

Ontario Creates

Annual Report 2018 | 2019

Ontario Creates' mission is to be a catalyst for economic development in Ontario's creative industries through investment, promotion and facilitation of innovation and collaboration, both domestically and internationally. As a government agency, we work collaboratively with our private and public sector partners to drive growth—including GDP and employment—in Ontario's creative industries, including film and television, interactive digital media, music, book publishing and magazine media.

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By the Numbers

- **\$6 BILLION+**

Contributed to Ontario's GDP from Ontario Creates-supported creative industries*

- **65K JOBS**

Generated by Ontario Creates-supported creative industries*

- **178:1 ROI†**

Earnings reported by Export Fund recipients for every dollar invested by Ontario Creates

- **20 MILLION UNITS**

Music recording sales supported by Ontario Music Fund

- **20:1 ROI**

Additional production/product spending for each tax credit dollar

- **35,000+ BUSINESS CONNECTIONS AND LEADS**

Established by participants of Ontario Creates-led or supported initiatives

- **241 INTERNATIONAL MARKETS**

Attended by companies supported by Ontario Creates

* **Source: Statistics Canada (2017 data)**

† **Updated from Year in Review**

As a government agency, we are committed to managing our resources responsibly and effectively, so we welcome your comments.

Please send your feedback on this report to reception@ontariocreates.ca
or call 416.314.6858

Message from the Chair and the President & Chief Executive Officer

The Honourable Lisa MacLeod
Minister of Heritage, Sport, Tourism and Culture Industries

Dear Minister MacLeod,

On behalf of Ontario Creates, we are pleased to submit our 2018-2019 Annual Report.

Once again Ontario has shown it's a great place for the creative industries to do business.

Last year the film and TV sector set another record with \$1.9 billion in production volume and 37,000 jobs supported. This was made possible by a labour force that is second to none, world-class facilities, and substantial investment by the Province.

Top Hollywood projects came to Ontario, including *Shazam! IT: Chapter Two* and *The Handmaid's Tale* Homegrown programs, meanwhile, found audiences and acclaim around the world. For example, Netflix picked up international distribution for the CBC comedy series *Schitt's Creek* and *Kim's Convenience*; the former scored four Emmy nominations, and the latter was voted most popular foreign scripted show at the Seoul International Drama Awards.

Good news stories can be found across the creative sectors. The interactive digital media industry is annually contributing more than \$3 billion to Ontario's GDP and accounts for more than 22,000 jobs. The success of Canadian music artists is by now well documented; in the last five years the Ontario Music Fund has supported music recordings that have sold more than 20 million units worldwide.

The Book Fund continues to pay dividends. In 2018/19, recipients reported sales of nearly \$5 for every dollar invested by Ontario Creates. Ontario's magazine media industry is generating more than \$800 million in annual revenues and sustaining more than 5,600 jobs.

At Ontario Creates we are proud of the role we play in stimulating economic development in these industry sectors. This document contains many examples of companies that have been able to grow and thrive as a direct result of investment by the Province.

Partnerships also help achieve these results. We teamed with Telefilm Canada at the Toronto International Film Festival to promote Ontario to international decision-makers and again at Cannes to facilitate business-meeting opportunities for Ontario producers. Closer to home, WIFT-T, Hand Eye Society and Interactive Ontario help deliver our IDM Fund Futures programs, imparting business skills to digital content creators.

Operationally, we have become even more efficient. We launched an electronic payment system for grant recipients and were able to improve processing times for film and television credits by 40% to 55%.

We would like to thank former chair Mark Sakamoto and the other outgoing board members for their tremendous contributions and service. And we are grateful to the Government of Ontario for its confidence in us and for its investment through Ontario Creates, enabling the creative industries to make significant contributions to the Province's economy.

Sincerely,



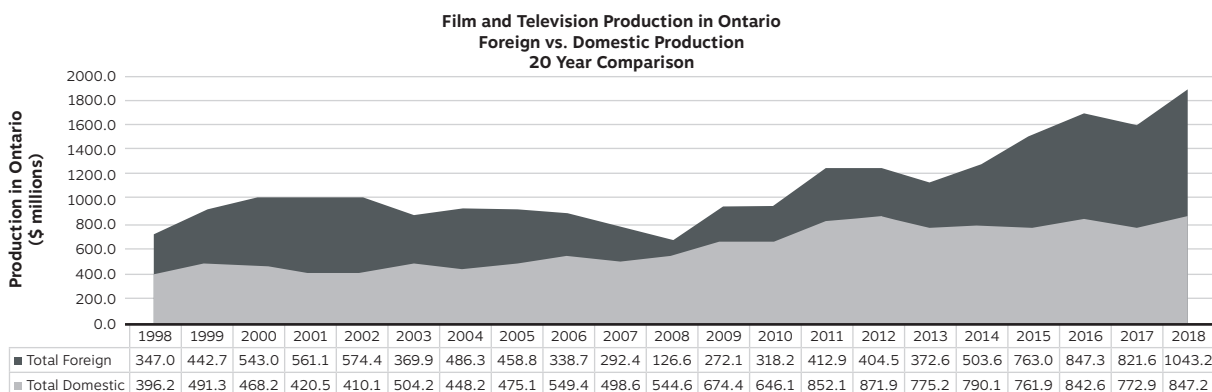
Aaron Campbell
Chair



Karen Thorne-Stone
President & CEO

2018: Another Record-Breaking Year in Ontario Film & TV Production

Ontario's film and television production industry accounted for approximately 37,000 full-time direct and spin-off jobs in 2018—an increase of 4,200 over the previous year—and contributed \$1.9 billion to the economy, stimulated by substantial provincial investment and a highly skilled local workforce.



The chart above represents productions shot in Ontario which have received facilitation services and/or applied for tax credits from Ontario Creates

Film & Television

The **Film Fund**, consisting of Development and Production components, is designed to increase the level of domestic feature film production in Ontario. It provides support to Ontario producers for feature film projects in the final stages of development and production financing.

The **Export Fund - Film and Television** provides eligible Ontario producers with funding to pursue strategic export development activities that support company growth and produce measurable business development results, including attendance at international market events and targeted sales trips.

Tax credits: The Ontario Film and Television Tax Credit (OFTTC), Ontario Production Services Tax Credit (OPSTC), and Ontario Computer Animation and Special Effects Tax Credit (OCASE) provide critical investment to domestic and international film and television production and post-production in Ontario, including animation and visual effects.

Film Fund

- \$5.6M invested
- 45 projects supported
- \$20.66 in additional production financing generated for every dollar invested
- 17,327 weeks of work from projects funded

Film and TV Production Activity in Ontario for the 2018 Calendar Year



Domestic Production by Format

- Television series¹: \$645,200,000
 - Feature film: \$132,100,000
 - TV movies, miniseries, specials, pilots²: \$69,900,000
- Total: \$847,200,000



Foreign Production by Format

- Television series¹: \$715,900,000
 - Feature film: \$231,800,000
 - TV movies, miniseries, specials, pilots²: \$95,600,000
- Total: \$1,043,200,000



Live Action vs. Animation

- Live action: \$1,774,400,000
 - Animation: \$116,100,000
- Total: \$1,890,500,000

Production Statistics for the industry are generated annually by Ontario Creates. Data represents expenditures of all productions using Ontario Creates-administered incentives and services including Film Fund, Tax Credits and Film Commission. Data does not include television commercials, corporate videos, music videos, or broadcaster in-house production. Data reflects 2018 production spend (labour, goods and services) in Ontario only, which may not be the total project budget. There may be productions that shot in Ontario that are not included in these totals due to the timing of project applications.

All dollar figures are in millions of Canadian dollars. Dollar figures have not been adjusted for inflation. Totals may not add due to rounding.

¹The number of television series does not include cycles which began production in the previous year.

²Productions with fewer than six episodes.

Ontario Creates at TIFF

Celebrate Ontario, Ontario Creates' annual salute to Ontario films and filmmakers at the 2018 Toronto International Film Festival (September 6-16), was held at The Carlu on September 7 and served as the launch pad for Ontario Creates' new brand. More than 1,200 guests attended.

The Grizzlies screened at TIFF and won Miranda de Pencier the award for outstanding directorial achievement from the Directors Guild of Canada. Produced by Northwood Entertainment, the drama benefitted from Ontario Creates Film Fund Development and Production support. Other Ontario Creates-supported films at TIFF included *Anthropocene: The Human Epoch*, *Carmine Street Guitars*, *Clara*, *Giant Little Ones*, *Mouthpiece*, *Sharkwater Extinction* and *Through Black Spruce*.

On the International Stage

Through **Export Fund - Film & Television**, Ontario Creates supported 101 companies to embark on 447 business trips, including attendance at 106 international markets.

At the **Cannes International Film Festival** (May 8-19, 2018), Ontario Creates co-hosted an Ontario reception with TIFF for more than 600 festival delegates and hosted an international networking dinner for 85 producers and a Producers Lab Toronto reunion lunch. The agency also hosted a roundtable session with Scandinavian and Ontario companies and met with international producers, representatives and funders, while its CoCreate Cannes initiative facilitated one-on-one meetings for producers from Ontario, Australia, Ireland, New Zealand, and the U.K.

Bringing together 20 Canadian and 18 international producing teams and 42 international financiers, the annual **International Financing Forum (IFF)** took place Sept. 9-10 during TIFF. One-on-one meetings led to 745 new leads for participating producers.

Ontario Creates sent a writer/producer team from Six Island Productions to the **eQuinoxe Europe International Screenwriters' Workshop** in Germany and producer William Woods from Woods Entertainment to the **Production Finance Market** in London, U.K. At the 2019 **Kidscreen Summit** in Miami (Feb. 11-14), Ontario Creates supported attending Ontario producers and provided meeting space.

The drama ***The Kindness of Strangers***, directed by Lone Scherfig and starring Zoe Kazan and Tahar Rahim, tells the story of lonely characters who find each other in New York City. The coproduction between Ontario's Strada Films and Denmark's Creative Alliance received support from the Ontario Creates Film Fund and opened the 2019 Berlinale.

"Ontario Creates provided crucial financing that allowed *The Kindness of Strangers* to be produced in Ontario. And director Lone Scherfig wants to continue working with her Ontario-based key creative collaborators."

Sandra Cunningham, Producer, Strada Films

Ontario Creates at the Canadian Screen Awards

Ontario talent shone brightly at the 2019 Canadian Screen Awards (CSAs), held in Toronto March 31 to honour achievements in film, television and digital media production. The Ontario Creates-supported feature ***Through Black Spruce*** (Serendipity Point Films) won for Achievement in Music - Original Score for alaska b.

Other CSA-winning projects supported by Ontario Creates include:

- ***Anthropocene: The Human Epoch***

Mercury Films

Best Feature Length Documentary: Jennifer Baichwal, Nicholas de Pencier, Edward Burtynsky

Best Cinematography in a Feature Length Documentary: Nicholas de Pencier

- ***Stockholm***

Darius Films/Lumanity Productions

Best Adapted Screenplay: Robert Budreau

Best Achievement in Hair: Peggy Kyriakidou

- ***The Grizzlies***

Northwood Entertainment

Achievement in Music - Original Song: "Trials," by Dan General, Thomas Lambe, Adam Tanuyak

Canadian Screen Week

Producers Floyd Kane and Jennifer Holness spoke at **The Audience**, an Ontario Creates-sponsored Academy Talks panel program at Canadian Screen Week (March 25-31). This was the first of four sessions of The Audience that will run throughout the year, and had capacity attendance.

Ontario Film Commission

Ontario Creates' Ontario Film Commission promotes the province for the purposes of generating investment in the film and television industry, and building capacity, competitiveness and long-term industry viability. The Commission develops and manages critical business relationships with producers, service providers, vendors and stakeholders, including trade associations and other organizations.

The Commission also provides complimentary location scouting and facilitation services to producers considering the province for shooting and post-production. Ontario Creates' production consultants take projects from script to screen through the creation of bespoke location packages using one of the industry's most comprehensive location photo libraries, managed in-house by a team of location experts.

Ontario Creates, in partnership with the City of Toronto, maintains a full-time presence in Los Angeles, providing on-the-ground marketing to attract production to Ontario, a direct link to the Province's regional film contacts, and support to Ontario's screen-based content creators.

"Whether we need a downtown urban environment for ***Shazam!*** or quintessential small-town bucolic for ***IT: Chapter Two***, Ontario is able to deliver cinema-ready locations and backs it up with high-quality crews and great facilities."

Kate Beyda, EVP Production, New Line Cinema

Production Guide

Ontario Creates' Ontario Production Guide launched in October with enhanced functionality, allowing users to upload listings digitally, providing more intuitive search abilities, and introducing the ability to list and search for environmentally sustainable goods and services. The 1600+ listings make it the most comprehensive guide for Ontario. The service is complimentary to listing companies and users.

Locations Library

- 257,845 Images
- 9,021 location portfolios
- 25,550 Library Visits

Promoting Ontario

In July, the Film Commission hosted a **Production Familiarization Tour** in Ontario for 10 leading L.A.-based production executives to strengthen ties with Ontario's vendors, suppliers, talent, production partners and government stakeholders and to showcase locations. The group met with over 160 Ontario industry stakeholders, creating and strengthening 1,630 business relationships.

Ontario Creates and Telefilm Canada co-hosted a stand at **TIFF 2018's** Industry Centre to promote Ontario as a leading production jurisdiction to international decision-makers and to provide a hub where Ontario stakeholders could schedule meetings with international delegates.

In January, the Film Commission hosted the 10th **Regional Film Forum**, convening over 40 regional and municipal film liaisons and key industry experts from across Ontario to discuss best practices for on-location filming.

In February and March, the Film Commission partnered with Durham Region and Kingston Tourism to deliver **locations scouting workshops** in Kingston and Whitby to strengthen the pool of scouts across key filming jurisdictions and provide insight into location filming for locations owners.

Emmy-nominated Production and Post

Emmy Award-nominated comedy **Schitt's Creek** (Not a Real Company) shot partially in Hockley Valley and Fergus. Ontario Creates estimates that of the \$1.9 billion spent on production in Ontario in 2018, \$300 million was spent outside Toronto.

"Spinvfx has experienced incredible growth in visual effects, seen in our Emmy Award nomination for **The Umbrella Academy**. Meanwhile, overall industry growth has government and community working with Ontario Creates on increasing infrastructure and training and retraining our labour force."

Neishaw Ali, President and Executive Producer, Spinvfx

One hundred and fifty-four film and TV productions were directly supported by the Film Commission's scouting service.

Interactive Digital Media

There are 929 IDM companies in Ontario, according to *Measuring Success*, a 2019 study by Interactive Ontario. In 2017, Ontario's IDM industry contributed more than \$3 billion to Ontario's GDP and accounted for 22,375 jobs. IDM companies in Ontario spent a total of \$1.4 billion, \$627 million of which was spent on video game development.

IDM Fund

- 149 projects supported
 - \$8.9M invested
 - 17,953 weeks of work from projects funded
-

Supporting Interactive Digital Media

The **Interactive Digital Media (IDM) Fund: Concept Definition** program provides support for early-stage activities that will assist the applicant company in moving towards the production of a market-ready content project.

The **IDM Fund: Production** program provides IDM content creators with funding for high quality, original interactive digital media content projects.

IDM Fund: Global Market Development supported 52 companies to undertake 179 trips, including attendance at 62 international markets.

IDM Fund: Marketing Support provided funds towards marketing efforts for 24 IDM Fund: Production-supported projects.

IDM Fund Futures teaches business, marketing, and pitching skills to up-and-coming digital-media creators and those transitioning to digital from traditional screen content. WIFT-T, Hand Eye Society and Interactive Ontario run the courses. Four companies were awarded grants from Ontario Creates for early-stage development work.

The **Ontario Interactive Digital Media Tax Credit (OIDMTC)** supports the development of interactive digital media products created in Ontario.

Programming and attendance at key industry events

Ontario Creates supported and attended **Toronto Game Jam** (May 4-6, 2018), a public event featuring international game-makers where a rough idea goes from prototype to playable game.

Comics x Games, organized by Hand Eye Society at the Toronto Comic Arts Festival and featuring games, gallery shows, panels and talks, was held in Toronto May 12-13 and supported by Ontario Creates.

Ontario Creates supported **T.O. WebFest** (May 25-26), which offers panels, workshops, networking, screenings, installations and awards.

Along with the Independent Production Fund, Ontario Creates attended the inaugural **Stareable Fest** in New York (July 20-22) and supported seven web-series producers to attend.

Interactive Ontario's annual **iVentures** conference, a marketplace for IDM ideas, ran November 6-7 with support from Ontario Creates, which also attended.

Ontario Creates supported more than 35 Ontario companies at the **Game Developers Conference** (March 18-22, 2019) in San Francisco.

IDM Success Story

Tiny Titan Studios

Indie game developer Tiny Titan Studios recently released its ninth and most ambitious title, *Arena Stars*, in which players choose a hero, build a team and take on competitors in the Arena Stars Universe.

Jeff Evans launched Tiny Titan in 2014 as a one-person operation; he now has 17 employees in a downtown London, Ontario space. The shop has a growing fan base for its retro-inspired products, generating revenue from in-game purchases and advertising.

The IDM Fund supported Tiny Titan's launch of the *Dash Quest Heroes* game app as well as *Arena Stars*, and Evans says the tax credits managed by Ontario Creates have also been key. The Ontario Creates funding helps mitigate the risk of upping the scale of a project, resulting in better games.

There have been more than 13 million downloads of Tiny Titan's games on Android and iOS phones, and eight of the company's titles have been named one of Apple's best new games upon release.

"Ontario Creates has been a tremendous partner in helping us grow and stabilize as we grow."

Jeff Evans, founder and CEO, Tiny Titan Studios

Award-winning IDM Projects

IDM Fund-supported game studio Gloam Collective won the \$50,000 Ubisoft Indie Series Grand Prize and Ubisoft and National Bank mentorship with a pitch for their game **Bravery Network Online**.

“The IDM Fund has been crucial for Gloam to be able to hit the ground running. Without Ontario Creates’ funding and advice, we wouldn’t have had the courage to take the leap into bigger, more ambitious, more rewarding projects.”

Damian Sommer, Co-owner, Gloam Collective

In puzzle game **Quench**, the user becomes an avatar of nature and guides herds of animals on a perilous journey. The game from Axon Interactive, which received IDM Fund support, was a Best in Play winner at the 2019 Game Developers Conference.

Music

Ontario is Canada’s key music hub. According to Statistics Canada, Ontario’s sound-recording and music-publishing industries contributed more than \$362 million to the Province’s GDP and accounted for 3,995 jobs in 2017.

Ontario’s sound recording and distribution industry generates an estimated 75% of total national industry revenues and annually pays \$59.1 million in employee salaries, wages and benefits. It is estimated that live music companies in Ontario generate upwards of \$600 million annually.

The **Ontario Music Fund** (OMF), administered by the **Ontario Music Office** (OMO), strengthens and stimulates growth in Ontario’s music companies and organizations as they expand their economic and cultural footprints across Canada and around the world.

Industry Results after 5 Years of OMF Support

- 20M+ units of OMF-supported music recordings sold worldwide
- 10M+ people have attended OMF-supported live music events
- 2,200 artists directly supported
- 40K business leads and deals from export missions and B2B meetings

Supporting Music

OMF: Music Company Development provides Ontario-based music companies with funding to support new or expanded business activities, including strategic business and market development.

OMF: Live Music increases the number and quality of live music experiences enjoyed by residents in and visitors to Ontario at events, festivals and concerts featuring Canadian artists.

OMF: Music Futures stimulates entrepreneurship and provides support to develop Ontario's diverse and emerging music industry.

OMF: Music Industry Development supports organizations engaging in strategic initiatives with long-term impacts on the growth and sustainability of Ontario's music industry.

"As an independent artist, support from the OMF has been crucial in helping us share our music with our fans globally, and we look forward to witnessing the incredible impact the program is having on other artists in our community."

Daniel Caesar & Team Golden Child

Ontario Artists Win at Juno Awards in London

Juno Week, including the 48th Annual Juno Awards, took place in London, Ontario, March 11-17, 2019.

Ontario Creates hosted a networking event to celebrate Ontario's Juno-nominated artists at the Lounge at Live Nation on March 7.

Ontario artists excelled at the awards ceremonies. OMF-supported artists who took home awards include: Arkells, bülow, Bahamas, Dizzy, Splash'N Boots, Jessie Reyez, Jeremy Dutcher and Donovan Woods.

"The OMF has supported Jessie and her company, FMLY Inc., from day one. With OMF support, we have been able to grow the company exponentially at a time in her career when backing from her home country and province are crucial to her global success."

Mauricio Ruiz, Jessie Reyez' manager

OMF at Major Music Events

Supported by Ontario Creates, **Canadian Music Week** was held in Toronto May 7-13, 2018. OMF-supported activities included the Music Summit, the International Marketplace, a panel on gender parity, and an Ontario Creates-supported showcase and delegate reception as part of the KeyChange initiative. The OMO also piloted a mentorship program providing conference passes and access to industry mentors and Ontario Creates staff to high-potential emerging companies and artists from underrepresented communities and genres.

The OMO attended the **Summer Solstice Indigenous Festival** (June 21-24), participating in mentor sessions, and attended networking and live music events at **TD Ottawa Jazz Festival** (June 21-July 1). Both events were OMF-supported.

OMF-supported **Megaphono**, the fifth edition of Ottawa's music showcase festival and conference, took place February 7-9, 2019. The three-day event featured around 100 artists performing in 30 venues around the Ottawa-Gatineau region with a strong focus on local talent.

International Business Development/Export

The OMF supports export trade missions around the world that create business opportunities for Ontario music companies. Ontario Creates works with industry partners to deliver targeted B2B activities and showcase talent. In 2018-19, these included:

- **A2IM Indie Week**
New York, NY
 - **CIMA mission to Mexico/FIMPRO**
Guadalajara, Mexico
 - **Folk Alliance International**
Montreal, QC
 - **The Great Escape: The Festival for New Music**
Brighton, U.K.
 - **Iceland Airwaves**
Reykjavik, Iceland
 - **Midem**
Cannes, France
 - **New Skool Rules**
Rotterdam & Amsterdam, Netherlands
 - **Reeperbahn Festival**
Hamburg, Germany
 - **SXSW**
Austin, TX
-

Live Music

Ontario is home to some of Canada's best concerts and music festivals, and OMF support can be found in live music events across the province. This year, Orillia's Mariposa Folk Festival and family-friendly Riverfest Elora saw record attendance, while eclectic Bravo Niagara! Festival of the Arts featured global artists and musical acts from Ontario's diverse talent pool, and Northern Lights Festival Boréal showcased Northern Ontario performers. Since 2013, more than 10 million people have attended OMF-supported live music events featuring more than 11,000 performances by Ontario artists.

Books

Ontario is home to Canada's largest book-publishing industry with annual operating revenues of \$1.1 billion (as of 2016), representing 67% the national total. Ontario publishers account for nearly \$257 million, or 68%, of national wages, salaries and benefits. The Ontario book publishing sector contributed \$523 million to Ontario's GDP and accounted for 6,035 jobs in 2017.

Book Fund

- \$2.4M invested
- 34 Projects supported
- \$4.79 in sales earned for every dollar invested

Supporting Book Publishing

The **Book Fund** supports the business development of independent Ontario-based book publishers by providing funding for marketing initiatives and activities that enable them to build on their capacity to achieve business development goals. Through **Ontario Author Touring Support**, a strategic initiative, Ontario Creates also supports publishers' author-touring initiatives.

The **Export Fund - Book** provides eligible Ontario publishers with funding to pursue strategic export development activities that support company growth and produce measurable business development results. Primary activities include targeted sales trips and attendance at international market events.

The **Ontario Book Publishing Tax Credit (OBPTC)** supports Ontario publishers to publish literary works by Canadian authors.

The **Canadian Books in Ontario Schools Fund** supports publishers to create learning materials for established works of Canadian literature and supports collective marketing activities that will raise awareness among education professionals about Canadian titles suitable for their classrooms.

Program & Event Highlights

The **Export Fund - Book** supported 31 publishers to embark on 156 trips, including attendance at 73 markets and fairs around the world.

Book Summit 2018, a professional development conference focusing on industry issues, was held June 14 at Toronto's Harbourfront Centre with support from Ontario Creates.

The industry is gearing up for the 2020 **Frankfurt Book Fair**, where Canada will be Guest of Honour. Ontario Creates supported the **Ontario Book Publishers Organization** to provide a translation incentive to foreign publishers, provided funding for publishers to create marketing materials to increase opportunities for rights sales, and supported a networking event at the 2018 book fair (October 10-14).

The agency supported the **26^e Salon du Livre de Toronto** (Toronto French Book Fair) (November 29-December 1), which assembled more than 100 publishers and distributors from the French-speaking industry and hosted a literary festival for Francophone audiences.

Promoting Ontario Authors

Success story: Annick Press

Annick Press has published picture books, fiction and non-fiction for more than three decades, including works by authors Robert Munsch, Kathy Stinson and Ruth Ohi. The goal of co-founders Rick Wilks and Anne Millyard was to provide literature for children that reflects Canadian sensibilities and relevance to their lives.

The prominence Canadian writers have gained through Annick and other publishers has helped grow the industry. Early on, Millyard and Wilks worked out a distribution and publicity plan that benefited from grants and capitalization support. Ontario Creates' support has allowed Annick to develop and finance author videos, classroom whiteboards and other multimedia communications that reach audiences.

Recent award-winners include *Fire Song* by Adam Garnet Jones (Honour Book – Burt Award for First Nations, Inuit and Métis Young Adult Literature) and *The House of One Thousand Eyes* by Michelle Barker (Next Generation Indie Book Award).

Authors in the Spotlight

Ontario Creates supported the **Toronto International Festival of Authors** International Visitors Programme (October 18-28, 2018) at Harbourfront Centre.

The agency supported the Ontario Book Publishers Organization's tradeshow pavilion at the **OLA (Ontario Library Association) Super Conference 2019** (January 30-February 2) in Toronto and supported the Association of Canadian Publishers to highlight Ontario titles and hold a networking event.

The **31st Annual Trillium Book Awards** shortlist was announced on May 24 followed by readings by the finalists at the Toronto Public Library on June 20.

The 31ST Trillium Book Awards

Ontario Creates is proud to present the Trillium Book Award, Ontario's premier prize in literature celebrating the province's writing talent. Established to honour excellence in prose and poetry in both official languages, the award is open to books in any genre. This has meant a rich, diverse range of fiction and non-fiction titles have appeared on the annual shortlist, and that was particularly evident this year.

On June 21, Ontario Creates President and CEO Karen Thorne-Stone, outgoing Ontario Creates Chair Mark Sakamoto and emcee Heather Hiscox from CBC News Network hosted the Toronto awards ceremony, during which the 2018 Trillium Book Award winners were announced. Ontario Creates awarded \$75,000 in prizes to the winning authors and publishers.

These included:

- **Trillium Book Award in English**

Kyo Maclear
Birds Art Life
(Doubleday Canada)

- **Trillium Book Award for Poetry in English**

Pino Coluccio
Class Clown
(Biblioasis)

- **Trillium Book Award in French**

Aurélie Resch
Sous le soleil de midi
(Éditions Prise de parole)

- **Trillium Book Award for Poetry in French**

Sylvie Bérard
Oubliez
(Éditions Prise de parole)

Magazines

Canada's magazine sector includes consumer and business-to-business (B2B) publications with content distributed in print and digitally via a variety of web and mobile channels. Ontario has the country's largest magazine media industry, generating \$801 million in revenues in 2017, representing 61% of the national total. Ontario's periodical publishing sector contributed nearly \$473 million to the Province's GDP and accounted for 5,645 jobs in 2017. Publishers pay \$264 million annually in salaries and benefits.

Supporting Magazine Media

The **Magazine Fund** supports the business development of independent Ontario-based magazine publishers. Funds are provided to assist in the growth of these businesses through the creation and implementation of new strategic initiatives that enable publishers to achieve business development and/or marketing objectives.

Magazine Fund

- 42 companies supported
 - \$2M invested
 - \$4.1M total project budgets
-

Success story: *Precedent*

Precedent, a career and lifestyle magazine for lawyers, won the 2019 Canadian Society of Magazine Editors award for Trade Magazine of the Year. It has also earned recognition at the Canadian Business Media Awards and the National Magazine Awards. The publication was founded in 2007 by editor and publisher Melissa Kluger, a Toronto lawyer, and is distributed quarterly by mail to more than 15,000 lawyers.

Ontario Creates has played a role in this success, having provided grants to fund a reader survey, develop marketing materials, and build a website for law students. "Ontario Creates invests in sustainable projects, and then helps you take the risks you need to take to grow the business," Kluger says.

Award-winning Publications

The National Magazine Awards Foundation presented the winners of its 42nd annual **National Magazine Awards** at a gala on May 31, 2019, honoring the previous year's print and digital publications. The night's top winners supported by Ontario Creates include *Cottage Life*, *Toronto Life* and *The Walrus*.

Magazines Canada Events

MagNet 2018, Canada's magazine conference (April 25-26, 2018), was supported by Ontario Creates and attended by staff, who hosted a table in MagNet Square to provide information on programs for magazines.

On October 24, **Magazines Canada** shared results of a B2B audience research survey at a networking breakfast, while on November 6 it hosted **Showcasing Success**, in which a panel discussed new ideas and initiatives. Both events were supported by Ontario Creates.

Magazines Canada also held its seventh annual **Business Media Leadership Summit**, supported by Ontario Creates, February 5-6, 2019, in King City. Aimed at senior business media executives, it focused on issues and challenges, exploring partnerships and developing new business strategies.

Cross-sector Collaboration

From Page to Screen

On March 5, 2019, Ontario Creates hosted the 12th annual From Page to Screen, a one-day B2B event promoting big and small-screen adaptations of Canadian fiction, non-fiction and children's literature from Ontario publishers. Fifty Ontario film and television producers were matched with 19 book publishers in scheduled, one-on-one meetings. In 2018-19, Ontario Creates supported six option deals.

Discussion Panel podcasts available online

Ontario Creates' breakfast discussion panel series is a forum for knowledge-sharing by industry leaders across sectors. Five sessions were held in 2018-19 in Toronto, Hamilton and Ottawa. Podcasts are available at the Ontario Creates website and iTunes channel and on Google Play.

Business & Market Intelligence

Ontario Creates' business and market intelligence activities produce timely and relevant information that helps Ontario companies remain competitive internationally. The agency's activities also inform program design to ensure support to the industries remains strategic and high-impact.

Ontario Creates carries out or commissions its own research, produces industry profiles and a quarterly business intelligence bulletin, provides funding through the Business Intelligence Program for industry organizations to carry out specific research, and curates an extensive Online Research Library that houses links to more than 700 documents.

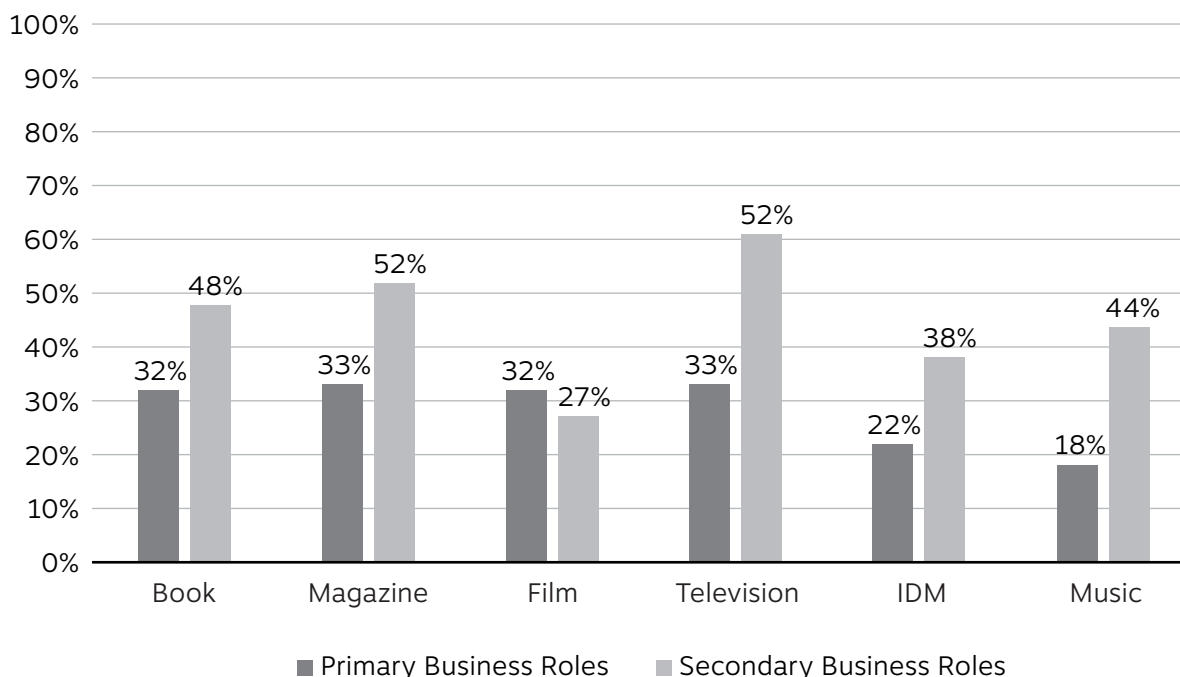
By collaborating with industry and government partners, the agency is able to leverage a relatively small investment to provide information vital to the success of Ontario companies.

- 9 applications supported
- 15K unique views of industry profiles on Ontario Creates website
- 2.1K unique visitors to online research library
- 1.3K unique views of business intelligence bulletin

Ontario Creates Baseline Gender Study and Key Role Framework

In 2018-19, Ontario Creates commissioned a study to collect baseline data on companies and projects the agency has funded. This focused on gender representation in key business and creative roles. The results indicate that while female representation in key roles is increasing, women are underrepresented in most senior roles across all sectors. The exception is second-tier business roles in television, where women account for 61% of the workforce.

Female Representation in Key Business Roles by Sector, 2017-18



Service Improvements

Tax Credit Queues Reduced

As a result of process improvements introduced in 2018/19, Ontario Creates' Tax Credits and Financing Department saw significant year-over-year progress in reducing Ontario Creative Industries Tax Credit queues.

- Aggregate analysis time for all tax credits was **25%** faster than in 2017/18
- Processing time for film and television credits was improved by **40% – 55%**
- 3,183 products were reviewed – a **4%** increase over 2017/18

Direct Deposit Rolls Out

In December 2018, Ontario Creates improved customer service and efficiency and reduced its carbon footprint by offering electronic direct deposit to grant recipients. Electronic payments are received faster than cheques and eliminate paper use and fuel consumption for delivery. This initiative comes after the agency rolled out direct deposit to vendors and suppliers in 2017.

Electronic Access

Ontario Creates has established an Online Research Library, Online Application Portal, and Online Board Portal to streamline industry access to market intelligence and grant and tax credit applications, and to ensure secure Board access to business documents. These systems allow the agency to go largely paperless in application processing, help simplify the process for businesses, provide one window of communication with applicants, and facilitate jury deliberations. They are monitored and enhanced on a regular basis in response to user feedback.

Administrative Efficiencies

In order to save money and ensure optimal performance, Ontario Creates has eliminated the use of fax machines, cut photocopier costs (down 30% from 2017-18), and implemented a low-cost phone solution. The agency is transitioning to cloud-based services and uses electronic publications and communications wherever possible.

Ontario's Creative Industries Tax Credits

Ontario Creates administers five provincial tax credit programs across the film and television, interactive digital media and book publishing industries. These tax credits are key components in the viability and continued growth of these sectors in the Province. They provide important financial incentives that help attract and retain business in Ontario. They enhance companies' capacity to invest and reinvest, hire Ontario talent and make a substantial contribution to the Province's economy.

Ontario Film And Television Tax Credit (OFTTC)

A 35 per cent refundable tax credit on Ontario labour expenditures for film and television productions produced by Ontario-based Canadian corporations.

Ontario Production Services Tax Credit (OPSTC)

A 21.5 per cent refundable tax credit on Ontario production expenditures (both labour and non-labour costs as well as all post-production) for film and television productions by Canadian or foreign-controlled corporations.

Ontario Computer Animation And Special Effects Tax CREDIT (OCASE)

An 18 per cent refundable tax credit on Ontario labour expenditures for digital animation and visual effects created in Ontario for film and television productions.

Ontario Interactive Digital Media Tax Credit (OIDMTC)

A 40 per cent refundable tax credit (35 per cent for development under fee-for-service) on eligible expenditures to develop IDM products in Ontario, available to Canadian and foreign-controlled corporations.

Ontario Book Publishing Tax Credit (OBPTC)

A 30 per cent refundable tax credit on eligible expenditures to publish and market books by Canadian authors, available to Ontario-based Canadian corporations.

Tax Credit Statistics for 2018-19

Tax Credit	Products / Productions Received	Products / Productions Reviewed	Eligible Products / Productions Certified	Total Value of Estimated Tax Credits	Project Value
OFTTC	339	407	394	\$251,631,003	\$1,417,459,483
OPSTC	221	336	330	\$414,990,323	\$15,954,879,106
OCASE	307	328	283	\$32,848,783	\$364,819,732
OIDMTC	799	1658	1182	\$138,588,402	\$457,540,637
OBPTC	593	448	443	\$3,120,288	\$10,741,939
Total*	2,268	3,183	2,637	\$841,361,786	\$18,206,768,746

OCASE and OIDMTC applications are based on the applicant's fiscal year of activity and may include multiple productions.

Total Value of Estimated Tax Credits reflects certificates issued in the fiscal year, NOT production activity in that period.

* Totals include a small number of Ontario Sound Recording Tax Credit (OSRTC) applications/certifications. OSRTC was discontinued as of the 2015 Ontario Budget, however a company may still claim the OSRTC for sound recordings that commenced before April 23, 2015, but can only calculate the tax credit on expenditures incurred before May 1, 2016. Total estimated value of OSRTC in 18/19 is \$182,986 with a project value of \$1,327,850.

31ST Trillium Book Awards

Finalists and Winners

Trillium Book Award winners in English-language and French-language each received \$20,000. Publishers of the winning books each received \$2,500 towards book promotions. The winners of the Trillium Book Award for Poetry in English-language and French-language each received \$10,000 and their publishers each received \$2,000. All finalists also received a \$500 honorarium.

* indicates winners

English-language Finalists for the Trillium Book Award:

- Cherie Dimaline, *The Marrow Thieves*, DCB/Cormorant Books
- Catherine Hernandez, *Scarborough*, Arsenal Pulp Press
- Kyo Maclear, *Birds Art Life*, Doubleday Canada*
- James Maskalyk, *Life on the Ground Floor*, Doubleday Canada
- Rebecca Rosenblum, *So Much Love*, McClelland & Stewart
- Leanne Betasamosake Simpson, *This Accident of Being Lost*, House of Anansi Press

French-language Finalists for the Trillium Book Award:

- Maurice Henrie, *Le poids du temps*, Les Presses de l'Université d'Ottawa
- Didier Leclair, *Le bonheur est un parfum sans nom*, Éditions David
- Alain Bernard Marchand, *Sept vies, dix-sept morts*, Les Herbes rouges
- Blaise Ndala, *Sans capote ni kalachnikov*, Mémoire d'encrier
- Aurélie Resch, *Sous le soleil de midi*, Éditions Prise de parole*

Finalists for the Trillium Book Award for Poetry in English language:

- Pino Coluccio, *Class Clown*, Biblioasis*
- Puneet Dutt, *The Better Monsters*, Mansfield Press
- Phoebe Wang, *Admission Requirements*, McClelland & Stewart

Finalists for the Trillium Book Award for Poetry in French language:

- Sylvie Bérard, *Oubliez*, Éditions Prise de parole*
- Chloé LaDuchesse, *Furies*, Mémoire d'encrier
- Christian Milat, *Si je connaissais...*, Éditions David

2018-19 Program Recipients

Ontario Creates Film Fund

The Film Fund is designed to increase the level of domestic feature film production in Ontario, providing support to Ontario producers for feature film projects in the final stages of development and production financing. In 2018-19, Ontario Creates provided \$5.6 million, supporting 31 production applications and 14 development applications. Every dollar invested generated an additional \$20.66 in production financing for films.

2018-19 – Ontario Creates Film Fund – Production – Drama Recipients

- | | |
|---|--|
| 1. Akilla's Escape - Canesugar Filmworks Inc. | 13. A Grand Romantic Gesture - 2644175 Ontario Inc. |
| 2. American Woman - First Generation Media Inc. | 14. Guest of Honour - Guest of Honour Films Inc. |
| 3. Blow Away (working title) - Evolution Agency Productions Inc. | 15. Hammer - Screen Asylum Inc. |
| 4. Carmen Has Been Touched (working title) - Aiken Heart Films Inc. | 16. Happy Place - Sienna Films Inc. |
| 5. Castle in the Ground - 2623427 Ontario Inc. | 17. The Incredible 25th Year of Mitzi Bearclaw - 2574393 Ontario Inc. |
| 6. Charlotte - January Films Limited | 18. The Kindness of Strangers - Strada Films Inc. |
| 7. Clifton Hill - Rhombus Media Inc. | 19. Like a House on Fire - Woods Entertainment Canada Inc. |
| 8. The Cuban - S.N.A.P. Films Inc. | 20. Percy (aka Percy Versus Monsanto) - Scythia Films Inc. |
| 9. Death of a Ladies' Man - Corey Marr Productions Inc. | 21. Random Acts of Violence - Random Act Productions Inc. |
| 10. Dino Dana: The Movie - Sinking Ship (Dino Dana Movie) Productions Inc. | 22. Running Home - Big Soul Productions Inc. |
| 11. From the Vine - Mythic Productions Inc. | 23. Tammy's Always Dying - JA Productions Inc. |
| 12. Funny Boy - Hamilton-Mehta Productions Inc. | |

2018-19 – Ontario Creates Film Fund – Production – Documentary Recipients

- | | |
|---|--|
| 1. A.I. God - Fathom Film Group Ltd. | 5. Connecting the Dots - Filmblanc Inc. |
| 2. Betrayal - Ferocious Films Inc. | 6. Goreau's Ghosts - Coral Movie Productions Inc. |
| 3. Bollywood Canada Documentary - 1899996 Ontario Inc. | 7. Killing Patient Zero - Zero Doc Inc. |
| 4. Borealis - Primitive Entertainment Inc. | 8. Robbie Robertson - Testimony - Robbie Documentary Productions Inc. |

2018-19 – Ontario Creates Film Fund – Development – Drama Recipients

- | | |
|---|--|
| 1. <i>The Cuban Five</i> - Conquering Lion Pictures Inc. | 6. <i>Riptide</i> - Hungry Eyes Media Inc. |
| 2. <i>CUTBLOCK 7190</i> - Film Forge Productions Inc. | 7. <i>Rush the Dark</i> - New Real Films Inc. |
| 3. <i>Night Raiders</i> - Alcina Pictures Ltd. | 8. <i>T'es belle Maryse</i> - Flimshow Inc. |
| 4. <i>Purgatory Jack</i> - Substance Production Inc. | 9. <i>WARG</i> - Devonshire Productions Inc. |
| 5. <i>The Retreat</i> - Alyson Richards Productions Inc. | |

2018-19 – Ontario Creates Film Fund – Development – Documentary Receipts

- | | |
|--|--|
| 1. <i>Black Zombie</i> - Third Culture Media Inc. | 4. <i>The New Black Gold</i> - Fathom Film Group Ltd. |
| 2. <i>Connecting the Dots</i> - Filmblanc Inc. | 5. <i>Poison in Paradise</i> - 1625070 Ontario Ltd. |
| 3. <i>Hunting in Packs</i> - Fathom Film Group Ltd. | |

Ontario Creates Film Fund Marketing and Distribution Initiative

The Ontario Creates Film Fund Marketing and Distribution Initiative (MDI) assists producers of Ontario Creates Film Fund-supported films with domestic marketing and distribution leading up to and during their releases. The MDI awarded \$270,000 to 16 films that have had theatrical releases.

2018-19 Ontario Creates Film Fund Marketing and Distribution Initiative Recipients

- | | |
|---|--|
| 1. <i>Anthropocene</i> - Anthropocene Films Inc. | 10. <i>The Padre</i> - Darius-Padre Productions Inc. |
| 2. <i>Clara</i> - SPF 2016 Productions Inc. | 11. <i>Paper Year</i> - Paper Year (Canada) Inc. |
| 3. <i>Giant Little Ones</i> - Giant Little Ones Inc. | 12. <i>The Shadow of Gold</i> - 1971126 Ontario Inc. |
| 4. <i>Gift</i> - Gaudete Films Inc. | 13. <i>Sharkwater Extinction</i> - 2513073 Ontario Inc. |
| 5. <i>Goalie</i> - Goalie Productions Inc. | 14. <i>Tulipani: Love, Honour, and a Bicycle</i> - DCTV Tulips Productions Inc. |
| 6. <i>Level 16</i> - L16 MSF Inc. | 15. <i>What Walaa Wants</i> - What Walaa Wants Productions Inc. |
| 7. <i>Little Italy</i> - Pizza Lovers Productions Ltd. | 16. <i>The Woman Who Loves Giraffes</i> - Pursuing Giraffe Adventures Inc. |
| 8. <i>The Littlest Reindeer</i> - Littlest Reindeer Productions Inc. | |
| 9. <i>Metamorphosis</i> - Chrysalis Pictures Inc. | |

Ontario Creates Interactive Digital Media Fund

In 2018-19 IDM Fund invested \$8.9 million in 149 IDM projects with project budgets totaling \$25.5 million, resulting in approximately 17,953 weeks of work for Ontario creators. IDM Fund: Concept Definition provides support for early-stage activities that will assist the applicant company in moving towards the production of a market-ready content project. IDM Fund: Production provides IDM content creators with funding for high quality, original interactive digital media content projects.

2018-19 Ontario Creates Interactive Digital Media Fund - Concept Definition Recipients

- | | |
|-----------------------------------|-------------------------------------|
| 1. 13AM Games Inc. | 15. Numismatic Games Corporation |
| 2. 2294462 Ontario Inc. | 16. Phantom Compass Inc. |
| 3. Cococucumber Inc. | 17. The Really Serious Game Company |
| 4. Creative Bytes Studios Inc. | 18. Sago Sago Toys Inc. |
| 5. CultureRus Corporation | 19. Secret Location Inc. |
| 6. Green Room VR | 20. Shaftesbury Development Inc. |
| 7. Jay Halbren Raphael Clipperton | 21. SK Films Inc. |
| 8. Kidictive | 22. Springbay Studio Ltd. |
| 9. Kristal Clear Productions Inc. | 23. Stitch Media Ontario Inc. |
| 10. Lightning Rod Games, Inc. | 24. Thousand Stars Studio Inc. |
| 11. Magic Falls Inc. | 25. VR Star Games Inc. |
| 12. Mongoose Rodeo Inc. | 26. Whorl Interactive Inc. |
| 13. Murray Whyte | 27. Winter Projects |
| 14. Necrophone Games Corp. | |

2018-19 Ontario Creates Interactive Digital Media Fund - Production Recipients

- | | |
|---------------------------------------|-----------------------------------|
| 1. 13AM Games Inc. | 17. LoCo Productions Inc. |
| 2. Annex Publishing and Printing Inc. | 18. Mighty Yell Studios Inc. |
| 3. Backyard Media Inc. | 19. Milana Bodioga |
| 4. Banger Films Inc. | 20. Moonray Studios Inc. |
| 5. Big Blue Bubble Inc. | 21. Old Soul Productions |
| 6. Bloom Digital Media Inc. | 22. Passion Inc. |
| 7. Blue Isle Studios Inc. | 23. Puzzle Cats Inc. |
| 8. Boss & Company | 24. Secret Location Inc. |
| 9. Cream Digital Inc. | 25. Shaftesbury Tech Inc. |
| 10. Gloam Collective Inc. | 26. She Said Films Inc. |
| 11. The Heliconia Press | 27. Sinking Ship Interactive Inc. |
| 12. HitGrab Inc. | 28. Stitch Media Ontario Inc. |
| 13. Inspired Entertainment Inc. | 29. Tiny Titan Studios Inc. |
| 14. Komi Games Incorporated | 30. UnLock Math Inc. |
| 15. LaRue Productions Inc. | 31. The Versus Corp. |
| 16. Little Guy Games Inc. | 32. Vivid Foundry Corp. |

Ontario Creates Interactive Digital Media Fund: Global Market Development

The Global Market Development program provided \$472,800 to 52 companies to undertake 179 trips, including attendance at 62 international markets, to participate in activities that support company growth and produce measurable business and market development results.

2018-19 Ontario Creates Interactive Digital Media Fund: Global Market Development Recipients

- | | |
|---------------------------------|---------------------------------------|
| 1. 13AM Games Inc. | 27. Little Guy Games Inc. |
| 2. 2Dogs Games Ltd. | 28. LoCo Productions Inc. |
| 3. Alientrap Games Inc. | 29. Longbow Digital Arts Incorporated |
| 4. Axon Interactive Inc. | 30. Love Conquers All Games Inc. |
| 5. Benjamin Rivers Inc. | 31. Magmic Inc. |
| 6. Big Viking Games Inc. | 32. Massive Damage, Inc. |
| 7. Blot Interactive Inc. | 33. Mighty Yell Studios Inc. |
| 8. Breakfall Inc. | 34. N5 Pictures Inc. |
| 9. Breezin' Thru Inc. | 35. Numismatic Games Corporation |
| 10. Cococucumber Inc. | 36. One More Story Games Incorporated |
| 11. Dark Slope Studios Inc. | 37. Picnic Game Labs Inc. |
| 12. Drinkbox Studios Inc. | 38. Plateau Games |
| 13. Dualryan Sound Inc. | 39. Pop Sandbox Inc. |
| 14. Falling Squirrel Inc. | 40. PopReach Incorporated |
| 15. Finish Line Games Inc. | 41. Red Meat Games, Inc. |
| 16. Fluxscopic Ltd. | 42. Riyo Inc. |
| 17. Game Hive Corporation | 43. Secret Location Inc. |
| 18. Get Set Games Inc. | 44. Spooky Squid Games Inc. |
| 19. Gloam Collective Inc. | 45. Steel Crate Games, Inc. |
| 20. Inspired Entertainment Inc. | 46. Stitch Media Ontario, Inc. |
| 21. Jon Remedios Games Inc. | 47. Tiny Titan Studios Inc. |
| 22. Joydrop Ltd. | 48. Torn Banner Studios Inc. |
| 23. Komi Games Incorporated | 49. Vertex Pop Inc. |
| 24. LaRue Entertainment Ltd. | 50. Vivid Foundry Corp. |
| 25. Laundry Bear Games Inc. | 51. VR Star Games Inc. |
| 26. Lightning Rod Games, Inc. | 52. VRGEN Inc. |

Ontario Creates Interactive Digital Media Fund: Marketing Support

Marketing Support provided \$939,900 towards marketing efforts for 24 IDM Fund: Production-supported projects. The program provides funding for marketing activities that will amplify the visibility and financial viability of Ontario Creates-funded interactive digital media projects when they are released or available for sale in the marketplace.

2018-19 Ontario Creates Interactive Digital Media Fund: Marketing Support Recipients

- | | |
|------------------------------------|----------------------------------|
| 1. 13AM Games Inc. | 13. N5 Pictures Inc. |
| 2. 2219911 Ontario Inc. | 14. Numismatic Games Corporation |
| 3. Axon Interactive Inc. | 15. Occupied VR Inc. |
| 4. Big Blue Bubble Inc. | 16. Passion Inc. |
| 5. Blue Ant Media Productions Inc. | 17. Secret Location Inc. |
| 6. Cappybara Games Inc. | 18. Speax Inc. |
| 7. Dark Slope Studios Inc. | 19. Stitch Media Ontario, Inc. |
| 8. Do You Sleepwalk Inc. | 20. Think Media Labs Inc. |
| 9. Drinkbox Studios Inc. | 21. Tiny Titan Studios Inc. |
| 10. Falling Squirrel Inc. | 22. VR Star Games Inc. |
| 11. Inspired Entertainment Inc. | 23. Yellow Bear Studios Inc. |
| 12. Lightning Rod Games, Inc. | |

Ontario Creates Interactive Digital Media Fund: Futures

Futures teaches business, marketing, and pitching skills to up-and-coming digital-media creators and those transitioning to digital from traditional screen content. WIFT-T, Hand Eye Society and Interactive Ontario run the courses. Ontario Creates awarded grants totaling \$58,600 to four companies for early-stage development work.

2018-19 Ontario Creates Interactive Digital Media Fund: Futures Recipients

- | | |
|-----------------------------------|----------------------------------|
| 1. Shine Spark Entertainment Ltd. | 3. Velvet Icons Productions Inc. |
| 2. Transformers Enterprises Inc. | 4. Wanderer Entertainment Inc. |

Ontario Music Fund

Ontario Creates is pleased to provide funding to the following successful applicants through the Ontario Music Fund.

Music Company Development

Music Company Development helps music companies based in the province increase recording, production and marketing to boost music sales and support job creation. Ontario Creates awarded 76 grants, representing \$7.4 million with project budgets totaling \$36.4 million.

2018-19 Music Company Development Recipients

Category A – Domestic Music Companies

- | | |
|---|---|
| 1. 2+2 Management Inc. | 28. Harbour Songs Publishing Inc. (Great Lake Swimmers) |
| 2. A Tribe Called Red Inc. | 29. Hidden Pony Records |
| 3. Arkells Music (2017) Inc. | 30. HOME Music Company Inc. |
| 4. Artist Group Management Inc. | 31. Howling Turtle Inc. (Julian Taylor Band) |
| 5. Arts & Crafts Productions Inc. | 32. Indoor Recess Inc. |
| 6. Austra Touring Inc. | 33. Intervals Inc. |
| 7. BADBADNOTGOOD Ltd. | 34. Kelp Records Corporation |
| 8. Bedlam Music Inc. | 35. Kingsway Records Inc. |
| 9. Bedtracks Inc. | 36. Last Gang Records Inc. |
| 10. Black Box Recordings Inc. | 37. The Line Group Inc. (DVSN) |
| 11. Born Ruffians Inc. | 38. Linus Entertainment Inc. |
| 12. Burnt Bun Music Inc. (Danny Michel) | 39. Manafest Productions Inc. |
| 13. Care of Management Inc. | 40. MapleCore Ltd. (Cadence Music Group) |
| 14. CCS Rights Management Corp. | 41. MDM Recordings Inc. |
| 15. Coalition Music Inc. | 42. Meant Well Inc. (Donovan Woods) |
| 16. Countermeasure Music Inc. | 43. Metric Productions Inc. |
| 17. Curve Music Inc. | 44. Mont Royal Records Inc. (Royal Mountain Records) |
| 18. Dine Alone Music Inc. | 45. Ole Media Management (GP) Inc. |
| 19. DM2 Management Inc. | 46. Outside Music Inc. |
| 20. Ekul Music Inc. (Luke McMaster) | 47. Pandynamonium Management Inc. |
| 21. Entertainment One Limited (eOne Music Canada) | 48. Paper Bag Records Inc. |
| 22. FMLY Inc. (Jessie Reyez) | 49. Partyomo Ltd. (PARTYNEXTDOOR) |
| 23. Fullcc Music Group | 50. Passenger Sounds (Madison Violet) |
| 24. Go Kartz Management Inc. | 51. People's Champ Inc. |
| 25. Golden Child Inc. (Daniel Caesar) | 52. Peter Cardinali Productions Inc. (Alma Records) |
| 26. Good Lovelies Inc. | 53. Pirates Blend Records Inc. |
| 27. Good People Sounds Inc. (Majid Jordan) | |

-
- | | |
|--|---|
| 54. Plaid Shirt Music Inc. (Peter Katz) | 66. Starfish Entertainment Inc. |
| 55. Protest the Hero Inc. | 67. Stone Woman Music Inc. (Charlotte Day Wilson) |
| 56. PUPTHEBAND Touring Inc. | 68. Straight & Narrow Artist Management Inc. |
| 57. Purple Hive Entertainment Inc. (LaFab Musique) | 69. The Strumbellas Inc. |
| 58. Red Brick Music Publishing | 70. Valeo Arts Management Inc. |
| 59. RGK Entertainment Group Inc. | 71. Walk Off the Earth Entertainment Inc. |
| 60. Royal Wood Music Inc. | 72. Wax Records Inc. |
| 61. Serenader Source Inc. (Serena Ryder) | 73. Zeds Dead Inc. |
| 62. Six Shooter Records Inc. | Category B – Multinational Record Labels |
| 63. Sleepless Records Inc. | 74. Sony Music Entertainment Canada Inc. |
| 64. Sonic Unyon Records Ltd. | 75. Universal Music Canada Inc. |
| 65. Splash’N Boots Inc. | 76. Warner Music Canada Co. |

Music Futures

Music Futures stimulates entrepreneurship and provides support to develop Ontario's diverse and emerging music industry. It supported 49 grants, awarding \$1.3 million overall with project budgets totaling \$6.5 million.

2018-19 Music Futures Recipients

Category A – Record Labels, Music Managers, Music Publishers and Artist-Entrepreneurs

1. 8 Til Faint Inc.
2. AHI
3. Amphis Music (Heather Dale)
4. Boonsdale Records Inc.
5. Burke Music Inc.
6. Buzz Empire Inc. (Buzz Records)
7. CLK Creative Works Inc.
8. Comino Productions Inc.
9. Collaborative Artist Management and Productions Inc. (CAMP)
10. Do Right Music Inc. (John Kong)
11. Domanique Grant Creative Group
12. Foreseen Entertainment Inc.
13. Hand Drawn Dracula Productions Inc.
14. hard. Music Design
15. High Priest (Exco Levi)
16. Hot Steam Entertainment (Tasha the Amazon)
17. Intello-Productions Inc. (Yao)
18. iskwē Music
19. Jeremy Dutcher
20. KL Management
21. Lal Inc. (LAL)
22. Miller & Smith Management Inc.
23. Northstarr Entertainment Inc. (D.O)
24. Nova Music Group

25. Partner Music
26. Real World Artist Management Inc.
27. Rock Paper Management (2016) Inc.
28. Saimy's Arts (Sonia Aimy)
29. Strongman Music Inc. (Steve Strongman)
30. Telephone Explosion Records
31. Unique Applause Inc. (Tanika Charles)
32. URBNET Communications Inc.
33. Zed Music Inc.

Category B - Music Promoters/Presenters and Booking Agents

34. Bravo Niagara! Festival of the Arts
35. Le Carrefour francophone de Sudbury
36. CCMC Music Gallery
37. Jazz Sudbury
38. JKB Communications Inc.
39. Kazoo! Festival
40. Kingston Punk Productions (KPP Concerts)
41. Long Winter Music and Arts Festival
42. Neruda Productions for Arts, Culture and Community (Kultrún Fest)
43. Noisemaker Presents Inc.
44. River & Sky Arts in the Woods
45. Sawdust City Music Festival Inc.
46. SING! The Toronto Vocal Arts Festival
47. South Coast Cultural Society
48. Venus Fest Inc.
49. We Live Up Here Urban Arts

Live Music

Live Music increases the number and quality of live music experiences enjoyed by residents in and visitors to Ontario at events, festivals and concerts featuring Canadian artists. It awarded 42 grants representing \$2.8 million with project budgets totaling \$19.8 million.

2018-19 Live Music Recipients

- | | |
|---|---|
| 1. Aboriginal Experiences, Arts and Culture | 22. Lula Music and Arts Centre |
| 2. APA Canada Inc. | 23. Manifesto Community Projects Inc. |
| 3. Beaches Jazz Festival Society | 24. Mariposa Folk Foundation |
| 4. The Canadian Arabic Orchestra | 25. Music Africa Inc. (Afrofest) |
| 5. Canadian Music Week | 26. Music and Beyond Performing Arts |
| 6. CityFolk Festival | 27. Niagara Jazz Festival |
| 7. The Corporation of Massey Hall and Roy Thomson Hall | 28. Northern Lights Festival Boréal |
| 8. The Feldman Agency Inc. | 29. NXNE Inc. |
| 9. Festival franco-ontarien | 30. Ontario Festival of Small Halls |
| 10. First Things First Entertainment Inc. | 31. Ottawa Bluesfest (RBC Ottawa Bluesfest) |
| 11. Franco-Fête de Toronto | 32. Ottawa Chamber Music Society |
| 12. Georgian Bay Folk Society | 33. Ottawa Jazz Festival Inc. |
| 13. Greater Hamilton Arts & Events (ArtsFest) | 34. The Paquin Entertainment Group Inc. (Paquin Artists Agency) |
| 14. The Guelph Jazz Festival | 35. Paradigm Music Canada Ltd. |
| 15. Hey Bear Productions Inc. | 36. Small World Music Society Ltd. |
| 16. Hillside Community Festival of Guelph | 37. Southside Shuffle Blues and Jazz Festival |
| 17. Iranian Canadian Centre for Art and Culture | 38. Spectrasonic |
| 18. Jones & Jones Production (Jambana One World Festival) | 39. Supercrawl Productions |
| 19. Live Nation Ontario Concerts, GP | 40. Toronto Downtown Jazz Society |
| 20. London Committee for Cross Cultural Arts Inc. | 41. UMA Foundation (desiFEST) |
| 21. Lot 18 Productions Inc. (Riverfest Elora) | 42. Wavelength Music Arts Projects |

Music Industry Development

Music Industry Development supports initiatives that expand skills, business capacity, market share, export sales, and innovation across Ontario's music industry. Ontario Creates awarded 30 grants representing \$2.8 million for project budgets totaling \$9.6 million.

2018-19 Music Industry Development Recipients

- | | |
|---|---|
| 1. Association des professionnels de la chanson et de la musique | 14. Forest City London Music Awards |
| 2. The Canadian Academy of Recording Arts and Sciences (Académie canadienne des arts et des sciences de l'enregistrement) | 15. Indie Week Inc. |
| 3. Canadian Country Music Association | 16. Manifesto Community Projects Inc. |
| 4. Canadian Independent Music Association | 17. MEGAPHONO |
| 5. Canadian Independent Music Association / Music Ontario | 18. Northstarr Entertainment Inc. (Northern Power Summit) |
| 6. Canadian Live Music Association | 19. Ottawa Music Industry Coalition |
| 7. Canadian Music Publishers Association | 20. PhemPhat Entertainment Group (Honey Jam) |
| 8. Canadian Music Week | 21. Polaris Music Prize Inc. |
| 9. Le Carrefour francophone de Sudbury | 22. Rastafest Inc. |
| 10. CCMC Music Gallery | 23. Réseau Ontario des arts de la scène inc. |
| 11. Country Music Association of Ontario | 24. Small World Music Society |
| 12. Cultural Industries Ontario North (CION) | 25. Songwriters Association of Canada |
| 13. Folk Music Ontario | 26. Toronto Blues Society |
| | 27. Women in Music Professional Association of Canada |

Ontario Creates Book Fund

The Book Fund supports the business development of independent Ontario-based book publishers by providing funding for marketing initiatives and activities that enable them to build on their capacity to achieve business development goals. In 2018-19, Ontario Creates awarded \$2.4 million to 34 Ontario publishers for project budgets totaling \$3.8 million.

2018-19 Ontario Creates Book Fund Recipients

- | | |
|--|--|
| 1. Annick Press Ltd. | 18. House of Anansi Press Inc. |
| 2. Between the Lines Incorporated | 19. Inanna Publications and Education Inc. |
| 3. Biblioasis Inc. | 20. Invisible Publishing Collective Inc. |
| 4. Bookland Press Inc. | 21. Irwin Law Inc. |
| 5. BookThug Inc. | 22. James Lorimer & Company Limited |
| 6. Brick Books Inc. | 23. Kids Can Press Ltd. |
| 7. Broadview Press Inc. | 24. Mawenzi House Publishers |
| 8. Coach House Books Inc. | 25. Owlkids Books Inc. |
| 9. Crabtree Publishing Company Limited | 26. Pembroke Publishers Limited |
| 10. DC Canada Education Development
(DCCED) Corp. | 27. Prise de parole Inc. |
| 11. ECW Press Ltd. | 28. Rainbow Horizons Publishing Inc. |
| 12. Les Éditions David | 29. Robert Rose Inc. |
| 13. Les Éditions L'Interligne | 30. Second Story Feminist Press Inc. |
| 14. Emond Montgomery Publications Limited | 31. Thompson Educational Publishing Inc. |
| 15. Firefly Books Ltd. | 32. University of Ottawa Press |
| 16. Greenwood Books Limited | 33. University of Toronto Press |
| 17. Guernica Editions Inc. | 34. Wilfrid Laurier University Press |

Canadian Books in Ontario Schools Fund

The Canadian Books in Ontario Schools Fund provided \$219,184 to 14 publishers and groups for 14 initiatives with project budgets totaling \$319,165. The program supports publishers to create learning materials for established works of Canadian literature and supports collective marketing activities that will raise awareness among education professionals about Canadian titles suitable for their classrooms.

2018-19 Canadian Books in Ontario Schools Fund Recipients

- | | |
|--|--|
| 1. Annick Press Ltd. | 9. Pajama Press Inc. |
| 2. Brick Books Inc. | 10. Prise de parole Inc. |
| 3. Crabtree Publishing Company Limited | 11. Second Story Feminist Press Inc. |
| 4. Les Éditions David | 12. Wilfrid Laurier University Press |
| 5. Les Éditions L'Interligne | Marketing Projects (Group/Collective) |
| 6. Guernica Editions Inc. | 13. Organization of Book Publishers of Ontario |
| 7. Kids Can Press Ltd. | 14. Regroupement des éditeurs canadiens-français |
| 8. Owlkids Books Inc. | |

Ontario Creates Magazine Fund

Ontario Creates distributed \$2.0 million to 42 magazine publishers seeking to grow their businesses. The funding helped implement 42 strategic business initiatives and digital activities with project budgets totaling \$4.1 million.

2018-19 Ontario Creates Magazine Fund recipients

- | | |
|---|---|
| 1. 1059434 Ontario Inc. | 22. EcoParent Inc. |
| 2. 1198189 Ontario Inc. | 23. Environmental Science & Engineering Publications Inc. |
| 3. 1425545 Ontario Inc. | 24. Epoch Magazine Inc. |
| 4. 1454119 Ontario Ltd. | 25. Federation of Ontario Naturalists |
| 5. 1959689 Ontario Inc. | 26. Grippéd Publishing Inc. |
| 6. 2294462 Ontario Inc. | 27. Horse Publications Group Inc. |
| 7. AGW Publishing Inc. | 28. Inuit Art Foundation |
| 8. Alternatives Inc. | 29. iQ Business Media Inc. |
| 9. Annex Publishing and Printing Inc. | 30. Jane Media Inc. |
| 10. Azure Publishing Inc. | 31. King Network Inc. |
| 11. Brunico Communications Ltd. | 32. Law and Style Media Inc. |
| 12. ByBlacks.com Inc. | 33. Literary Review of Canada |
| 13. Canadian Abilities Foundation | 34. Maximum Multimedia Publishing Inc. |
| 14. Canadian Art Foundation | 35. Observer Publications Inc. |
| 15. Canadian Geographic Enterprises | 36. Our Homes Media Group Inc. |
| 16. Canadian Home Publishers Inc. | 37. Red Maple Foundation |
| 17. Concepts Travel Media Limited | 38. Skynews Inc. |
| 18. Cottage Life Media a division of Blue Ant Media Partnership | 39. Spacing Media Inc. |
| 19. CultureRus Corporation | 40. Toronto Life Publishing Company Limited |
| 20. Cypress Ave. Inc. | 41. Verge Magazine Inc. |
| 21. DTK Media Ltd. | 42. The Walrus Foundation |

Ontario Creates Export Fund

Ontario Creates provided 132 companies from the book and film and television industries with \$1.2 million to pursue international business development activities. Last year, companies receiving export support generated more than \$315.6 million in sales—a return of \$178 for every dollar invested.

2018-19 Ontario Creates Export Fund - Book Recipients

- | | |
|--|--|
| 1. Annick Press Ltd. | 17. Insomniac Press Ltd. |
| 2. Between the Lines Incorporated | 18. Invisible Publishing Collective Inc. |
| 3. Biblioasis Inc. | 19. James Lorimer & Company Limited |
| 4. Bookland Press Inc. | 20. Kids Can Press Ltd. |
| 5. BookThug Inc. | 21. Koyama Press Inc. |
| 6. Broadview Press Inc. | 22. Owlkids Books Inc. |
| 7. Coach House Books Inc. | 23. Pajama Press Inc. |
| 8. Crabtree Publishing Company Limited | 24. Pembroke Publishers Limited |
| 9. Dundurn Press Limited | 25. Playwrights Canada Press Ltd. |
| 10. ECW Press Ltd. | 26. Rainbow Horizons Publishing Inc. |
| 11. Firefly Books Ltd. | 27. Robert Rose Inc. |
| 12. Groundwood Books Limited | 28. Second Story Feminist Press Inc. |
| 13. Guernica Editions Inc. | 29. University of Toronto Press |
| 14. House of Anansi Press Inc. | 30. Wilfrid Laurier University Press |
| 15. Howard Aster & Associates Corp. Ltd. | 31. Wolsak and Wynn Publishers Ltd. |
| 16. Inanna Publications and Education Inc. | |

2018-19 Ontario Creates Export Fund - Film & Television Recipients

- | | |
|---|---------------------------------------|
| 1. 10924130 Canada Inc. | 13. Banger Media Inc. |
| 2. 136469 Canada Limited o/a Sphinx Productions | 14. Barn 12 Inc. |
| 3. 1432146 Ontario Ltd. o/a Proximity Films | 15. Big Soul Productions |
| 4. 1980573 Ontario Inc. o/a Raging River Pictures | 16. Blue Ant HDTV Productions Inc. |
| 5. 2570320 Ontario Inc. o/a Plainspeak Pictures | 17. Boat Rocker Media Inc. |
| 6. 9 Story Media Group Inc. | 18. Brain Power Studio Inc. |
| 7. A71 Productions Inc. | 19. Breakthrough Entertainment Inc. |
| 8. Aiken Heart Films Inc. | 20. Bunk 11 Pictures Inc. |
| 9. Alcina Pictures Ltd. | 21. Cave 7 Productions Inc. |
| 10. Alibi Entertainment Inc. | 22. Cave Painting Pictures Inc. |
| 11. Allpar Productions Inc. | 23. Chanda Chevannes Productions Inc. |
| 12. Babe Nation Creations Inc. | 24. Clique Pictures Inc. |

25. Close Up Film Productions Limited
26. Conquering Lion Pictures Inc.
27. Cream Productions Inc.
28. Darius Films Inc.
29. Devonshire Productions Inc.
30. Don Carmody Television Inc.
31. Edge Enterprises
32. Eggplant Productions Inc.
33. Euclid 431 Pictures Inc.
34. Fadoo Productions Inc.
35. Fear and Desire Productions Inc.
36. Fifth Ground Entertainment Inc.
37. The Film Farm Inc.
38. Film Forge Productions Inc.
39. First Love Films Inc.
40. Frantic Films Ontario Inc.
41. GAPC Entertainment Inc.
42. Gaudete Films Inc.
43. Gearshift Films Inc.
44. Grand Passage Media Inc.
45. Guru Animation Studio Ltd.
46. Hawkeye Pictures Inc.
47. The Heliconia Press
48. Hungry Eyes Media Inc.
49. IronFlix Inc.
50. JA Productions
51. January Films Limited
52. JoBro Productions Inc.
53. Kensington Communications Inc.
54. Lithium Studios Productions Inc.
55. Little Engine Moving Pictures Inc.
56. MacLaren Productions Inc.
57. Marble Media Inc.
58. Markham Street Films Inc.
59. Matter of Fact Media Inc.
60. Media Headquarters Film & Television Inc.
61. Medium Density Fibreboard Films Inc.
62. Mercury Films Inc.
63. Milkcow Media Inc.
64. Motel Pictures Inc.
65. Murmur Media Inc.
66. Muse Entertainment (Ontario) Inc.
67. N5 Pictures Inc.
68. New Metric Media Inc.
69. New Real Films Inc.
70. No Trace Camping Productions Inc.
71. Nomad Films Inc.
72. Northbound Pictures Inc.
73. Onestone Entertainment Inc.
74. Our House Media Inc.
75. Pivotal Media Inc.
76. Primitive Entertainment Inc.
77. Quarterlife Crisis Productions Inc.
78. Rob Heydon Productions Inc.
79. RTR Media Inc.
80. SC Productions Inc.
81. Scythia Films Inc.
82. Serendipity Point Films Inc.
83. Sienna Films Inc.
84. Site Media Inc.
85. Six Island Productions Inc.
86. SK Films Inc.
87. Storyline Entertainment Inc.
88. StrømHaus Productions Ltd.
89. Tajj Film Distribution Inc.
90. Viddywell Films Inc.
91. Vortex Comics Inc.
92. We'll Be Over Here Productions Inc.
93. WestWind Pictures Ltd.
94. White Eagle Entertainment
95. White Pine Pictures Inc.
96. Wildling Pictures Inc.
97. Willis Sweete Productions Inc.
98. Woods Entertainment Canada Inc.
99. Yap Films Inc.
100. Z films inc.
101. Zapruder Films Inc.

Industry Development Program

Ontario Creates provides support to Ontario's cultural entrepreneurs by partnering with established trade and event organizations to offer initiatives, events and activities that stimulate the growth of the cultural media industries. These initiatives must promote the potential for measurable commercial transactions or other business-focused opportunities for Ontario companies that create and sell content in the book and magazine, film and television, and interactive digital media industries and any combination of these industries.

Ontario Creates supported 50 initiatives with an investment of \$1.4 million.

2018-19 Industry Development Program Recipients

- | | |
|---|--|
| 1. Alliance des producteurs francophones du Canada - Renforcement des capacités des entreprises : Projet d'expansion vers l'international | 15. Documentary Organization of Canada - DOC Institute Creative Producer Accelerator |
| 2. Association of Canadian Publishers - 49th Shelf: Audience Development | 16. Documentary Organization of Canada - DOC Institute Producers Exchange 2018-2019 Activities |
| 3. Association of Canadian Publishers - International Book Fairs Networking Events | 17. The Female Eye Film Festival - Making It Happen at The Female Eye 2018 |
| 4. Association of Canadian Publishers - School Library Marketing Initiatives | 18. The FOLD Foundation - The 2018 Festival of Literary Diversity (FOLD) |
| 5. Blood in the Snow Canadian Film Festival - Industry Days | 19. Forest City Film Festival - Forest City Film Festival Industry Programming |
| 6. Book and Periodical Council - Book Summit: Disrupt Your Publishing Game: Rethinking Sales and Marketing | 20. Hand Eye Society - Comics x Games 2018* |
| 7. Canadian Film in the Schools - Administrative Director | 21. Hand Eye Society - Ontario Creates IDM Fund Futures* |
| 8. Canadian Film Institute/Ottawa International Animation Festival - The Animation Conference (TAC) | 22. Hot Docs - Hot Docs Documentary Market Events |
| 9. Canadian Filmmakers Festival - CFF Industry Series: Producing Masterclass & Pitch Theatre | 23. Independent Web Series Creators of Canada - T.O. Webfest 2018* |
| 10. CaribbeanTales Worldwide Distribution Inc. - CaribbeanTales Market Incubator Program (CTi MIP) | 24. Inside Out Lesbian and Gay Film and Video Festival Inc. - Inside Out LGBTQ Film Finance Forum 2018 |
| 11. CaribbeanTales Worldwide Distribution Inc. - CineFAM: Ontario Women of Color Feature Film Incubator | 25. Interactive Ontario Industry Association - iLunch 17.0* |
| 12. Centre for Aboriginal Media - interNATIONAL Networking Day at imagineNATIVE Industry Days | 26. Interactive Ontario Industry Association - Interactive Ontario - IDM Fund Futures Program* |
| 13. Cinefest; The Sudbury Film Festival Inc. - Industry Forum / Cinema Summit | 27. Interactive Ontario Industry Association - iVentures 2018* |
| 14. Documentary Organization of Canada - DOC Institute Audience Connector Webinar Series | 28. International Readings at Harbourfront - 11 th annual International Visitors Programme |
| | 29. Magazines Canada - Industry Engagement |
| | 30. Magazines Canada - MagNet 2018 |
| | 31. Magazines Canada - Professional Development and Market Intelligence |

- | | |
|---|---|
| 32. Magazines Canada - Retail Distribution and Market Access | 42. Toronto Game Jam - Toronto Game Jam - TOJam: 13* |
| 33. National Magazine Awards Foundation - Indigenous Outreach and Showcasing Innovation | 43. Toronto International Film Festival Inc. - TIFF 2018 Industry Centre and Industry Programming |
| 34. Open Book Foundation - Open Book | 44. Toronto International Film Festival Inc. - TIFF Film Circuit 2018 |
| 35. Organization of Book Publishers of Ontario - Diverse Intern Initiative | 45. Toronto Reel Asian International Film Festival - Reel Ideas Industry Program and Content Creators Incubator |
| 36. Organization of Book Publishers of Ontario - Ontario Book Publishers Organization | 46. Women in Film & Television - Toronto - Intermediate Production Accounting and Tax Credits Workshop |
| 37. Organization of Book Publishers of Ontario - Regional Marketing Initiative | 47. Women in Film & Television - Toronto - Introduction to Entertainment Law |
| 38. Planet in Focus: International Environmental Film & Video Festival - 18th Annual Planet in Focus Industry Conference | 48. Women in Film & Television - Toronto - Scripted Digital Series Incubator |
| 39. Salon du livre de Toronto - 26e Salon du livre de Toronto | 49. Women in Film & Television - Toronto - WIFT-T IDM Fund Futures* |
| 40. Sustainable Media Production Canada - Green Production Resource Guide | 50. Youth Media Alliance / Médias Jeunesse - YMA at Kidscreen Summit 2019 |
| 41. Toronto Book and Magazine Festival - The Vibrant Voices of Ontario Tent and Trillium Book Award/ Prix Trillium Features | |
- *IDM Fund Industry Development Program

Ontario Creates Business Intelligence Program

Ontario Creates offers financial support to incorporated not-for-profit industry organizations undertaking business intelligence initiatives relevant to the growth of one or more content-creating sectors in Ontario. In 2018-19, Ontario Creates awarded \$200,000 to nine applications.

2018-19 Ontario Creates Business Intelligence Program Recipients

- | | |
|--|--|
| 1. Centre for Aboriginal Media - <i>Pathways to the International Market for Indigenous Screen Content: Success Stories, Lessons Learned from Selected Jurisdictions and a Strategy for Growth</i> | 5. Game Arts International Network - <i>Gameplanner</i> |
| 2. Cultural Careers Council Ontario - <i>Understanding Talent Retention</i> | 6. Interactive Ontario Industry Association - <i>Interactive Digital Media Marketing & Discoverability Report</i> |
| 3. Documentary Organization of Canada - <i>A Profile of Documentary Production in Canada: 2012 - 2017</i> | 7. Interactive Ontario Industry Association - <i>Measuring Success: The Impact of the Interactive Digital Media Sector in Ontario – 2nd edition</i> |
| 4. eBOUND Canada - <i>Effects of Keywords on Ebook Sales and Discoverability in the Canadian Context</i> | 8. Toronto International Film Festival Inc. - <i>Professional and Industrial Impacts of TIFF</i> |
| | 9. Women in View - <i>Women in View On Screen 2019</i> |

Board of Directors

April 1, 2018 – March 31, 2019

Ontario Creates is governed by a Board of Directors appointed by the Lieutenant Governor-in-Council, who designates the Chair and Vice-Chair from among the appointed members. The Board of Directors had up to 17 members and met regularly throughout the fiscal year.

Aaron Campbell, Chair

Chief of Staff

Liquor Control Board of Ontario (LCBO)

– Appointed and designated Chair,
February 28, 2019

Mark Sakamoto, Chair

Executive Vice-President

Think Research Group

– Appointed August 21, 2008;
Re-appointed February 7, 2011;
Re-appointed February 7, 2014;
Re-appointed and designated Chair,
January 29, 2016.
Term ended, January 28, 2019

Marguerite Pigott, Vice-Chair

Vice-President, Outreach & Strategic Initiatives
Canadian Media Producers Association (CMPA)

– Appointed August 12, 2009;
Re-appointed February 7, 2012;
Re-appointed August 25, 2015;
Appointed Vice-Chair March 1, 2017.
Resigned April 8, 2019

John Barrack

Barrister & Solicitor

John Barrack Strategic Counsel

– Appointed April 12, 2017

Patrick Bourbonnais

President

Productions PB5

– Appointed November 6, 2013;
Re-appointed November 6, 2016

Paul Bronfman

Chair & CEO

Comweb Corp. and

William F. White International

Chair

Pinewood Toronto Studios Inc.

– Appointed April 14, 2010;
Re-appointed February 7, 2013;
Re-appointed February 7, 2016.
Term ended, February 6, 2019

Adam Caplan

Principal

Web.isod.es

– Appointed February 26, 2014;
Re-appointed February 26, 2017

Susan de Cartier

President

Starfish Entertainment

– Appointed March 10, 2010;
Re-appointed February 7, 2013;
Re-appointed February 7, 2016.
Term ended, February 6, 2019

Ronald Hay

Founding Partner / Lawyer

Stohn Hay Cafazzo Dembroski Richmond

– Appointed May 31, 2017

Nyla Innuksuk

Founder

Mixtape VR

Producer, Film & VR/AR

– Appointed March 21, 2018

Sharifa Khan

President & CEO

Balmoral Marketing Inc.

– Appointed February 20, 2013;
Re-appointed February 7, 2016.
Term ended, February 6, 2019

Iain Klugman

President & CEO

Communitech

– Appointed April 12, 2017

Gave Lindo

Executive Director, OTT Programming

Canadian Broadcasting Corporation (CBC)

– Appointed October 5, 2016

Lisa Lyons

President

Kids Can Press

– Appointed April 12, 2017

Ildiko Marshall*Retired Vice-President and Publisher*

Today's Parent Group at Rogers Publishing

- Appointed April 14, 2010;
Re-appointed February 7, 2013;
Re-appointed February 7, 2016.
Term ended, February 6, 2019

Anita McOuat*Partner, Audit and Assurance Group*

PwC

- Appointed May 30, 2012;
Re-appointed April 22, 2015;
Re-appointed February 8, 2018.
Resigned, October 5, 2018

Kiumars Rezvanifar*President*

KVC Communications Group

- Appointed May 31, 2017

Blake Tohana*Chief Financial Officer*

9 Story Media Group

- Appointed March 10, 2010;
Re-appointed February 7, 2013;
Re-appointed on February 7, 2016.
Term ended, February 6, 2019

Total remuneration to the Board of Directors for the fiscal year ending March 31, 2019 was \$11,737.50.

Strategic Plan

Early in fiscal 2017-18, Ontario Creates (formerly OMDC) released a new strategic plan outlining our framework for 2017-18 through 2021-22.

Vision

An Ontario where our creative industries are globally leading and competitive; celebrate Ontario's cultural vitality; and drive economic growth and development in the Province.

Mission

To be a catalyst for economic development in Ontario's creative industries through investment, promotion, and facilitation of innovation and collaboration, both domestically and internationally.

Strategic Goals

- Stimulate Economic Growth and Employment
 - Promote the Industries
 - Encourage Collaboration and Innovation
-

Enablers

- Ensure Service and Operational Excellence
 - Empower People and Teams
-

Values

- Flexible
- Smart Risk-Taking
- Collaborative
- Accountable
- Inclusive

Operational Performance, Outcome and Output-based Measures, Targets Achieved and Action to Be Taken When Not Achieved

Performance measures for the agency have been developed to provide regular feedback on whether the funds, programs, and other activities are meeting their objectives. The agency's outcome and output-based performance measures were updated in 2017-18 to support the rollout of the strategic plan and several new measures were added at that time. In 2018-19 select new measures were added or changed related to new activities and to reflect methodological changes in source data.

Ontario Creates met or exceeded most 2018-19 performance targets, noting the following:

- The estimated value of tax credits was greater than anticipated in 2018-19 due to improved processing times, which meant more products were certified within the year, particularly for the OPSTC and OIDMTC. Overall, tax credit turnaround time continues to decline. The average is significantly less than the target and our final for the year was 3.9 weeks, compared to a high of 8.8 weeks in 2015-16.
- Media impressions related to the Trillium Award fluctuate annually for various reasons (e.g. the presence of a well-known author among the nominees). This year's results were below target, particularly when compared against the elevated results achieved in 2017-18 due to additional activities and ad spend related to the Trillium's 30th anniversary. Overall, Ontario Creates' total media impressions were well above target at 184.6 million.
- Ontario Creates achieved more than double the target on Weeks of work created and/or retained through Film Fund and IDM Fund and exceeded last year's numbers by more than 10,000 weeks of work.
- The Agency's representative in the LA Film Office was vacant for several months, which negatively impacted the number of production leads developed by the LA Office. A new representative is now in place following a competitive procurement and it is anticipated that the number of production leads will begin to return to typical levels.
- For International Business Development, Ontario Creates exceeded targets for Number of foreign markets at which Ontario participants are supported through export activity support, but it is lower than previous years. Due to travel restrictions, the number of markets at which Ontario Creates had a strategic presence was reduced to 5, compared to 17 in 2017-18 year. Similarly, the agency's collaboration initiatives were also affected by directives to restrict discretionary spending.
- Ontario Creates met all Business Intelligence performance indicator targets other than Number of industry profiles updated. Profile content updates were delayed somewhat as we refreshed the look of the publication to match the agency's new branding.

How Risk Events and Other Significant Factors Experienced by the Agency Impacted Results

Ontario Creates tracks key risks on a regular basis and submits quarterly risk assessment reports to the Ministry with respect to risk factors, impact, and associated mitigation strategies.

Significant risks facing the agency and the creative industries in 2018-19 included the following:

High volume of tax credit applications:

- Linked to the higher-than-anticipated tax credit value mentioned above, Ontario Creates continued to experience and mitigate risks related to the high volume of products applying for Tax Credits. The high volume can lead to slower payment to applicants and lengthy processing timelines, which may jeopardize company stability and productivity.
- Ontario Creates mitigates this risk through risk assessment processes to assist with queue triage. Ontario Creates also received permission for three temporary FTEs and assigned a new Team Lead to focus on process improvements to assist in mitigating the risks of high application volume.

Film/TV workforce shortages:

- The performance measure Weeks of work created and/or retained through the Film Fund was particularly high. While not causally related, there is a connection between the elevated results seen and a strategic risk we have identified around workforce shortages in the film and television industry. As dedicated studio space has grown in the GTA and Ottawa, there are an increased number of projects, and a risk of insufficient capacity to accommodate all activity with the existing base of trained crew.
- Ontario Creates is participating in a Workforce Development Group alongside unions and other industry players who have focused efforts on identifying ways of growing capacity in the industry.

Limited access to export markets:

- Export and collaboration activity was significantly reduced in 2018-19 due to discretionary spending restrictions in place. Export activity including international sales is fundamental to growing Ontario businesses. Restrictions placed on out-of-province travel for staff may mean that Ontario Creates can't provide the kind of expert on-the-ground support and B2B networking in key markets that has proven to leverage Ontario presence into better outcomes for Ontario companies. There is also the risk that competitive advantage will be lost if Ontario does not have an on-the-ground staff presence at markets where other provinces are promoting their jurisdictions.
- As a mitigating strategy, Ontario Creates is continuing to support companies to attend foreign markets and conduct export activities, and is establishing partnerships to leverage existing resources. Ontario Creates continues to work with other levels of government to pursue opportunities, including participating in the Federal, Provincial and Territorial Cultural Promotion and Diversity in a Digital Age Working Group, which was tasked with developing an inventory of strategies and initiatives (e.g. programs, services) that support Canadian cultural promotion and export.

Insufficient resources to service growing demand:

- Ontario Creates continues to track a broader risk that increased demand for Ontario Creates services without adequate resources to service this demand may lead to slow customer service and disgruntled stakeholders. At its worst, it may mean that stakeholders move their productions and companies to other jurisdictions where their projects can be supported.
- Regular performance results measurement assists in identifying any problem areas in terms of spikes in demand and declines in ability or rate at which the demand can be met. Agency staff works to continually implement business-improvement processes in order to service clients more efficiently, including the recent introduction of online payments; however, this will not mitigate a lack of program funding.

Ontario Creates 2018-19 Q4 Performance Measures

As of March 31, 2019

Key Performance Indicator	2018-19 Target	2018-19 Actual	2017-18 Actual	2016-17 Actual	Notes
Strategic Goal #1: STIMULATE ECONOMIC GROWTH AND EMPLOYMENT					
1. Estimated value of Tax Credits (millions)	\$595	\$840	\$747	\$509	
2. Leverage Value (additional amount of financing generated for each dollar invested by Ontario Creates)					
a) Investment through all six Tax Credits	\$10.00	\$20.64	\$17.80	\$18.15	
b) Investment through Book Fund	\$0.72	\$0.57	\$0.72	New Measure	
c) Investment through Film Fund (Production)	\$19.75	\$20.66	\$17.82	\$25.02	
d) Investment IDM Fund (Production)	\$1.50	\$1.96	\$2.21	\$1.79	
e) Investment through Magazine Fund	\$0.72	\$1.01	\$0.72	\$0.97	
f) Investment through Ontario Music Fund (OMF)	TBD	\$4.18	\$4.83	\$4.79	
g) Investment through Business Intelligence Program	\$0.25	\$1.75	\$1.73	New Measure	
3. Return on Investment (sales earned for every dollar invested by Ontario Creates)					
a) Book Fund	\$2.85	Note 2	\$4.79	\$2.85	
b) Export Funding (Export Fund and IDM Fund: Global Market Development)	\$200.00	Note 2	\$177.86	\$174.54	
c) IDM Fund: Marketing Support	\$2.00	Note 2	\$1.55	New Measure	
d) Magazine Fund	\$1.95	Note 2	\$1.19	\$1.97	
4. Ontario Music Fund Economic Growth and Employment Indicators					
a) Increased company gross revenue as a results of the OMF (millions)	TBD	Note 2	Note 2	\$118.98	
b) Private sector investment and equity secured as a result of the OMF support (millions)	TBD	Note 2	Note 2	\$9.55	
c) Jobs created and/or retained through OMF projects (FTEs)	TBD	Note 2	Note 2	538	
5. Other Economic Growth and Employment Indicators					
a) Weeks of work created and/or retained through IDM Fund and Film Fund projects	17,000	35,280	22,962	20,623	

Key Performance Indicator	2018-19 Target	2018-19 Actual	2017-18 Actual	2016-17 Actual	Notes
Strategic Goal #2: PROMOTE THE INDUSTRIES					
1. Film and Television Production					
a) Number of film and television productions that shoot in Ontario	130	152	137	146	
Domestic	70	92	74	82	
Service	60	60	63	64	
b) Value of film and television productions that shoot in Ontario (millions)	\$1,300	\$1,316	\$1,480	\$1,324	
Domestic	\$550	\$512	\$525	\$563	
Service	\$750	\$803	\$955	\$761	
c) Number of actively scouting domestic and service productions accessing Ontario Creates scouting services	120	154	150	140	
2. Los Angeles Office					
a) Number of leads developed by L.A. Office	150	120	216	New Measure	
b) Proportion of L.A. Office-assisted projects that shoot in Ontario	20%	32%	34%	28%	
c) Value of L.A. Office-assisted projects that shoot in Ontario (millions)	\$500	\$343	\$953	\$585	
3. Social Media Influence					
a) Sysmos score	8+	8/10	58.4	59.9	
b) Number of new subscribers to Ontario Creates social media channels	TBD	3,996	1,443	New Measure	
4. Media Impressions					
a) Number of media impressions (millions)	30.0	184.6	31.7	33.3	
b) Number of Trillium Book Award media impressions (millions)	45.0	4.5	172.0	49.1	

Key Performance Indicator	2018-19 Target	2018-19 Actual	2017-18 Actual	2016-17 Actual	Notes
Strategic Goal #3: ENCOURAGE COLLABORATION AND INNOVATION					
1. Industry Development Support (Industry Development Program, Sector Marketing Support, other Ontario Creates support to industry development)					
a) Number of industry development initiatives led or supported by Ontario Creates	20	64	69	New Measure	
b) Number of business connections/leads made by participants at Ontario Creates-led or supported initiatives	14,000	35,359	24,436	New Measure	
c) Number of business connections and/or leads made as a result of OMF Music Industry Development Support	5,000	Note 2	Note 2	9,308	
2. International Business Development					
a) Number of markets at which Ontario Creates has organized a strategic presence	9	5	17	16	
b) Number of foreign markets at which Ontario participants are supported through export activity support	200	241	346	284	
3. Collaboration Initiatives					
a) Number of Collaboration events led by Ontario Creates	8	4	7	New Measure	
b) Number of business connections made through meetings at Collaboration events	3,500	1,167	1,757	New Measure	
c) Number of deals/options arising from Collaboration events after 12 months	6	6	6	New Measure	
d) Value (when applicable) of deals/options arising from Collaboration events after 12 months	\$3,000	\$23,000	\$29,100	New Measure	Note 7
3. Business Intelligence					
a) Number of Business Intelligence projects released	5	10	9	13	
b) Number of Industry Profiles updated	10	8	7	9	
c) Number of unique views of Industry Profiles on corporate website	12,000	14,816	15,128	New Measure	
d) Number of new documents added to the Online Research Library	48	92	116	New Measure	
e) Number of unique visitors to the Online Research Library	1,300	2,094	3,662	New Measure	
f) Number of Business Intelligence Bulletin unique views	TBD	1,297	New Measure	New Measure	Note 8

Key Performance Indicator	2018-19 Target	2018-19 Actual	2017-18 Actual	2016-17 Actual	Notes
Strategic Enabler #1: ENSURE SERVICE AND OPERATIONAL EXCELLENCE					
1. Program Delivery					
a) Number of applications received (funds and tax credits)	3,000	2,464	2,287	New Measure	Note 1
b) Average turnaround time across all tax credits (weeks)	41.5	33.8	41.9	42.5	
c) Average time tax credit files spend in analysis (weeks)	5.0	3.9	5.3	7.2	
d) Total number of tax credit products reviewed	3,300	3,183	3,047	New Measure	
2. Service					
a) Number of service calls and emails	3,500	4,521	4,779	New Measure	
b) Number of ministry inquiries	60	97	136	New Measure	
c) Client satisfaction survey (approximately every 5 years)	N/A	N/A	Completed	New Measure	Note 4

Key Performance Indicator	2018-19 Target	2018-19 Actual	2017-18 Actual	2016-17 Actual	Notes
Strategic Enabler #2: EMPOWER PEOPLE AND TEAMS					
1. Percentage of staff that have been at organization 5+ years	75%	62.9%	62.5%	New Measure	
2. Percentage of staff with Performance Development and Learning Plans	95%	94.3%	94.4%	New Measure	
3. Percentage of staff who engaged in 1+ professional development activities within the year "	95%	98.6%	94.4%	New Measure	
4. OPS Employee Survey (positive or negative variance between Ontario Creates and OPS results on Employee Engagement Survey - when issued)					
a) Engagement Index		+7.7	+4.4	New Measure	
b) Inclusion Index		+5.3	+4.1	New Measure	Note 9
c) Performance Barriers		+12.4	New Measure	New Measure	Note 10
d) Independence & Innovation		-2.5	New Measure	New Measure	Note 10
e) Learning & Development		+11.6	New Measure	New Measure	Note 10
f) Leadership Practices - Directors/Senior Managers		+2.3	New Measure	New Measure	Note 10
g) Quality of Service		+10.6	New Measure	New Measure	Note 10
h) Organizational Communication		+14.4	New Measure	New Measure	Note 10
i) Survey Response Rate		+12.0	New Measure	New Measure	Note 10

NOTES:

Return on Investment (ROI) represents the amount generated in sales for every dollar invested by Ontario Creates.

Leverage value indicates the additional amount in financing generated for each dollar invested by Ontario Creates.

- (1) Target is relative to the number of Tax Credit applications certified.
- (2) Results not yet available.
- (3) Results not yet available, baseline results from survey, not directly comparable to future years.
- (4) Ontario Creates Client Satisfaction Survey was issued in 2017-18. Surveys are issued approximately every five years.
- (5) Elevated results in 2017-18 due to additional activities and ad spend related to Trillium's 30th anniversary
- (6) LA Office stats not available in Q3 or Q4 as the position was vacant while procurement of a new marketing consultant was underway. Percentage refers to average of Q1 and Q2.
- (7) Results not yet final.
- (8) Inaugural Business Intelligence Bulletin launched in Q2. Annual total views exceeds sum of quarterly reported views due to visits to back issues occurring after end of quarter.
- (9) Inclusion Index was revised for 2018 and as a result, is not directly comparable to indices from previous years.
- (10) Due to change in OPS Employee Survey reporting, not all historical indicators were available for 2018. Additional indicators developed for 2018.

Financial Performance

	2018-19 (\$ 000's)		
	Business Plan	Actual	Variance
TOTAL REVENUE	49,721	49,320	(402)
TOTAL EXPENDITURES	50,757	47,830	(2,927)
Net Surplus/(Deficit)	(1,035)	1,490	2,525

The business plan included certain assumptions regarding the utilization of deferred revenue of the Ontario Music Office to program and grant expenditures. Actual deferred revenue utilized was less than planned, and will be deployed in subsequent years. Revenue and expenditures of \$1.1 million decreased accordingly in the year.

Agency revenue is sourced primarily from the Ministry of Tourism, Culture and Sport (93%). Self-generated revenues are comprised of tax credit administration fees, investment income and other recoveries.

Total expenditures were less than forecast in the Business Plan as a result of Government direction to reduce spending on discretionary activities such as professional development, media monitoring, industry/program activations and international travel. Several staffing vacancies also contributed to the expenditure reduction.

Contributing to the surplus was \$0.5 million of funds remaining following the conclusion of the OPSTC/OCASE transitional grant program. These funds were internally restricted for use in the following two fiscal year for certain program initiatives.

Grant and related program expenditures decreased against business plan assumptions in areas including interactive digital media, industry development support and international business development.

Operating costs decreased due to efforts to improve efficiencies and target savings in connection with the government's stated objectives.

How Financial and Non-Financial Factors Influenced Cost Savings Achieved

Ontario Creates remains committed to continuous business and operational process improvements, including finding and eliminating inefficiencies in order to create cost savings. From enhancing electronic access across all areas of operations to introducing administrative efficiencies such as electronic payment and direct deposit options for clients, the agency has been able to keep corporate expenditures low. As a result of these efforts, corporate expenditures for 2018-19 were 7.2% of the agency's total budget, with the remaining 92.8% being direct, program-related spend.

In 2018-19, Ontario Creates was able to achieve cost savings in several areas due to increased efficiencies (as noted above), and to deferring, cancelling or scaling back projects as a result of restrictions on discretionary spending and travel. Cost savings were also achieved due to unexpected vacancies in several departments.

Category	Savings/Underspend	Description
Communications	\$85,735	Reductions to planned branding and public relations activities, industry events and outreach.
Salaries and Benefits – Business Affairs and Research	\$70,040	Vacancies for three research related positions, and the reduced salary level of replacements for those positions.
Salaries and Benefits – Tax Credits	\$176,609	Hiring delays related to several staff members on leave for part of the fiscal year.
Research & Strategic Planning	\$122,718	Deferral of planned financing models, screen statistics and performance attribution factor projects; and lower than anticipated costs associated with the panel discussion series.
Industry Development – Training/legal/translation, etc.	\$76,911	Deferral of marketing program evaluation (\$50K) and OPS restrictions on international travel.
Industry Development – Industry Development Support	\$212,738	Scaling back certain programs and activities due to the government-wide restrictions on travel and discretionary expenditures including reduced regional outreach activity and cancellation of the Content Exchange program and Magazine Best Practices day for this fiscal year. Savings related to TIFF activation costs were also achieved.
Industry Development – Strategic Activations	\$93,612	Cancellations and reductions to strategic activations due to government restrictions of international travel.
Film Group (Incl. LA Office)	\$195,507	Vacancy in LA representative position during recruitment period, pause in marketing initiatives and outreach, and reduction in publications and promotional materials.
Ontario Music Office – Program Administration	\$154,808	Cancellations and reductions to strategic music initiatives due to government restrictions of international travel.

Due to restrictions on international travel and discretionary spending, Ontario Creates allocated fewer resources to strategic activations in international markets in 2018-19. This meant that Ontario Creates was unable to have a strong strategic presence at several important foreign markets which meant less on-the-ground support for Ontario companies looking to expand globally and fewer opportunities to develop important partnerships and inward investment opportunities. While this saved some operational funding for the agency, the overall affect has been less robust activation in export markets and less interest by foreign entities in Ontario as a jurisdiction for partnership. Ultimately, pulling back from these activities has had a negative impact on the agency's ability to grow jobs and investment in the Province.

Management's Responsibility for Financial Statements

The accompanying financial statements have been prepared by management in accordance with Canadian public sector accounting standards and are the responsibility of management. The preparation of the financial statements necessarily involves the use of estimates based on management's judgment, particularly when transactions affecting the current accounting period cannot be finalized with certainty until future periods. The financial statements have been properly prepared within reasonable limits of materiality and in light of information available up to September 24, 2019.

Management maintains a system of internal controls designed to provide reasonable assurance that the assets are safeguarded and that reliable financial information is available on a timely basis. The system includes formal policies and procedures and an organizational structure that provides for appropriate delegation of authority and segregation of responsibilities.

Ontario Media Development Corporation's Board of Directors is responsible for ensuring that management fulfills its responsibilities. The Board has appointed an audit committee from among its own members. The audit committee meets periodically with senior management and the Office of the Auditor General of Ontario to discuss audit, internal control, accounting policy, and financial reporting matters. The financial statements are reviewed by the audit committee before approval by the Board of Directors.

The Office of the Auditor General of Ontario conducts an annual audit in accordance with subsection 14(1) of Ontario Regulation 672/00 of the *Development Corporations Act*. The auditor's report outlines the scope of the auditor's examination and opinion.



Karen Thorne-Stone
President & CEO



Raina Wells
Director, Business Affairs and Research (A)

September 24, 2019



Office of the Auditor General of Ontario Bureau de la
vérificatrice générale de l'Ontario

INDEPENDENT AUDITOR'S REPORT

To the Ontario Media Development Corporation and
to the Minister of Tourism, Culture and Sport

Opinion

I have audited the financial statements of the Ontario Media Development Corporation (OMDC), which comprise the statement of financial position as at March 31, 2019, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In my opinion, the accompanying financial statements present fairly, in all material respects, the financial position of OMDC as at March 31, 2019, and the results of its operations and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

Basis for Opinion

I conducted my audit in accordance with Canadian generally accepted auditing standards. My responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of my report. I am independent of OMDC in accordance with the ethical requirements that are relevant to my audit of the financial statements in Canada, and I have fulfilled my other ethical responsibilities in accordance with these requirements. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian public sector accounting standards, 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.

In preparing the financial statements, management is responsible for assessing the OMDC's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless OMDC either intends to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing OMDC's financial reporting process.

Continued on next page

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Auditor's Responsibilities for the Audit of the Financial Statements

My objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, I exercise professional judgment and maintain professional skepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of OMDC's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on OMDC's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause OMDC to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

Toronto, Ontario
September 24, 2019



Susan Klein, CPA, CA, LPA
Assistant Auditor General

Statement of Financial Position

As at March 31, 2019

	2019 (\$ 000's)	2018 (\$ 000's)
ASSETS		
Cash and cash equivalents (Note 3)	22,793	19,195
Short-term investments (Note 3)	10,061	10,002
Accounts receivable	77	114
Accrued interest	109	69
Prepaid expenses	7	37
Current assets	33,047	29,417
Capital assets (Note 4)	352	277
	33,399	29,694
LIABILITIES		
Accounts payable and accrued liabilities (Note 5)	24,828	22,064
Due to the Province	396	410
Current liabilities	25,224	22,474
DEFERRED REVENUE (Note 6)	1,158	1,695
ACCRUED EMPLOYEE BENEFITS OBLIGATION (Note 10)	702	700
NET ASSETS		
Invested in capital assets	352	277
Internally restricted (Note 6)	498	–
Unrestricted	5,465	4,548
	6,315	4,825
	33,399	29,694
COMMITMENTS AND CONTINGENCIES (Note 9 and 12)		

The accompanying notes are an integral part of these statements.

On behalf of the Board:



Chair



Member, Audit Committee

Statement of Operations

For the Year ended March 31, 2019

	2019 (\$ 000's)	2018 (\$ 000's)
REVENUE		
Ministry of Tourism, Culture and Sport (Note 6)	45,787	47,374
Tax credit administrative fees	2,624	2,568
Prior year grants (rescinded) or recovered (Note 8)	(139)	46
Return of investment under assistance programs	252	255
Interest	693	388
Other	103	115
	<u>49,320</u>	<u>50,746</u>
EXPENSES		
Ontario Music Fund	14,037	14,001
Industry development initiatives	12,471	12,907
Operating expenses (Note 7)	10,768	10,906
Interactive Digital Media Fund	8,888	9,268
Tax credit transitional grant (Note 6)	136	2,066
Toronto International Film Festival Group grants	1,330	1,380
Research initiatives	200	236
	<u>47,830</u>	<u>50,764</u>
Excess (deficiency) of revenue over expenses	<u>1,490</u>	<u>(18)</u>

The accompanying notes are an integral part of these statements.

Statement of Changes in Net Assets

For the Year ended March 31, 2019

	2019 (\$ 000's)			2018 (\$ 000's)
	Invested in Capital Assets	Internally Restricted	Unrestricted	Total
Balance, beginning of year	277	-	4,548	4,825
Excess (deficiency) of revenue over expenses	(240)	498	1,232	1,490
Investment in capital assets	315	-	(315)	-
Balance, end of year	<u>352</u>	<u>498</u>	<u>5,465</u>	<u>6,315</u>
				<u>4,825</u>

The accompanying notes are an integral part of these statements.

Statement of Cash Flows

For the Year ended March 31, 2019

	2019 (\$ 000's)	2018 (\$ 000's)
Cash flows from operating activities		
Excess (deficiency) of revenue over expenses	1,490	(18)
Amortization of capital assets	240	184
	<u>1,730</u>	<u>166</u>
Changes in non-cash working capital		
Accounts receivable	37	(2)
Prepaid expenses	30	(1)
Accrued interest	(40)	(14)
Current liabilities	2,750	(1,140)
Deferred revenue	(537)	(2,085)
Accrued employee benefits obligation	2	(33)
	<u>2,242</u>	<u>(3,275)</u>
Net cash from (used in) operating activities	3,972	(3,109)
Capital Activities		
Purchase of capital assets	(315)	(168)
Investing Activities		
Purchase of short-term investments	(39,101)	(25,909)
Proceeds from short-term investments	39,042	25,875
	<u>(59)</u>	<u>(34)</u>
Net increase (decrease) in cash	3,598	(3,311)
Cash and cash equivalents at beginning of year	19,195	22,506
Cash and cash equivalents at end of year	<u>22,793</u>	<u>19,195</u>

The accompanying notes are an integral part of these statements.

Notes to Financial Statements

March 31, 2019

1. BACKGROUND

The Ontario Media Development Corporation (the 'Corporation'), also known as Ontario Creates, is an agency of the Ministry of Tourism, Culture and Sport of the Government of Ontario created under Regulation 672/00 of the Development Corporations Act, and as such is not required to pay income taxes. The Corporation promotes the economic growth of Ontario's cultural media sector and focuses on strategic partnerships among all the industries - film, television, sound recording, book and magazine publishing and interactive digital media. The Corporation is classified as a government not-for-profit organization for accounting purposes.

2. SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared by management in accordance with the accounting standards for government not-for-profit organizations included in the Canadian Public Sector Accounting Standards ('PSAS').

Significant accounting policies followed in the preparation of these financial statements include:

(a) Capital Assets

Capital assets are recorded at cost less accumulated amortization. Capital assets are amortized on a straight-line basis over the following terms beginning in the year of acquisition:

Furniture and Office Equipment	10 years
Computer Hardware	3 years
Computer Software	3 years
Website	3 years
Leasehold Improvements	5 years

(b) Revenue Recognition

Unrestricted government base operating grants are recognized as revenue in the period received. Restricted government grants are deferred and recognized as revenue in the year in which the related expenses are approved.

Tax credit administrative fees are recognized when earned, which is normally upon receipt. The return of investment under assistance programs is recorded on a cash basis because a reasonable estimate of the amounts to be collected cannot be made.

(c) Grants and Recoupable Advances

Grants and recoupable advances are recorded as expenses and accounts payable and accrued liabilities in the year that the Corporation approves the grant or advance. As they are subject to certain performance conditions placed on the recipients, they are reflected net of an allowance for estimated grants or recoupable advances to be rescinded or recovered. Grants and advances approved in prior years that are rescinded or recovered in the year in excess of the allowance are recorded as revenue.

(d) Contributed Services

Contributed services are received for certain events and are not recognized in the financial statements.

(e) Cash and Cash Equivalents

Cash and cash equivalents includes cash on hand, current bank accounts, bankers' acceptances and bearer deposit notes from Canadian chartered banks with terms of maturity of less than 93 days.

(f) Short-term Investments

Short-term investments are comprised of bankers' acceptances and bearer deposit notes from Canadian chartered banks with terms of maturity of 93 days to one year.

(g) Use of Estimates

The preparation of financial statements in accordance with Canadian public sector accounting standards requires that management make estimates and assumptions that affect the reported amounts of assets and liabilities as at the date of the financial statements and the reported amounts of revenue and expenses. Actual results could differ from management's best estimates as additional information becomes available in the future. The items subject to the most significant estimates are amortization of capital assets, employee future benefits, and accounts payable and accrued liabilities.

(h) Financial Instruments

The Corporation's financial instruments which consist of cash and cash equivalents, short term investments, accounts receivable, accounts payable and due to the province are all valued at cost. As cost approximates fair value given the short term nature of the maturities, no statement of remeasurement gains and losses is included.

(i) Employee Benefits

The Corporation follows PSAS requirements for accounting for employee future benefits, which includes post-employment benefits payable upon termination. Under these requirements, the cost of post-employment benefits is charged to operations annually as incurred.

3. FINANCIAL INSTRUMENTS

Credit and Interest Rate Risk – Credit risk may arise from the possibility that a creditor defaults on payment obligations, while interest rate risk is inherent in investments due to fluctuations in interest rates. The Corporation's exposure to credit and interest rate risk is minimal as the Corporation's cash and cash equivalents and short term investments have relatively short maturity spans and are held with leading Canadian chartered banks.

Cash and cash equivalents include \$22.555 million (2018 - \$18.974 million) of bankers' acceptances and bearer deposit notes from Canadian chartered banks with interest rates ranging from 1.76% - 2.22% (2018 - 1.30% - 1.54%). Short-term investments of \$10.061 million (2018 - \$10.002 million) consist of bankers' acceptances and bearer deposit notes from Canadian chartered banks with interest rates ranging from 1.73% - 2.33% (2018 - 1.62% - 1.70%).

Market Risk - Market risk arises when the value of an investment portfolio decreases as a result of changes in the volatility of interest rates, stock prices and foreign exchange risks. The Corporation is not exposed to any market risk due to the nature of its investments.

Liquidity Risk - Liquidity risk is the risk that the Corporation will be unable to fulfill its obligations on a timely basis or at a reasonable cost. The Corporation manages its liquidity risk by monitoring its operating requirements. The Corporation prepared budget and cash forecasts to ensure it has sufficient funds to fulfill its obligations.

There have been no significant changes to the risk exposure from 2018.

4. CAPITAL ASSETS

	2019 (\$ 000's)			2018 (\$ 000's)
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Furniture and Office Equipment	205	112	93	102
Computer Hardware	85	57	28	41
Computer Software	480	274	206	112
Website	35	12	23	-
Leasehold Improvements	100	98	2	22
	905	553	352	277

5. ALLOWANCE FOR RESCINDED GRANTS

Allowance for rescinded grants is included in accounts payable and accrued liabilities on the Statement of Financial Position as follows:

	2019 (\$ 000's)	2018 (\$ 000's)
Allowance, beginning of year	650	1,100
Change in allowance	175	(450)
Allowance, end of year	825	650

The allowance is recorded in the Statement of Operations as follows:

	2019 (\$ 000's)	2018 (\$ 000's)
Ontario Music Fund	200	250
Industry Development Initiatives	625	400
Allowance, end of year	825	650

6. MINISTRY OF TOURISM, CULTURE AND SPORT FUNDING

The Ministry of Tourism, Culture and Sport (a related party) provided a \$28.450 million (2018 - \$28.489 million) base operating grant which has been recognized as revenue in the fiscal year. The Ministry also provided funding of \$15 million for the Ontario Music Fund (2018 - \$15 million), \$1.5 million for the Diversity Fund (2018 - \$1.5 million), and \$0.3 million for Canadian Books in Ontario Schools (2018 - \$0.3 million) of which the following was recognized as revenue in the Statement of Operations and the remainder was deferred.

	2019 (\$ 000's)				2018 (\$ 000's)
	Ontario Music Fund	Tax Credit Transitional Grant	Diversity Fund	Canadian Books in Ontario Schools	Total
Opening balance	1,036	634	–	25	1,695
Funding received	15,000	–	1,500	300	16,800
Recognized as revenue	(14,981)	(634)	(1,500)	(222)	(17,337)
Closing balance	1,055	–	–	103	1,158

Revenue recognized for the Ontario Music Fund includes \$14.037 million (2018 - \$14.001 million) in grants, \$0.829 million (2018 - \$0.923 million) in Operating expenses and is net of prior year grants rescinded or recovered in the year of \$0.115 million (2018 - \$(0.120) million).

In connection with tax credit rate reductions announced in the 2015 Ontario budget to both the Ontario Production Services Tax Credit and the Ontario Computer Animation Services Tax Credit, the Tax Credit Transitional Grant provides relief to qualifying productions that did not otherwise meet eligibility criteria for rate grandfathering measures. Final payments under the program were made in the year totalling \$0.136 million, resulting in an unspent amount of \$0.498 million. The Corporation has internally restricted this amount for certain initiatives to be undertaken over a two-year period.

7. OPERATING EXPENSES

	2019 (\$ 000's)	2018 (\$ 000's)
Salaries, wages and benefits		
- Tax credit administration	2,588	2,635
- Industry development	2,596	2,601
- Business affairs and research	1,356	1,424
- Other	907	645
	7,447	7,305
Corporate expenses and operations	1,229	1,224
Consulting services	416	290
Amortization of capital assets	240	184
Advertising, promotion & publications	493	574
Program support	639	881
Travel	304	448
	10,768	10,906

8. PRIOR YEAR GRANTS RESCINDED OR RECOVERED

Amounts (rescinded) or recovered are shown net of the allowance for rescinded grants on the Statement of Operations as follows:

	2019 (\$ 000's)	2018 (\$ 000's)
Amounts received during the year	511	1,146
Less: prior year allowance	650	1,100
Prior year grants (rescinded) or recovered	(139)	46

Rescinded or recovered amounts during the year were as follows:

	2019 (\$ 000's)	2018 (\$ 000's)
Ontario Music Fund	135	380
Industry Development Initiatives	376	766
	511	1,146

9. LEASE EXPENSES

The Corporation is committed under operating leases for premises and office equipment, with future minimum payments as follows:

	(\$ 000's)
2020	421
2021	424
2022	432
2023	257
2024	3
	1,537

The premises lease was renewed commencing on November 1, 2018 and expiring on October 31, 2023. The lease contains an option to extend the term beyond October 31, 2023 for a period of five years. The Corporation is committed to future minimum payments for its premises lease of \$1,508,000 and its proportionate share of realty taxes and operating expenses which amounted to \$347,000 during 2019 (2018 – \$323,000). These amounts are expected to be similar in future years. Infrastructure Ontario (a related party) makes the lease payments to the landlord, and is subsequently reimbursed by the Corporation.

The Corporation is committed to future minimum payments totalling \$29,000 under its operating leases for office equipment, which expire at various times over the next five years.

10. OBLIGATION FOR EMPLOYEE FUTURE BENEFITS

(a) Pension Plans

The Corporation's full-time employees participate in the Public Service Pension Plan (PSPP) or the Ontario Public Service Employees' Union Pension Plan (OPSEU-PP), which are defined benefit pension plans for employees of the Province and many provincial agencies. The Province of Ontario, which is the sole sponsor of the PSPP and a joint sponsor of the OPSEU-PP, determined the Corporation's annual payment to the funds. Since the Corporation is not a sponsor of these funds, gains and losses arising from statutory actuarial funding valuations are not assets or obligations of the Corporation, as the sponsors are responsible for ensuring that the pension funds are financially viable. The Corporation's annual payments of \$513,000 (2018 - \$513,000) are included in operating expenses in the Statement of Operations.

(b) Accrued Employee Benefits Obligation

The costs of any legislated severance and unused vacation entitlements are recognized when earned by eligible employees. The total cost for the year amounts to \$107,000 (2018 - \$43,000) and are included in salaries, wages and benefits, disclosed in Note 7. During the year, the accrued employee benefits obligation was reduced by \$146,000 (2018 - \$255,000) due to a curtailment resulting from changes under the Public Service Act of Ontario. The total liability for legislated severance and vacation is reflected in the accrued employee benefits obligation, less any amounts payable within one year, which are included in accounts payable and accrued liabilities, as follows:

	2019 (\$ 000's)	2018 (\$ 000's)
Total liability for legislated severance and vacation	1,069	1,064
Less: Due within one year and included in accounts payable and accrued liabilities	(367)	(364)
Accrued employee benefits obligation	702	700

The legislative severance portion of the accrued benefit obligation was calculated based on the following assumptions: discount rate of 3.25% (2018 - 2.90%); and estimated average years to retirement of 9.84 years (2018 - 10.85 years). Due to the curtailment of the plan in 2015, no assumption of wage and salary escalation was used (2018 - 0%). These assumptions are management's best estimates.

(c) Other Non-Pension Post-Employment Benefits

The cost of other non-pension post-retirement benefits is determined and funded on an ongoing basis by the Province (a related party) and accordingly is not included in these financial statements.

11. PUBLIC SECTOR SALARY DISCLOSURE

Section 3(5) of the Public Sector Salary Disclosure Act (1996) requires disclosure of Ontario public sector employees who were paid an annual salary in excess of \$100,000 in the calendar year 2018. For the Corporation, this disclosure is as follows:

Name	Title	Salary
Marina Adam	Director, Tax Credit and Financing Program	\$113,521
Jennifer Blitz	Director, Tax Credit and Financing Program	\$103,289
Justin Cutler	Manager, Films	\$107,505
Patrick Dervin	Corporate Controller	\$103,588
Raina Feldman	Director, Business Affairs & Research	\$164,880
Sherri Hills	Manager, Research and Strategic Planning	\$109,167
Kristine Murphy	Director, Industry Development Group	\$164,880
Manya Rouben	Team Leader, Tax Credits	\$108,540
Monica Szenteszky	Team Leader, Tax Credits	\$105,748
Karen Thorne-Stone	President & Chief Executive Officer	\$207,676

12. CONTINGENCIES

Contingencies refer to possible legal claims that have been made against the Corporation, the ultimate outcome of which cannot be predicted with certainty. The outcome and associated legal fees of current legal proceedings are not expected to have a material or adverse effect on the Corporation's results and management does not believe any provisions for losses are necessary at this time. No amounts have been recognized in the accounts for claims made against the Corporation.

Supplemental Information (unaudited)

The following chart illustrates that 92.8% of OMDC's expenditures for the year ended March 31, 2019 are program-related.

	Corporate (\$ 000's)	Program Related (\$ 000's)	2019 Total (\$ 000's)
Direct Support (from Statement of Operations):	-	37,062	37,062
From Note 7:			
Salaries, Wages and Benefits	1,715	5,732	7,447
Corporate Expenses and Operations	910	319	1,229
Consulting Services	170	246	416
Amortization of Capital Assets	69	171	240
Advertising, Promotion & Publications	428	65	493
Program Support	-	639	639
Travel	146	158	304
Total Expenditures	3,438	44,392	47,830
% of total	7.2%	92.8%	100.0%

