



Inside Out

Gratitude Report
2019





32 countries represented



45 community partners and co-presenters



184 films screened



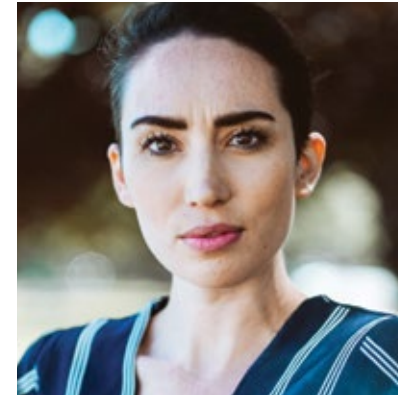
275 film and industry guests



4,485 hours of volunteer time



Over \$124,750 in direct support to LGBTQ+ filmmakers



With Gratitude

In 1990, a group of individuals working in media arts in Toronto came together to form the Inside/Out Collective. As our team today is hard at work preparing to celebrate our milestone 30th anniversary in 2020, we find ourselves reflecting on that history, and on the significance of our roots as a *collective*. A *cooperative* enterprise, a *committed* and *passionate* assemblage of LGBTQ2S people striving to improve the lives of their communities through sharing their stories on screen.

As we see 2020 on the horizon, there is no question that the power of collective action is what has made Inside Out's 30th anniversary a possibility. In 2019, when faced with funding cuts, and an ever-shifting industry landscape, we saw and felt the power of community solidarity as so many of *you* answered our call for support. In an unpredictable moment, we were able to grow our programming, initiatives and offerings through establishing new partnerships. Our 4-year partnership with Netflix comes with a commitment to supporting Canadian LGBTQ2S filmmakers, and through building opportunities for our artists, we strengthen our organization and our community.

Inside Out has been fortunate to grow in a space that enables us to celebrate how far we've come, kicking off the 2019 festival with a studio film celebrating the life of a gay icon in *Rocketman*, and through our ability to embrace other formats, premiering series like *Vida* and *Tales of the City*. Celebrating an increased and more meaningful representation has been key, whilst ensuring we use these opportunities to lift our next generation of diverse, queer storytellers through long standing programs like *Local Heroes*, through providing networking opportunities and greater access for our Toronto and visiting filmmakers, and through our industry and development programs like the Film Finance Forum.

Each of our new, and continued, strategic partnerships are building blocks for our future, for the next 30 years, for our continued mission to challenge attitudes and change lives through the transformative power of cinema.

To you, our partners, our champions, we offer our deepest gratitude.

With heartfelt thanks,

Andria Wilson
Executive Director

Andrew Murphy
Director of Programming



Inside Out 2019 Opening Reception
Photo by Samson Learn

You strengthen our LGBTQ+ communities and create a welcoming home for our storytellers.

Thanks to you, Inside Out plays a vital role in the social and cultural health of our communities, and we do this by supporting a wide range of LGBTQ+ representation on-screen and among our audiences and supporters. **Over the past year, you have helped grow our capacity to engage more people in our communities and support more filmmakers than in any year prior.**

Growth like this is no small feat, especially considering it took place at the same time as significant reductions in our provincial funding – the likes of which hasn't been seen since the 1990's. Shortly after we learned of the funding reductions, we shared the news with our supporters. The positive response was immediate and clearly confirms the strength of our communities – and demonstrates that when it comes to representation, visibility and inclusion, we are standing up to be counted.

We were also fortunate this past year to partner with Crave to bring some incredible new LGBTQ+ content to our audiences. Likewise, brand new partnerships with Netflix and OUTtv increase our capacity to support LGBTQ+ filmmakers in a sustainable way and help bring more of their stories to the screen, while keeping this programming accessible to our audiences.

Combined with the support of members and donors, these sources of funding have helped us to overcome some real challenges and make major strides toward supporting our communities' vast talent while providing new opportunities for audiences to engage with LGBTQ+ stories.

Efforts are already underway to develop a new Strategic Plan for 2021, and as we approach Inside Out's 30th anniversary year in 2020, we look forward to an LGBTQ+ homecoming for the ages and a collective celebration of just how far we have come.

You boost our ability to reach and engage more people with our programming.

This year, you helped to expand our community outreach efforts and partner with more organizations to distribute 1681 free community tickets. After its debut last year, our popular Community Pass Program continued to grow through partnership with Rainbow Railroad and The 519 to help reach more LGBTQ+ newcomers and elders in our communities.

For the first time ever, we hosted Reel Access, a day-long forum at our Toronto festival which brought together participants from 30 organizations to share ideas and discuss pathways to increase access to film festival experiences for more people – particularly those who might experience barriers at film festivals or be excluded from taking part. The Reel Access initiative is a 2-year project supported by the Toronto Arts Council that is led by a working group of film festival and Toronto-based disability advocates and activists.

Each year, Inside Out brings hundreds of high school students to our Festivals and hosts a full day of Youth Day activities, including a youth-led panel and discussion and a special screening of short films. Programming like this is important for LGBTQ+ youth and allies because it gives them the chance to connect with their peers and also reflect what they take from it back into their communities. This year we welcomed the participation of The LGBT Youthline, who partnered with us to provide peer support to attendees.

Now with the pending launch of Inside Out's Online Platform, you are helping to provide transformative access to LGBTQ+ media and resources for more young people, educators, community groups and others. Access to curated content will be free of charge and available right across the country. Inside Out will host a soft launch of the Platform this year with a series of shorts and discussion materials for classrooms and groups. After gathering feedback, we will scale up the program for 2020 and Inside Out's 30th anniversary.



If a student doesn't feel recognized, seen or heard... they can't be themselves. Equity should be a part of every single day and everything we do to support our LGBTQIA2S youth. Inside Out does an excellent job sharing the stories of folks from across the spectrum.

JORDAN APPLEBAUM
TEACHER



Isaiah
Student

You ensure that talented LGBTQ+ filmmakers get the support they need to tell their next great story.



With your help, this year we brought a record number of directors, writers and producers to our Festivals. Bringing talent to Inside Out enhances the experience of our festival audiences and has provided many unforgettable moments, including at the screenings of essential episodic work like *Tales of the City*, *Vida* and *Eastsiders* where on-stage interviews and other unique experiences were highlights of the festival. Hosting a wide range of local and international talent to present their work enriches the experience for attendees and artists alike.

Inside Out led the charge in supporting LGBTQ+ film three years ago when it launched the world's first LGBTQ+ Film Finance Forum. This Forum aims to provide filmmakers with the professional tools and networking opportunities to get support for new work and tell their next great story. In 2020, we look forward to sharing completed feature films from past participants in the Forum with our Inside Out audiences.

This year with the announcement of new support for Canadian LGBTQ+ filmmakers from significant partnerships with Netflix and OUTtv we are able to provide essential new funding over the next few years, and significantly expand the offerings of the Forum and other professional development programming. We also grew funding for Inside Out's RE:Focus Fund and our *Pitch, Please!* Short Film Pitch Competition, allowing Inside Out to provide financial support to filmmakers throughout all stages of their career development.

After many successful years of community-driven, first-time-filmmaker support through Inside Out's digital and short film mentorship programs, in 2019 Inside Out partnered with ASAP to launch a one-year pilot mentorship lab that supports LGBTQ+ filmmakers from South Asian and Indo-Caribbean communities. The works of these filmmakers will premiere at Inside Out 2020.



2019 Festival Volunteers
Photo by Julian Ross



Jason Karman

I really appreciate that the Forum allows independent LGBT writer-directors, producers, and distributors from all over the world to quickly develop meaningful relationships over the short span of two days.

JASON KARMAN
DIRECTOR
FILM FINANCE FORUM PARTICIPANT

Attending the Finance Forum was a joy. Inside Out has provided an incredible platform for creatives to take meaningful steps in bringing their visions to life and we thoroughly enjoyed the opportunity to be a part of their storytelling process.

ZACHARY TARICA
FILM FINANCE FORUM EXECUTIVE

Canadian Juried Awards

2019 Canadian Jury Members:
Luis De Filippis, Lisa Donato,
Nick McCarthy

**Best Canadian Feature
(Narrative or Documentary)**

Sponsored by Entertainment
Partners Canada

Drag Kids

Directed by Megan Wennberg

Emerging Canadian Artist

Sponsored by RBC Royal Bank &
William F. White International

Skies Are Not Just Blue

Directed by Lysandre
Cosse-Tremblay

Best Canadian Short

Sponsored by Accenture

Soft Spot

Directed by Justine Stevens

International Juried Awards

2019 International Jury Members:
Tricia Hagariles, Allison Tate,
Curtis M. Wong

Best First Feature

Sponsored by Netflix

A Dog Barking at the Moon

Directed by Zi Xiang

**Inside Out Special Award
for Innovation**

This \$10,000 cash award targets a filmmaker who, in their feature film, demonstrates innovation and a commitment to authentic and positive representation of LGBTQ+ people.

This award was established through Inside Out's Strategic Innovation Fund, from a generous bequest made by the late James Stewart.

Memories of My Body

Directed by Garin Nugroho

Audience Awards

Best Narrative Feature

Sponsored by Suzy Zucker

Billie and Emma

Directed by Samantha Lee

Best Documentary Film

Sponsored by Jo-Ann Chiam

We Are the Radical Monarchs

Directed by Linda Goldstein Knowlton

Best Short Film

Sponsored by Michael Leshner and Mike Stark
(in honour of Mikey/Schmikey)

Thrive

Directed by Jamie Di Spirito



2019 Pitch, Please! Participants
Photo by Ramy Arida

Pitch, Please! Short Film Pitch Competition

\$5,000 production grant sponsored by Netflix

\$10,000 in-kind package sponsored by Sim International, EP Canada, Bedtracks, Final Draft, Lewis Brinberg Hanet, Behind the Scenes Services

Winner:

Re-Live: A Tale of a 30-Year-Old Cheerleader
Director/Writer Rain Valdez



Filmmaker Awards Brunch
Photo by Dahlia Katz



RAIN VALDEZ
WRITER AND DIRECTOR OF RAZOR TONGUE
WINNER OF THE 2019 PITCH, PLEASE! SHORT FILM PITCH COMPETITION

RAIN VALDEZ ON THE POWER TO TELL OUR OWN STORIES

Historically our stories have been in the hands of folks who don't identify with our journey, resulting in stories with inaccurate 'perspectives' based on their gaze and judgements. LGBTQ identified folks have suffered immensely because of this. I'd like to see this industry giving us the power to tell our own stories more and more. We're ready to take agency, take our seat at the table and take our stories to the screen. Our stories are more universal and relatable than most people think – but we can only reflect that if we're a part of the creative and decision-making process.

We Love Our Members and Donors!

\$5,000+

Michael Bellefontaine*
David Carter*
Karim Ladak*
Jim Lawrence and David Salak*
Michael Loader*
Martha LA McCain*

Davinder Singh and Pablo Ruisanchez Ortega*
Ross Slater and Wayne Smith
Joe E. Teves and David Rankin*
Anne-Marie Vanier*
David Vella*
Scott Windsor*
Suzy Zucker*

Sarah Fodey*
Murray Gaudreau
Heather Gibson*
Larry Hughsam*
Julie Kinnear*
Stephen Johnson*
Claire Lavoie and Lisa Landrey
Greg Lichti and Garth Norbraten*
Keith Medley
Steve Nardi and Kevin Meloche
Joe Pharaon*
Nik Redman
Trevor Stevenson and Justin Schurman*
Jason Wagar*

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Mark Stringer*
Michelle and Amy Talbert*
Jennifer Trant*
Barry Waite*

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Sam D'Alfonso
Karen Davis and Susan Ewing
Carol A. Deacon and Heather Huber
Jenarra de Souza and Zinzi de Silva
Bassel Dick
Cecilio Escobar
Bruce Ferreira-Wells
Stephen L. Gillis
Lillian Gong
Tomislav Harmic
Nathan Heinrichs
Paul Higgs
Bradley Hilderley
Marc Hill
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Greg W. Johns
Miriam Kaufman and Roberta Benson
Harvey Kaye
Doug Kerr and Michael Went
Kathryn Kinnear*
B. Kitchell*

\$2,000 to \$4,999

Neville Austin*
Lawrence Bennett*
Chris Black and Paul Butler*
Carl Bremner and Kenneth Holt
Nelson Carvalho and Zak Miljanic*
Jo-Ann Chiam and Janet Koecher*
Sarah Hunter*
Dr. Richard Isaac and Brian Sambourne*
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Russell Mathew and Scott Ferguson*
Donald McKay and Jim Laughlin*
Adam Morrison and James Owen*
Ralph Pascht and Mark Le Messurier*
Bernardine Perreira*
Kimahli Powell*
Philip Rouse*

\$1,000 to \$1,999

Jill Andrew and Aisha Fairclough*
Deborah Barr
Alexander and James Boecker-Fitzgerald
Lambert Boenders and Barry Trentham
Bradley J. Campbell and Obed Urquilla Flores*
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Linda Chen
Andy Chong*
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Dennis Findlay*

\$600 to \$999

Barry Adam*
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Allen Braude*
Daniel Brown and Maurice Fournier*
Tania Cheng and Dana Decent*
Chris Chin*
Patrick David and Michael Smith
Christopher Field and Changming Guo

\$400 to \$ 599

Michael Agnew
Amaze Film + Television
SC Aubé
Janine and Christine Baillie-Roos*
Michelle Ball*
Ruby Bantock
Rachel E. Beattie*
Adam Benn
Sujata Berry*



We support Inside Out because the arts are critical to the success and cohesion of our LGBTQ communities. We applaud its efforts to be more inclusive, accessible and welcoming of all.

JIM LAWRENCE AND DAVID SALAK



Inside Out has become a highly respected film festival on the world stage. I am incredibly honoured to lend my support to the amazing work you do, with such passion and dedication to the cause.

KARIM LADAK
MEMBER AND DONOR

Paul Lalonde*
Samuel Lapidus
Bruce Lawson
Ron Leach
Michael Legouffe
Michael Lockhart*
Dr. Ben Louie
Devon MacFarlane
Gilles Marchildon and Gord Klassen
Jeanette and Brian Markle
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The Rev. Dr. John Joseph Mastandrea*
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Geoffrey Skelding
Lee Sneddon and Kris Fortomaris

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André Thomas
Ralph Topp
Stephen Traynor
Pat Vandesompele and Steve McKeown*
Paul Warder*
Peter Wren
Leonardo Zuniga

*Notes non-membership charitable contributions
We appreciate the support of all of our members and donors. We apologize for any omissions.
Inside Out's Charitable Registration Number is 871515995RR0001.

Leadership Circle

The philanthropic support of Leadership Circle Members is an investment in a sustainable future for Inside Out and the LGBTQ+ communities we serve.

- Jill Andrew and Aisha Fairclough
- Neville Austin
- Michael Bellefontaine
- Lawrence Bennett
- Paul Butler and Chris Black
- David Carter*
- Nelson Carvalho and Zak Miljanic
- Jo-Ann Chiam and Janet Koecher
- Andy Chong
- Dennis Findlay*
- Sarah Fodey*
- Heather Gibson*
- Dr. Richard Isaac and Brian Sam-bourne*
- Stephen Johnson*
- Steve Khan and Frédéric Prigot
- Julie Kinnear*
- William and Gary Klein
- Karim Ladak
- Marcus Law
- Jim Lawrence and David Salak
- Greg Lichti and Garth Norbraten*
- Andrew Mainprize and Philip Koccev*
- Russell Mathew and Scott Ferguson
- Martha LA McCain
- Donald McKay and Jim Laughlin*
- Adam Morrison and James Owen
- Ralph Pascht and Mark Le Messurier
- Bernardine Perreira*
- Kimahli Powell
- Philip Rouse
- Anne-Marie Vanier
- David Vella
- Jason Wagar
- Scott Windsor*

The Lawrence Family Foundation

We gratefully acknowledge the generous support from longtime members Jim Lawrence and David Salak and the Lawrence Family Foundation. Their generosity has enabled Inside Out to increase its support of LGBTQ+ film and filmmakers and launch the world's first LGBTQ+ Film Financing Forum. We are thankful for the Foundation's continued commitment to create a more inclusive festival for everyone in our communities.

RE:Focus Fund

This Fund is aimed at supporting career development for women and non-binary filmmakers. With the generous support of Martha McCain, the RE:Focus Fund will provide filmmakers an opportunity to attend the Festival to present their work and access microgrants and other development opportunities.

Legacy Society

Inside Out's Legacy Society is comprised of donors who have made a lasting commitment to our future by including Inside Out in their wills and estate plans.

- Neville Austin
- Lambert Boenders and Barry Trentham
- Andy Chong
- Dennis Findlay
- Larry Hughsam
- Karim Ladak
- Russell Mathew and Scott Ferguson
- Philip Rouse
- Dr. James Stewart

*Indicates new Leadership Circle Members

Inside Out Lead Sponsor



Presenting Partner



Premier Sponsor



Official Airline



Government



Foundations



Community Champions



Industry and Awards

- Telefilm Canada
- Ontario Creates
- Canadian Media Producers Association
- William F. White International Inc.
- Entertainment Partners (EP Canada)
- Sim International
- Toronto International Film Festival (TIFF)
- Bedtracks
- Elevent
- Hour Media
- Behind the Scenes Services
- Lewis Birnberg Hanet LLP
- Final Draft
- ACTRA Toronto

Platinum

- Artscape
- UrbanSource Catering
- Gillette
- Gillette Venus

Gold

- Aura Illuminated Events
- Monnet Design

Silver Toronto

- Out CBC
- Accenture
- Xtra
- KPMG
- NOW Magazine
- Steam Whistle Brewing
- Enterprise CarShare
- Third Floor Tailors
- Brosche Bridal

Bronze Toronto

- Beacon Real Estate Team
- Centennial College
- Nickel 9 Distillery
- Send It Courier
- Nella Bella
- Co-Effect
- AMAPCEO
- Unifor National

Ottawa Festival Sponsors

- OUTtv
- National Gallery of Canada
- SAW Gallery
- Capital Rainbow Refuge
- Lesbian Outdoor Group
- MAX Ottawa
- Ottawa Senior Pride Network

Statement of Operations

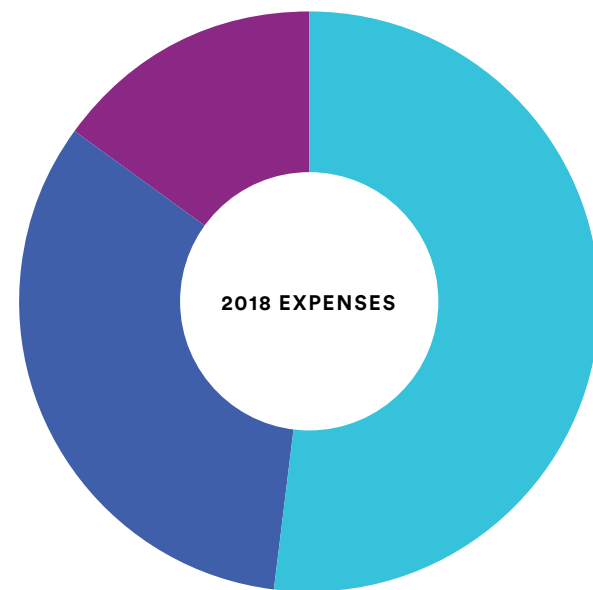
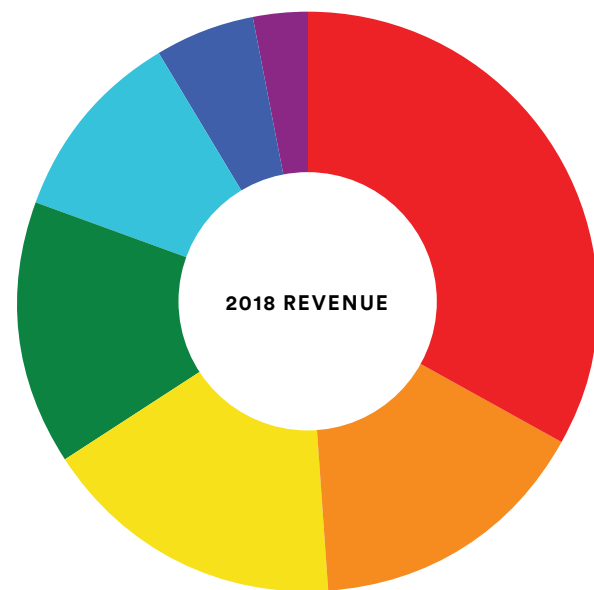
For the year ending December 31, 2018

REVENUE	2018	2017
Government and Foundation Grants	\$484,540	\$397,338
Individual Donations and Memberships*	\$230,517	\$936,178
In-Kind Services	\$244,850	\$223,577
Corporate Sponsorship, Donations, and Advertising	\$216,225	\$169,589
Toronto Festival and Special Events	\$156,812	\$147,631
Ottawa Festival	\$80,176	\$52,596
Endowment Fund Interest and Other Revenue	\$43,260	\$34,133
TOTAL	\$1,456,380	\$1,961,042

EXPENSES	2018	2017
Programming Expenses, Artistic Salaries and Awards	\$818,943	\$703,280
General and Administration and Salaries	\$516,407	\$557,353
Marketing and Outreach	\$234,976	\$188,627
TOTAL	\$1,570,326	\$1,449,260

EXCESS OF REVENUE OVER EXPENSES	2018	2017
	-\$113,946	\$511,782

*The increase in revenue over expenses in 2017 includes a one-time residual gift from the Estate of Dr. James Stewart. Revenue in excess of expenses was allocated to three funds, with current balances as follows: Operating Reserve Fund (\$275,000), Strategic Innovation Fund (\$150,000) and James Stewart Endowment Fund (\$227,821).



Auditor: David Burkes, BCom., CPA, C.A.
Full financial statements are available upon request.

Inside Out Board, Committees & Staff

Inside Out is a not-for-profit registered charity that exists to challenge attitudes and change lives through the promotion, production and exhibition of film by and about LGBTQ+ persons of all sexual and gender identities, ages, races and abilities.

Board and Committees

Chair: Thomas Park (2019)
Jason Wagar (outgoing)
Treasurer: Dave Singh
Secretary: Adam Stewart
Sujata Berry
Linda Chen (outgoing)
Jo-Ann Chiam (outgoing)
Tania Cheng
Harry Cherniak
Ashley Cooper
Michael Ghent (2019)
Aisha Fairclough (2019)
Jo Proulx (2019)
Mike Rudolph (2019)
Amy Talbert (outgoing)

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Chair: Dave Singh
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Zak Miljanic
David Vella
Jason Wagar
Andria Wilson (staff)

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Deanna Bickford (staff)
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John Duwyn
Jason Novelli
Mitzi Reinsilber

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Jason Wagar

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Deborah Berwick
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Alexander Khrapov
Mike Rudolph
Amy Talbert
Ashind Thukral
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Daniel Burns
Beau Gomez (staff)
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Vivian Or
Omid Razavi
Marcelino Rodriguez
Tom Threndyle
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Allia McLeod
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Nik Redman
Perry Voulgaris

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Jacob Crepeault
Kristin Rankin
Celine Roustan
Scott Smart
Erika Thoen
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Allen Braude
Jacob Crepeault
Jenna Dufton
Scott Ferguson
Paul Gallant
Beau Gomez
Sarah Melton
Andrew Murphy
Ingrid Randoja
Jess Russell

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Sujata Berry (Chair)
Adam Morrison
Aisha Fairclough
Jo Proulx

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Andria Wilson

Director of Programming
Andrew Murphy

Director of Development
Deanna Bickford

Programming Manager
Jenna Dufton

Marketing and Outreach Manager
Beau Gomez

Events and Engagement Coordinator
Kelsey Butt

Office Manager
Jayne Schneider

Guest Relations Manager
Gina Rim

Volunteer Coordinators
Hardeep Bubbra
Susan Potts-Halpin

Sponsorship Fulfillment Coordinator
Scott Smart

Social Media Coordinators
Sean Chooti
Emily Trace

Events and Engagement Assistant
Fred Daou

Box Office Manager
Bran Ramsey

Event Production Coordinator
Victoria Yeung

Guest Program Coordinator
Irenaldo Fumero

Membership Coordinator
Kirsten Bligh

Venue Operations Manager
Debbie Read

In Reps: Paula Forst, Tim Higgs, Sandra Hodnett, Michele Jelley

Out Reps: Eric Benson, Linda Lum

Front of House Assistants
Lee Clapp, Natalia Lopez-Woodside

Tech Rep: Paul Williams

Finance Forum Producer
Jan Nathanson

Grant Writer and Reel Access Coordinator
Steen Starr

Reel Access Working Group
Steen Starr, Co-project Manager
Michael McNeely, Co-project Manager

Kelsey Butt
Alicks Girowski
Andrew Gurza

Ken Harrower
Liviya Mendelsohn

Graphic Design and Festival Identity
Monnet Design

Publicist
K2 Publicity

Website Design and Development
Co-Effect

Program Guide Copy Editor
Jennifer Coffey

Festival Trailer Production
Production Merik Williams
Music T. Thomason

Festival Photographers
Dahlia Katz
Moe Laverty
Samson Learn
Lucy Lu
Ming Wu

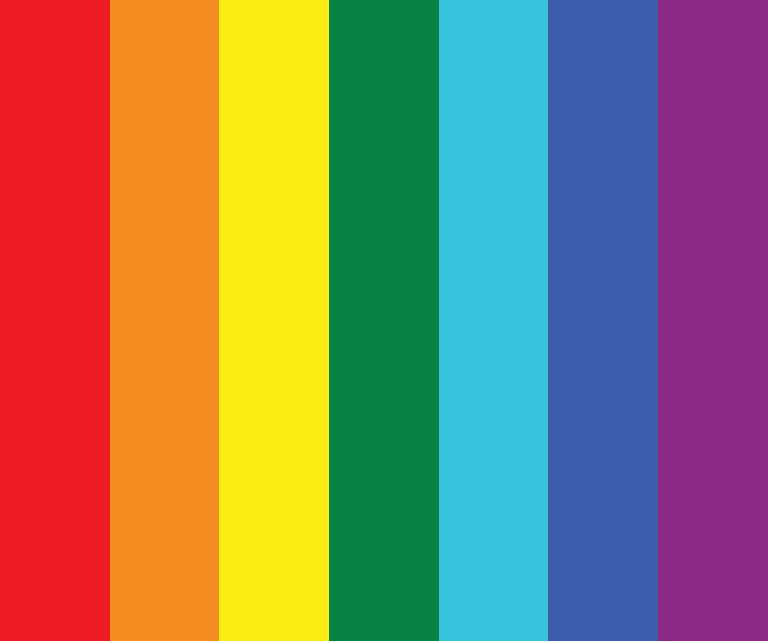
Festival Videographers
Hour Media
Cecilio Escobar
Lulu Wei
Merik Williams

Bookkeeper: Marie May

Financial Clerk: Sunny Kim

Interns
Jilian Campbell, Fundraising
Jacob Crepeault, Programming
Karolina Drozd, Community Engagement

Somya Gaur, Marketing
Wing Lam Leung, Events
Raine Nelson, Outreach
Jae Ng, Industry Programming
Lisa Ziegler, Industry Sponsorship



219-401 Richmond Street West
Toronto, ON M5V 3A8
416.977.6847
insideout.ca
inside@insideout.ca

**Inside
Out**