Completed Projects**

Number of Completed Projects: 216  
Total Music Nova Scotia Investment: \$526,655

**Total Actual Revenue: \$1,401,343**  
**Total Future Revenue: \$6,605,759**

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Artist / Recording	Amount Awarded	Deadline Date
Alanna Matty	\$1,300	March 15, 2025
Alex Coley	\$1,500	September 15, 2025
Alexander Gallant	\$1,500	September 15, 2025
Callum Gaudet	\$1,500	March 15, 2025
Freya Milliken	\$1,500	March 15, 2025
Halifax Camerata Singers	\$1,500	September 15, 2025
In The Breaks	\$1,100	March 15, 2025
Isabelle Foster	\$1,300	March 15, 2025
Jane Baker	\$1,500	September 15, 2025
Julia Cunningham	\$1,100	March 15, 2025
Kim Dunn	\$1,500	September 15, 2025
Lil Witchy	\$1,100	March 15, 2025
Logan Edward MacKay	\$1,500	March 15, 2025
Lookout Tower	\$1,000	September 15, 2025
Mary Beth Carty	\$1,500	September 15, 2025
Mat Hughes	\$1,500	September 15, 2025
Matthew Joel	\$1,300	March 15, 2025
Montgomery Night	\$1,000	September 15, 2025
Psiren	\$1,500	March 15, 2025
Puffin	\$1,500	September 15, 2025
Raymond Sewell	\$1,300	March 15, 2025
Rose Morrison	\$1,500	September 15, 2025
Sadie Skinner	\$1,500	September 15, 2025
SALT LAMP	\$1,400	March 15, 2025
Shay Pitts	\$1,400	March 15, 2025
Steel Cut Oats	\$1,500	March 15, 2025
The Public Service	\$1,500	September 15, 2025
Tyler Mullendore	\$1,500	March 15, 2025

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Artist II/III Recording	Amount Awarded	Deadline Date
Blackwood	\$3,000	June 15, 2025
Customer Service	\$3,000	June 15, 2025
Daniel James McFadyen	\$3,000	June 15, 2025
idialedyournumber	\$3,000	December 15, 2025
India Gailey	\$3,000	December 15, 2025
Jacques Surette	\$3,000	June 15, 2024
Jeff Reilly	\$3,000	December 15, 2025
Jon Mullane	\$3,000	June 15, 2025
Mama's Broke	\$3,000	December 15, 2025
Moirá & Claire	\$3,000	December 15, 2025
Ria Mae	\$3,000	June 15, 2025
Terra Spencer	\$3,000	December 15, 2025
The Boojums	\$3,000	June 15, 2025
Thousand Knives	\$2,000	December 15, 2025

Artistic Creation Program	Amount Awarded	Deadline Date
Ali Enriquez	\$1,500	March 15, 2025
J u í c e	\$1,500	September 15, 2025
Jéa	\$1,500	March 15, 2025
Moonii	\$1,500	September 15, 2025
Psyche Sever	\$1,500	September 15, 2025
SD Levi	\$1,500	March 15, 2025
Stoney	\$1,500	March 15, 2025
Sunlight Thief	\$1,500	September 15, 2025
Tempo	\$1,500	March 15, 2025
Yung St4k	\$1,500	March 15, 2025

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Artistic Creation Program II	Amount Awarded	Deadline Date
Aquakultre	\$3,000	June 15, 2025
BASYL	\$3,000	December 15, 2025
BASYL	\$3,000	June 15, 2025
Blessing Tangban	\$32,250	June 15, 2025
DeeDee Austin	\$3,000	June 15, 2025
Gearl	\$3,000	December 15, 2025
Gearl	\$2,250	June 15, 2025
Harmz	\$3,000	December 15, 2025
Harmz	\$3,000	June 15, 2025
Kxng Wooz	\$3,000	December 15, 2025

Developing Songwriter/Producer	Amount Awarded	Deadline Date
Daniel James McFadyen	\$3,000	March 15, 2025
Daniel James McFadyen	\$1,9885	September 15, 2025
Willa Owen	\$2,015	September 15, 2025

Business Travel	Amount Awarded	Deadline Date
Acadian Embassy	\$900	Rolling
Blue in Tokio	\$1,875	Rolling
Carleton Stone	\$1,000	Rolling
Forward Music Group	\$950	Rolling
Jones & Co.	\$987	Rolling
Jones & Co.	\$1,880	Rolling
Leaf Music ULC	\$2,225	Rolling
Leaf Music ULC	\$2,350	Rolling
Jacob Wilkinson-Smith	\$2,032	Rolling
OCEAN FLOOR RECORDING	\$1,500	Rolling

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

KAYO	\$2,450	Rolling
SoundBox Music	620	Rolling
Tiny Kingdom Music	\$1,000	Rolling

Marketing Artist I	Amount Awarded	Deadline Date
Alex Coley	\$1,250	June 15, 2025
Alexander Gallant	\$1,500	December 15, 2025
aliasjazz	\$1,500	March 15, 2025
Cameron Nickerson	\$1,500	September 15, 2025
Cameron Nickerson	\$1,500	June 15, 2025
Champagne Weather	\$1,500	September 15, 2025
Dial Tone	\$1,000	September 15, 2025
Ella Dubinsky	\$1,500	December 15, 2025
French For Horse	\$1,500	December 15, 2025
Good Dear Good	\$1,500	September 15, 2025
Jake Ballard	\$1,500	March 15, 2025
LDN	\$1,100	June 15, 2025
Lindsay Misiner	\$1,250	June 15, 2025
Lisa Richard	\$1,250	June 15, 2025
Mat Elliott	\$1,500	December 15, 2025
Mat Elliott	\$1,000	September 15, 2025
Mat Hughes	\$1,500	December 15, 2025
Matthew Joel	\$1,500	June 15, 2025
Raslaxx	\$1,500	September 15, 2025
SD Levi	\$1,100	March 15, 2025
SigSour	\$1,100	March 15, 2025
Sleepy Kicks	\$1,350	March 15, 2025

# Music Nova Scotia Investment Program Clients/Projects

## FY 2024/25

Sluice	\$1,500	March 15, 2025
Snez	\$1,500	March 15, 2025
Strange Plants	\$1,500	June 15, 2025
Taylor Jensen	\$1,500	June 15, 2025
The Dusty Halos	\$1,500	March 15, 2025
Yung St4k	\$1,000	September 15, 2025

Marketing Artist II	Amount Awarded	Deadline Date
aRENYE	\$3,500	September 15, 2025
Bologna Colorado	\$2,000	December 15, 2025
Bologna Colorado	\$2,500	March 15, 2025
Elyse Aeryn	\$4,500	June 15, 2025
Good Dear Good	\$2,000	December 15, 2025
Jah'Mila	\$3,500	September 15, 2025
Jennifer King	\$2,500	March 15, 2025
Joe H Henry	\$4,000	March 15, 2025
KAYO	\$3,500	December 15, 2025
Nicole Ariana	\$5,000	December 15, 2025
Pillow Fite	\$5,000	December 15, 2025
Pineo & Loeb	\$4,000	March 15, 2025
Shanii	\$3,500	September 15, 2025
Thousand Knives	\$500	June 15, 2025
Thousand Knives	\$1,800	March 15, 2025

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Marketing Artist III	Amount Awarded	Deadline Date
Aquakultre	\$6,500	September 15, 2025
Aquakultre	\$8,500	June 15, 2025
Aquakultre	\$10,000	March 15, 2025
Baby Nova	\$10,000	June 15, 2025
Braden Lam	\$7,500	June 15, 2025
Breagh Isabel	\$5,000	March 15, 2025
Carleton Stone	\$9,000	December 15, 2025
Cloverdale	\$8,500	March 15, 2025
Dave Gunning	\$9,000	December 15, 2025
Jenn Grant	\$3,000	December 15, 2025
Jenn Grant	\$5,300	September 15, 2025
Jon Mullane	\$6,000	September 15, 2025
Laura Roy	\$5,000	December 15, 2025
Maggie Andrew	\$10,000	September 15, 2025
Maggie Andrew	\$5,000	June 15, 2025
Neon Dreams	\$4,000	September 15, 2025
Quake Matthews	\$10,000	March 15, 2025
Rich Aucoin	\$4,200	September 15, 2025

Tour Support Artist I	Amount Awarded	Deadline Date
Alexander Gallant	\$1,000	June 15, 2025
Cameron Nickerson	\$1,500	December 15, 2025
Champagne Weather	\$1,500	September 15, 2025
Champagne Weather	\$1,500	June 15, 2025
Daisy Van der Wee	\$1,000	September 15, 2025
DEADØNE	\$1,500	March 15, 2025
June Body	\$1,500	March 15, 2025

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Kids Losing Sleep	\$1,500	March 15, 2025
Kristen Martell	\$1,500	December 15, 2025
Long Call	\$1,000	September 15, 2025
Michelle Calder	\$1,500	September 15, 2025
Sam Wilson	\$1,250	December 15, 2025
Samson Wrote	\$1,000	March 15, 2025
The McMillan's Camp Boys	\$1,000	June 15, 2025
Voodoo Sometimes	\$1,000	June 15, 2025

<b>Tour Support Artist II</b>	<b>Amount Awarded</b>	<b>Deadline Date</b>
Blackwood	\$3,000	September 15, 2025
Bologna Colorado	\$2,500	September 15, 2025
Bologna Colorado	\$2,500	March 15, 2025
Botfly	\$4,000	September 15, 2025
Botfly	\$2,000	March 15, 2024
Braden Lam	\$4,500	March 15, 2025
Customer Service	\$4,500	June 15, 2025
Customer Service	\$2,500	March 15, 2025
Elyse Aeryn	\$4,500	June 15, 2025
Ian Sherwood	\$1,750	September 15, 2025
Joe H Henry	\$5,000	December 15, 2025
Joe H Henry	\$2,500	June 15, 2025
Kayo	\$1,500	September 15, 2025
Kestrels	\$4,000	March 15, 2025
Loviet	\$4,500	September 15, 2025
PINEO & LOEB	\$4,500	September 15, 2025
PINEO & LOEB Inc.	\$5,000	December 15, 2025
Sophie Noel	\$4,500	March 15, 2025

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Terra Spencer	\$5,000	December 15, 2025
Thousand Knives	\$3,000	December 15, 2025
Thousand Knives	\$1,000	March 15, 2025

<b>Tour Support Artist III</b>	<b>Amount Awarded</b>	<b>Deadline Date</b>
Baby Nova	\$5,500	September 15, 2025
Braden Lam	\$4,500	December 15, 2025
Braden Lam	\$7,000	June 15, 2025
Cassie and Maggie	\$9,000	December 15, 2025
Cassie and Maggie	\$5,000	September 15, 2025
Cassie and Maggie	\$7,000	June 15, 2025
Cassie and Maggie	\$10,000	March 15, 2025
Goldie Boutilier	\$6,500	September 15, 2025
Goldie Boutilier	\$6,000	March 15, 2025
idialedyournumber	\$6,000	March 15, 2025
Jacques Surette	\$3,500	March 15, 2025
Mama's Broke	\$5,500	June 15, 2025
Mo Kenney	\$2,000	December 15, 2025
Nap Eyes	\$7,000	December 15, 2025
Nap Eyes	\$5,000	September 15, 2025
Nap Eyes	\$5,500	June 15, 2025
Nap Eyes	\$6,500	March 15, 2025
Neon Dreams	\$6,500	September 15, 2025
The Boojums	\$6,500	December 15, 2025

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Showcase	Amount Awarded	Deadline Date
aRENYE X Kruxband	\$1,500	March 15, 2025
Beòlach	\$1,500	March 15, 2025
Blackwood	\$1,500	March 15, 2025
Braden Lam	\$3,500	September 15, 2025
Braden Lam	\$2,000	March 15, 2025
Burry	\$4,500	September 15, 2025
Burry	\$1,000	June 15, 2025
Burry	\$1,500	March 15, 2025
Campbell & Johnston	\$800	June 15, 2025
Cassie and Maggie	\$4,500	December 15, 2025
Cassie and Maggie	\$3,000	September 15, 2025
Champagne Weather	\$3,500	December 15, 2025
Clever Hopes	\$1,300	December 15, 2025
Daniel James McFadyen	\$2,600	December 15, 2025
Dave Gunning	\$3,000	December 15, 2025
DUSTED	\$4,000	March 15, 2025
Elyse Aeryn	\$2,500	June 15, 2025
Freya Milliken	\$1,400	June 15, 2025
Hearts of Kin	\$1,500	June 15, 2025
Jacques Surette	\$2,500	June 15, 2025
Joe H Henry	\$1,500	March 15, 2025
KAYO	\$2,750	December 15, 2025
KAYO	\$4,000	June 15, 2025
KAYO	\$1,500	March 15, 2025
Kristen Martell	\$1,250	December 15, 2025
Kristen Martell	\$1,000	June 15, 2025

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Laura Roy	\$1,100	December 15, 2025
Lindsay Misiner	\$1,500	March 15, 2025
Lisa Richard	\$2,250	September 15, 2025
Maggie Andrew	\$2,000	June 15, 2025
Moira & Claire	\$3,750	March 15, 2025
Morgan Toney Trio	\$4,500	December 15, 2025
Nap Eyes	\$4,500	June 15, 2025
Peanut Butter Sunday	\$2,750	December 15, 2025
Peanut Butter Sunday	\$2,250	September 15, 2025
Sluice	\$1,250	September 15, 2025
The Boojums	\$3,000	June 15, 2025
Tyler Mullendore	\$1,500	March 15, 2025
Willa Owen	\$2,000	September 15, 2025
Zamani Folade	\$2,500	March 15, 2025

Community Presenter	Amount Awarded	Deadline Date
Astor Theatre Society	\$1,625	Rolling
Chester Playhouse	\$8,576	Rolling
Conseil Communautaire du Grand-Havre	\$188	Rolling
Dartmouth Community Concert Association	\$800	Rolling
Evergreen Theatre	\$5,700	Rolling
Hope Blooms	\$63	Rolling
King's Theatre	\$4,975	Rolling
Lunenburg Folk Harbour Society	\$10,621	Rolling
MacDonald Museum	\$350	Rolling
Marigold Cultural Centre	\$4,688	Rolling
MARSA	\$1,275	Rolling
Musique Royale	\$8,225	Rolling

# Music Nova Scotia Investment Program Clients/Projects

## FY 2025/26

Musquodoboit Valley Bicentennial Theatre	\$2,300	Rolling
Ship's Company Theatre Society	\$2,425	Rolling
Songwriters and Storytellers Society	\$750	Rolling
Stan Rogers Folk Festival	\$3,563	Rolling
The Association for the Health and Wellbeing of Veterans	\$250	Rolling
The Y'ARC	\$1,875	Rolling

Mentorship	Amount Awarded	Application Date
Michelle Elrick	\$15,000	March 15, 2025

Industry Builders Mentorship	Amount Awarded	Application Date
Ed. Dawson	\$10,000	June 15, 2025
Gizelle Grace	\$7,000	December 15, 2025
J u í c e	\$12,000	December 15, 2025
Jody Upshaw	\$12,500	December 15, 2025
Tempo	\$12,500	December 15, 2025
Tempo	\$11,000	June 15, 2025

DAWN Fund	Amount Awarded	Application Date
ANGEL GIRL	\$2,000	June 15, 2025
Burry	\$2,000	June 15, 2025
Hierophunk	\$2,000	June 15, 2025
Hobo Aquarium	\$2,000	June 15, 2025

<b>Sync Nova Scotia</b>	<b>Amount Awarded</b>	<b>Application Date</b>
DOTE PRODUCTIONS INC	\$325	Rolling
DOTE PRODUCTIONS INC	\$125	Rolling
DOTE PRODUCTIONS INC.	\$500	Rolling
DOTE PRODUCTIONS INC.	\$250	Rolling
DOTE PRODUCTIONS INC.	\$500	Rolling
DOTE PRODUCTIONS INC.	\$375	Rolling
Rusty Tractor Productions Inc.	\$125	Rolling
Unseen Film NS LTD.	\$500	Rolling
Unseen Film NS LTD.	\$125	Rolling
Unseen Film NS LTD.	\$125	Rolling
Unseen Film NS LTD.	\$125	Rolling
Unseen Film NS LTD.	\$125	Rolling
Unseen Film NS LTD.	\$500	Rolling

**THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA**

**Financial Statements**

**Year Ended March 31, 2026**

*Draft for discussion purposes only*

**THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA**  
**Index to Financial Statements**  
**Year Ended March 31, 2026**

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Draft for discussion purposes only

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## INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT

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To the Members of The Music Industry Association of Nova Scotia

We have reviewed the accompanying financial statements of The Music Industry Association of Nova Scotia (the Society) that comprise the statement of financial position as at March 31, 2026, and the statements of revenues and expenditures, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO), and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioner performs procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

### *Conclusion*

Based on our review, nothing has come to our attention that causes us to believe that the financial statements do not present fairly, in all material respects, the financial position of The Music Industry Association of Nova Scotia as at March 31, 2026, and the results of its operations and its cash flows for the year then ended in accordance with ASNPO.

### *Other Matter*

In the prior year, the Society was audited and received a qualified audit opinion.

*Draft for discussion purposes only*

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**THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA**  
**Statement of Revenues and Expenditures**  
**Year Ended March 31, 2026**

	<b>2026</b>	<b>2025</b>
	<i>Unaudited</i>	<i>Audited</i>
<b>PROJECT REVENUES</b> (Schedule 1)	<b>\$ 1,427,234</b>	<b>\$ 1,687,435</b>
<b>PROJECT EXPENDITURES</b> (Schedule 1)	<b>1,411,018</b>	<b>1,614,409</b>
	<b>16,216</b>	<b>73,026</b>
<b>OTHER REVENUES</b>		
Department of Communities, Culture, and Heritage	<b>160,000</b>	160,000
Fundraising	<b>50,438</b>	-
Memberships	<b>42,995</b>	19,221
Foundation to Assist Canadian Talent on Records	<b>40,000</b>	40,000
HRM funding	<b>16,500</b>	16,500
Administration fee - project	<b>15,396</b>	49,615
Other revenue	<b>-</b>	10,000
	<b>325,329</b>	<b>295,336</b>
<b>ADMINISTRATIVE EXPENDITURES</b>		
Salaries and wages	<b>321,591</b>	293,716
Sub-contracts	<b>35,485</b>	42,752
Utilities	<b>20,038</b>	24,668
Rental (Note 9)	<b>18,683</b>	20,554
Advocacy and sponsorship	<b>4,018</b>	700
Office	<b>9,385</b>	22,034
Professional fees	<b>8,352</b>	14,325
Insurance	<b>7,067</b>	5,001
Bank charges	<b>6,311</b>	5,549
Board expenses	<b>4,039</b>	20,010
Training	<b>2,546</b>	1,920
Equipment rentals	<b>2,339</b>	2,199
Travel	<b>1,328</b>	-
Amortization	<b>1,120</b>	1,546
Fraud	<b>-</b>	34,990
Bad debts	<b>-</b>	2,000
Less: operating funding received from Province of Nova Scotia - Department of Communities, Culture, and Heritage	<b>(100,000)</b>	(100,000)
	<b>342,302</b>	<b>391,964</b>
<b>DEFICIENCY OF REVENUES OVER ADMINISTRATIVE EXPENDITURES FROM OPERATIONS</b>	<b>(757)</b>	<b>(23,602)</b>
<b>INTEREST INCOME</b>	<b>9,778</b>	<b>17,420</b>
<b>EXCESS (DEFICIENCY) OF REVENUES OVER EXPENDITURES</b>	<b>\$ 9,021</b>	<b>\$ (6,182)</b>

See notes to financial statements

**THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA**

**Statement of Changes in Net Assets**

**Year Ended March 31, 2026**

	Unrestricted	Internally Restricted	2026	2025 (audited)
<b>NET ASSETS - BEGINNING OF YEAR</b>	\$ 47,009	\$ 103,642	\$ 150,651	\$ 156,833
Excess (deficiency) of revenues over expenditures ( <i>Note 12</i> )	9,021	-	9,021	(6,182)
<b>NET ASSETS - END OF YEAR</b>	\$ 56,030	\$ 103,642	\$ 159,672	\$ 150,651

Draft for discussion purposes only

See notes to financial statements

**THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA**

**Statement of Financial Position**

**March 31, 2026**

	2026	2025
<b>ASSETS</b>		
<b>CURRENT</b>		
Cash	\$ 771,751	\$ 734,600
Guaranteed investment certificates <i>(Note 6)</i>	-	27,560
Accounts receivable	136,178	299,188
HST recoverable	19,846	55,490
Prepaid expenses	43,015	21,467
	<b>970,790</b>	1,138,305
PROPERTY, PLANT AND EQUIPMENT <i>(Note 5)</i>	<b>3,134</b>	4,254
	<b>\$ 973,924</b>	\$ 1,142,559
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT</b>		
Accounts payable and accrued liabilities <i>(Note 8)</i>	\$ 258,027	\$ 300,983
Employee deductions payable	7,425	10,193
	<b>265,452</b>	311,176
DEFERRED REVENUE <i>(Note 10)</i>	<b>548,800</b>	680,732
	<b>814,252</b>	991,908
Unrestricted <i>(Note 12)</i>	<b>56,030</b>	47,009
Internally restricted <i>(Note 12)</i>	<b>103,642</b>	103,642
	<b>159,672</b>	150,651
	<b>\$ 973,924</b>	\$ 1,142,559

LEASE COMMITMENTS *(Note 9)*

**ON BEHALF OF THE BOARD**

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See notes to financial statements

**THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA**

**Statement of Cash Flows**

**Year Ended March 31, 2026**

	<b>2026</b>	<b>2025</b>
	<i>Unaudited</i>	<i>Audited</i>
<b>OPERATING ACTIVITIES</b>		
Excess (deficiency) of revenues over expenditures	\$ 9,021	\$ (6,182)
Item not affecting cash:		
Amortization of property, plant and equipment	1,120	1,546
	<b>10,141</b>	<b>(4,636)</b>
Changes in non-cash working capital:		
Accounts receivable	163,010	(77,816)
Accounts payable and accrued liabilities	(42,956)	(95,446)
Prepaid expenses	(21,548)	503
HST recoverable	35,644	3,739
Employee deductions payable	(2,768)	(5,028)
Deferred revenue	(131,932)	334,282
	<b>(550)</b>	<b>160,234</b>
<b>INCREASE IN CASH FLOW</b>	<b>9,591</b>	<b>155,598</b>
Cash - beginning of year	762,160	606,562
<b>CASH - END OF YEAR</b>	<b>\$ 771,751</b>	<b>\$ 762,160</b>
<b>CASH FLOWS SUPPLEMENTARY INFORMATION</b>		
Interest received	\$ 9,778	\$ 17,420
<b>CASH CONSISTS OF:</b>		
Cash	\$ 771,751	\$ 734,600
Guaranteed investment certificates	-	27,560
	<b>\$ 771,751</b>	<b>\$ 762,160</b>

See notes to financial statements

## THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA

### Notes to Financial Statements

Year Ended March 31, 2026

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#### 1. PURPOSE OF THE SOCIETY

The Music Industry Association of Nova Scotia (the "Society") is a not-for-profit organization incorporated under the Societies Act of the Province of Nova Scotia and operating under the name "Music Nova Scotia". The main objective of the Society is to democratically and independently determine elements required to develop the full potential of the music industry in Nova Scotia. It is the intention of the Society to create a healthier music industry by conducting educational activities, initiating programs, lobbying regulatory bodies, advising government and industry, and organizing and presenting Nova Scotia Music Week.

#### 2. BASIS OF PRESENTATION

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO).

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

##### Accounting estimates

Accounting estimates are included in financial statements to approximate the effect of past business transactions or events, or to approximate the present status of an asset or liability. Examples include the estimated useful life of an asset, accounting accrual, payroll accrual, and deferred revenue. It is possible that changes in future conditions could require changes in the recognized amounts for accounting estimates. Should an adjustment become necessary, it would be reported in excess (deficiency) of revenues over expenditures in the period in which it became known.

##### Revenue recognition

The Music Industry Association of Nova Scotia follows the deferral method of accounting for contributions.

Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Deferred revenue relates to contributions received for specific projects for which the related expenses have not been incurred.

Revenue from membership is recognized over time on a straight-line basis across the period to which the membership relates, as the Society's performance obligations are satisfied evenly throughout the term.

Management and administration fees are recognized as revenue when earned and recovery is reasonably certain.

Unrestricted investment income is recognized as revenue when earned.

##### Income taxes

The Society is a not-for-profit organization and is, therefore, exempt from income taxes under Section 149 of the Income Tax Act (Canada).

##### Cash and cash equivalents

Cash includes bank balances held with financial institutions less outstanding cheques plus deposits.

*(continues)*

# THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA

## Notes to Financial Statements

Year Ended March 31, 2026

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### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Guaranteed investment certificates

Guaranteed investment certificates with maturities redeemable within twelve months are measured at amortized cost and classified as short-term.

#### Property, plant and equipment

Property, plant and equipment is stated at cost or deemed cost less accumulated amortization and is amortized over its estimated useful life on a declining balance basis at the following rates and methods:

Computer equipment	30% declining balance method
Furniture and fixtures	20% declining balance method

The Society regularly reviews its property, plant and equipment to eliminate obsolete items.

Property, plant and equipment acquired during the year and placed into use are amortized at 50% of the amortization rate. Property, plant and equipment acquired during the year but not placed into use are not amortized until they are placed into use.

#### Financial instruments

##### Measurement

The Society initially measures its financial assets and financial liabilities at fair value.

The Society subsequently measures its financial assets and financial liabilities at amortized cost. Amortized cost is the amount at which a financial asset or financial liability is measured at initial recognition minus principal repayments, plus or minus the cumulative amortization of any difference between that initial amount and the maturity amount, and minus any reduction (directly or through the use of an allowance account) for impairment.

Financial assets measured at amortized cost include cash, accounts receivable, and guaranteed investment certificates.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

##### Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. The amount of any write-down is recognized in excess (deficiency) of revenues over expenditures. Any previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in excess (deficiency) of revenues over expenditures.

# THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA

## Notes to Financial Statements

Year Ended March 31, 2026

### 4. FINANCIAL INSTRUMENTS

The Society is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the Society's risk exposure and concentration as of March 31, 2026.

#### Credit risk

Credit risk arises from the potential that a counterparty will fail to perform its obligations. The Society is exposed to credit risk from members. In order to reduce its credit risk, the Society conducts regular reviews of its existing members' credit performance. The Society has a significant number of members which minimizes concentration of credit risk. 29% of accounts receivable at March 31, 2026 (2025 - 85%) is made up of funding to be received from the Atlantic Canada Opportunities Agency. As it is a government agency, collection risk is considered low.

#### Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Society is exposed to this risk mainly in respect of its receipt of funds from its members and accounts payable and accrued liabilities.

Unless otherwise noted, it is management's opinion that the Society is not exposed to significant other price risks arising from these financial instruments.

### 5. PROPERTY, PLANT AND EQUIPMENT

	Cost	Accumulated amortization	2026 Net book value
Computer equipment	\$ 8,187	\$ 6,306	\$ 1,881
Furniture and fixtures	4,811	3,558	1,253
	\$ 12,998	\$ 9,864	\$ 3,134

	Cost	Accumulated amortization	2025 Net book value
Computer equipment	\$ 8,187	\$ 5,499	\$ 2,688
Furniture and fixtures	4,811	3,245	1,566
	\$ 12,998	\$ 8,744	\$ 4,254

### 6. GUARANTEED INVESTMENT CERTIFICATES

	2026	2025
5.75% per annum which matured on October 6, 2025.	\$ -	\$ 27,560
	\$ -	\$ 27,560

# THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA

## Notes to Financial Statements

Year Ended March 31, 2026

### 7. ECONOMIC DEPENDENCE

The Society is economically dependent on funding from the Province of Nova Scotia (PNS), which represented approximately 72% of total revenues for the year ended March 31, 2026. Subsequent to year-end, the Society was notified of a reduction of funding for the fiscal year ending March 31, 2027. This reduction may have an impact on the Society's operations and its ability to continue delivering its programs and services at current levels. The amount of funding lost is not yet determinable as of the reporting date. It is management's assessment that the going concern assumption remains appropriate.

### 8. CREDIT FACILITIES

The Society has credit cards with Scotiabank with a total maximum authorized limit of \$30,000 (2025 - \$30,000). As at year-end, \$10,306 has been advanced on these facilities (2025 - \$11,120).

### 9. LEASE COMMITMENTS

The Society leases premises under a long-term lease that expires on August 31, 2027. Under the lease, the Society is required to pay an annual base rent of \$22,420 plus HST. Future minimum lease payments as at March 31, 2026, are as follows:

2027	\$ 22,420
2028	9,342
	<u>\$ 31,762</u>

### 10. DEFERRED REVENUE

	2025	Funding received	Revenue recognized	2026
Investment program	\$ 121,208	\$ 127,778	\$ (132,634)	\$ 116,352
Basic training	-	-	-	-
Juno awards	-	-	-	-
Community presenters	124,631	22,017	(79,000)	67,648
Travel bursary fund	-	-	-	-
IBD	153,584	89,074	(15,780)	226,878
Showcase - NSMW	778	47,599	(778)	47,599
Factor	-	-	-	-
ACP & BIPOC Mentorship	128,141	-	(100,000)	28,141
Atlantic Film Cooperation Initiative	25,946	-	(24,075)	1,871
NS Export Incubator	89,426	62,163	(138,148)	13,441
Women in Music	1,695	3,806	(1,695)	3,806
Folk Alliance	2,050	-	(2,050)	-
Reframing NSMW	14,456	-	(14,456)	-
Membership fees	18,818	19,130	(18,818)	19,130
Wellness	-	13,934	-	13,934
Fundraising	-	10,000	-	10,000
	<u>\$ 680,733</u>	<u>\$ 395,501</u>	<u>\$ (527,434)</u>	<u>\$ 548,800</u>

Deferred revenues relate to specific projects that the Society administers.

Deferred revenues are recognized when the associated expenses are incurred.

## THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA

### Notes to Financial Statements

Year Ended March 31, 2026

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#### 11. DUE TO RELATED PARTIES

The Society requires all Board of Directors to be members of the Society and pay membership fees. Transfers from the Board of Directors are reimbursements for membership services. Transfers to the Board of Directors are per diems for events held by the Society. Total amounts due to board members as of March 31, 2026 are \$5,443 (2025 - \$2,379) These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

#### 12.

##### Internally restricted

Internally restricted net assets represent transfers from unrestricted net assets to be used and applied from time to time for meeting future unforeseen deficits and such other significant unexpected liabilities or contingencies that may arise. The Board of Directors will determine, on an annual basis, the amount to be transferred from any current operating surplus.

##### Unrestricted

Unrestricted net assets represent the equity in operating assets net of liabilities available for funding of operations and capital purchases.

#### 13. GOVERNMENT ASSISTANCE

The Society has received funding from the Atlantic Canada Opportunities Agency (ACOA), The Province of Nova Scotia Department of Communities, Culture, Tourism and Heritage, and Halifax Regional Municipality totaling \$39,606 (2025 - \$193,473) \$1,130,901 (2025 - \$1,140,215) and \$16,500 (2025 - \$16,500) respectively. The amount is recorded as revenue when expenses are incurred.

Draft for discussion purposes only

**THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA**

**Project Revenue and Expenditures**

**(Schedule 1)**

**Year Ended March 31, 2026**

	2026	2025
<b>REVENUES</b>		
Investment Program / Export Development Program <i>(Schedule 2)</i>	\$ 748,856	\$ 693,873
	366,794	360,884
International Business Development	49,022	97,975
Industry Builders	48,053	-
Community Presenters	37,983	54,335
Export Accelerator	34,337	-
Music Futures	29,353	-
Wellness	29,100	-
Boston Tree Lighting	27,343	26,492
IDEA	17,150	-
Reframe	14,456	-
Legacy	17,250	-
WIM	4,389	-
Basic training	3,148	12,800
ACP & BIPOC Mentorship	-	88,011
Travel bursary	-	13,975
Juno Awards - 2024 Host Committee	-	304,811
Strategic plan	-	9,609
	-	3,116
Atlantic Film Cooperation Initiative	-	14,054
Dartmouth Summer Series	-	7,500
	<b>1,427,234</b>	<b>1,687,435</b>
<b>EXPENDITURES</b>		
Investment Program / Export Development Program <i>(Schedule 2)</i>	739,532	692,456
	362,072	354,620
International Business Development	49,022	97,975
Industry Builders	48,053	-
Community Presenters	37,983	54,335
Export Accelerator	34,337	-
Wellness	29,100	-
Music Futures	25,069	-
Boston Tree Lighting	27,343	25,484
IDEA	17,150	-
Reframe	16,560	-
Legacy	17,250	-
WIM	4,389	-
Basic training	3,158	4,140
ACP & BIPOC Mentorship	-	88,011
Travel bursary	-	13,975
Juno Awards - 2024 Host Committee	-	247,005
Dartmouth Summer Series	-	7,500
Atlantic Film Cooperation Initiative	-	14,054
Strategic plan	-	10,717
	-	4,137
	<b>1,411,018</b>	<b>1,614,409</b>
<b>EXCESS OF REVENUES OVER EXPENDITURES</b>	<b>\$ 16,216</b>	<b>\$ 73,026</b>

See notes to financial statements

**THE MUSIC INDUSTRY ASSOCIATION OF NOVA SCOTIA****Nova Scotia Music Week Revenue and Expenditures****(Schedule 2)****Year Ended March 31, 2026**

	2026	2025
<b>REVENUES</b>		
Province of Nova Scotia - Department of Communities, Culture and Heritage	\$ 84,075	\$ 57,909
Corporate sponsorship revenue	74,000	91,700
FACTOR	70,000	75,000
Hosting committee	47,000	41,000
Showcasing, gates and ticket sales	40,049	37,739
Other	25,884	18,750
ACOA	25,786	28,089
Registration	-	10,697
	<b>366,794</b>	<b>360,884</b>
<b>EXPENDITURES</b>		
Production equipment rental	95,074	108,653
Meals and accommodations	78,781	92,405
Travel	73,442	52,936
Performance	53,341	52,189
Consulting	28,500	12,500
Advertising	17,356	19,948
Miscellaneous	9,123	9,010
Volunteer program	3,918	3,225
Juries	2,050	3,200
Bank charges	487	554
	-	-
	<b>362,072</b>	<b>354,620</b>
<b>EXCESS OF REVENUES OVER EXPENDITURES</b>	<b>\$ 4,722</b>	<b>\$ 6,264</b>

See notes to financial statements

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