



# Ontario Creates

## Annual Report 2022 | 2023



Ontario Creates is an agency of the provincial government that acts as a catalyst for economic development, investment, and collaboration in Ontario's creative industries, including the film, television, interactive digital media, music, book, and magazine sectors, both domestically and internationally. Through targeted programs and services, support for innovation, and by leveraging public and private partnerships, we build the creative industries' capacity and competitiveness to deliver award-winning content for audiences worldwide.

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# By the Numbers

**• \$4.0 BILLION**

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

**• 56K JOBS**

Generated by Ontario Creates-supported creative industries\*

**• \$2.8 BILLION**

In products and services that Ontario Creates-supported sectors export internationally

**• \$15.29**

In leverage value - additional production/product spending for each tax credit dollar invested

**• \$340 MILLION IN INTERNATIONAL SALES**

Earned by recipients of Ontario Creates' Global Market Development Funds

**• 1,374 BUSINESS CONNECTIONS**

Made at Ontario Creates' four collaboration events that will lead to future partnerships and deals

\* Source: Ontario Creates Analysis from Statistics Canada Provincial and Territorial Culture Indicators (PTCI), 2010 to 2021

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

Please send your feedback on this report to [reception@ontariocreates.ca](mailto:reception@ontariocreates.ca) or call 416.314.6858.



# Message from the Chair and the President & Chief Executive Officer

The Honourable Neil Lumsden  
Minister of Tourism, Culture and Sport

Dear Minister Lumsden,

On behalf of Ontario Creates, we are pleased to submit our 2022-23 Annual Report.

This report reflects another challenging yet successful year for our agency and the creative industries we support. As we continue to navigate the recovery and rebuilding phase from the pandemic, we remain steadfast in our commitment to act as a catalyst and partner for the creative industries.

As Ontario's creative industries continue to recover, Ontario Creates remains dedicated to delivering efficient and timely service delivery to all our stakeholders. We recognize the importance of providing critical business intelligence to navigate emerging market challenges and ensuring streamlined processes that improve efficiency and productivity. Additionally, we are committed to designing modern, innovative programs that address the specific needs of our creative industries, driving growth and employment in Ontario.

Amongst our achievements this year has been the successful adjustment of our agency and staff from a remote to a hybrid work model. This transition ensured the continuity of our programs and services, allowing us to provide timely and effective support to Ontario Creates' partners and stakeholders. Through streamlined processes for tax credit applications, expedited payments, and increased flexibility in program parameters, we enabled businesses to adapt to ever-evolving conditions and respond with innovation in the post-pandemic environment.

Additionally, we have actively facilitated new business connections and nurtured important international relationships for Ontario companies. By providing opportunities for networking and collaboration, we have supported their competitiveness in the global marketplace, allowing them to thrive during these challenging times.

We are excited to share that during the 2022-23 fiscal year, we developed a new strategic plan with a refreshed mission that aligns with the government's priorities and will serve as our True North through to 2027: to help creative businesses prosper by increasing the growth, resilience, competitiveness, and global reach of Ontario's creative economy. With this strategic direction, we are confident in our ability to support the continued success of our industries in this ever-changing landscape.

We are grateful for the confidence the government continues to place in Ontario Creates, and we are proud that this document highlights the achievements that were made possible through the Province's investment in Ontario Creates.

Sincerely,



**Aaron Campbell**  
Chair



**Karen Thorne-Stone**  
President & CEO



# Land Acknowledgement

We recognize that our work at Ontario Creates, and the work of Ontario's music, book, magazine, film, television and interactive digital media creators, takes place on many traditional Indigenous territories across the province. Ontario Creates' office is located on the traditional territory of the Huron-Wendat, the Haudenosaunee, the Anishinaabe, and the Mississaugas of the Credit.

This land acknowledgment is both a recognition of the contributions made by the First Nations, Métis and Inuit people who have cared for these lands since the beginning, and who are the original storytellers on this land, as well as an acknowledgement of our own ongoing responsibilities as guests on these lands.

As an agency with a mandate to facilitate economic development, investment and collaboration in Ontario's creative industries, we recognize the historical and ongoing impacts of colonialism, and in particular, its intersection with storytelling. We are committed to supporting and celebrating Indigenous voices, creators, companies, and stories.



# Strategic Plan

In the fiscal year 2022-23, Ontario Creates released a new strategic plan outlining our framework for 2023 through 2027.

With the input of more than 700 industry, government, and partner stakeholders, and after examining the leading practices of other internationally recognized creative economic development organizations, in **Powering Ontario's Creative Economy** we have identified a set of four strategic goals and two enabling goals that we believe will drive new levels of sustainable business growth, attract additional investment and international interest in Ontario's creative assets, and strengthen and diversify Ontario's creative workforce.

We believe this renewed strategy will deliver more permanent job opportunities and a skilled workforce that reflects the diversity of Ontario in all respects. The provincial tax credit programs we administer and the program investments we make will stimulate growth in infrastructure and capacity for all sectors. And most importantly, we believe it will ignite increased collaboration within and across creative sectors, increase company investment, and boost international sales, revenues, and capitalization.

The following is a summary of the strategic framework of the plan:

## Vision

Ontario's thriving, sustainable, and inclusive creative industries deliver economic impact and globally successful content.

## Mission

To help creative businesses prosper by increasing the growth, resilience, competitiveness and global reach of Ontario's creative economy.

## Values

**Accountable:** Deliver on our commitments with integrity, be open and transparent about our progress and hold ourselves responsible for our actions.

**Collaborative:** Work with each other and our partners to achieve the best possible outcomes.

**Inclusive:** Ensure diversity, equity and accessibility in our programs and our workplace.

**Leading:** Be a best-in-class agency; advancing new ideas, innovation and change.

**Service Focused:** Responsive to our stakeholders and sector, delivering an excellent experience in all interactions.



## Strategic Goals and Enablers

**Build Capacity** - Work collaboratively to ensure Ontario's creative industries are diverse, sustainable and positioned for growth with a strong, skilled workforce and supporting infrastructure.

**Fuel Growth** - Support the growth of Ontario's creative industry companies by investing in the creation and distribution of intellectual property, enabling business development, and facilitating collaboration within and across sectors, through modern, responsive and informed programs.

**Drive Investment** - Generate investment in Ontario's creative economy by ensuring a diverse, sustainable, innovative, competitive, and world-class business destination.

**Develop Global Markets** - Strategically promote Ontario's content, companies, services, and talent to the world to open new markets, reach new audiences and generate export opportunities, business partnerships, and inward investment.

**Deliver Exceptional Customer Experiences** - Demonstrate service excellence, by ensuring programs and services are modern, accessible, inclusive, responsive, transparent and timely and are aligned with evolving industry needs.

**Empower High-Performing Teams** - Foster a work environment and team culture that prioritizes the development and well-being of our staff and a sense of belonging. Leverage technology, policies and shared values to promote collaboration and optimize productivity and effectiveness.

## Approach to Strategic Planning

The strategic plan was developed by the Board of Directors and Senior Management Team to guide Ontario Creates over the next five years. Our strategic planning process began in February 2022 and was completed in November 2022. Throughout the planning period, we considered our internal and external operating environment by examining our organization's strengths and opportunities for improvement, the business environment, and technological changes in the industries we support and best practices from other jurisdictions. This plan was developed with the input of Ontario Creates' staff, industry partners and government stakeholders. As we begin to implement this plan, we will continue this engagement to ensure that we are progressing towards shared goals and achieving our collective vision for the future of Ontario's creative industries.



# 2022-23: The Post COVID-19 Environment

The COVID-19 impacts on Ontario Creates-supported industries across all sectors have been different, but have included revenue losses, employment losses, sunk costs, difficulty in accessing markets, and changes in consumer demand patterns (e.g., an increase in online content consumption).

Sectors are recovering at different paces and Ontario Creates continues to adjust and pivot in response. Economic projections and rebounds post-COVID differ across industries, but overall have an expected rebound timeline of 2022 to 2025 with expected deficits continuing for the foreseeable future.

## Ontario Creates' Mitigation Strategies for COVID-19

In response to the ongoing pandemic and impacts felt in the creative industries, Ontario Creates implemented a number of mitigation strategies to help our stakeholders weather the storm. These strategies were introduced at the start of the pandemic and continued through the 2022-23 fiscal. These initiatives included:

- The implementation of maximum flexibility for investment program recipients including delivery dates, allowing activity changes, and allowing non-refundable costs.
- Fast-tracking investment fund payments outside the normal payment schedule.
- Launching electronic tax credit certificates.
- The introduction of enhanced streamlining and fast-tracking process for tax credit application review based on risk rating.
- Time-sensitive industry initiatives in response to COVID-19 were allowed within the parameters of current investment programs (moving from mitigation/analysis to recovery strategies).
- Amending application deadlines, moving to continuous application intake, or adding additional application rounds for investment programs to respond to industry needs.
- Film Fund top-up for incremental COVID-19-related costs.



# Commitment to Diversity, Equity and Inclusion

Ontario Creates is committed to being an inclusive and welcoming workplace. In 2022-23, an internal DEIB (Diversity, Equity, Inclusion and Belonging) Task Force with members from across the agency worked to address opportunities to strengthen diversity and inclusion within the agency and in the creative industry workforce. As members of the Ontario Public Service (OPS), Ontario Creates staff have access to OPS training, including in the area of diversity, equity, inclusion and belonging.

A core value articulated in Ontario Creates' new Strategic Plan is to be inclusive, ensuring diversity, equity and accessibility in our programs and our workplace. This includes a specific commitment to empower high-performing teams, in part by striving for an equitable, inclusive, accessible, anti-racist and diverse workplace.

Ontario Creates' programs and activities are informed and enriched by regular stakeholder engagement that enhances the agency's ability to successfully fulfill its mandate. Formal stakeholder engagement takes place through five Industry Advisory Committees: Book, IDM, Magazine, Music, and Screen-based. These committees include representatives from organizations representing equity-seeking groups in the creative industries.

In addition, regular program review and program development processes have inclusive processes for the collection of input and feedback. For example, the process used for development of the AcceleratiON program for Black & Indigenous Entrepreneurs included significant community engagement and outreach, which serves as an excellent model for ongoing program refinement.

The agency continues to comply with Ontario Regulation 191/11, Integrated Accessibility Standards, under the *Accessibility for Ontarians with Disabilities Act, 2005 (AODA)* administered by the Accessibility Directorate of Ontario, including ensuring corporation-wide compliance and that all staff are trained and aware of the obligations under the AODA. In 2022-23 the Multi-Year Accessibility Plan (2023-2027) was created. The Plan was developed with input from a variety of sources including review by an accessibility reference group.

In addition to our internally focused activities, Ontario Creates is committed to fostering diverse creative industries in Ontario, recognizing that supporting greater diversity, both in content and in the talent pipeline, will be a key driver in positioning Ontario's creative companies for continued economic success locally and internationally. To that end, in 2022-23, the agency:

- Provided additional program funding for projects and companies whose voice, story or creative team demonstrated significant diversity elements.
- Renewed the AcceleratiON program, a time-limited initiative launched in 2021-22, continued in 2022-23. The program invests in new and emerging Black- and Indigenous-owned music businesses that demonstrate high potential for economic and cultural impact.
- As part of our AcceleratiON outreach strategy to Black and Indigenous music entrepreneurs, Ontario Creates (in partnership with ADVANCE - Canada's Black Music Industry Collective and the Indigenous Music Alliance) hosted AcceleratiON Connects - an event at the Massey Hall Allied Music Centre to celebrate successes from the first year of the program, and raise awareness of AcceleratiON to attract new applicants.
- Actively engaged in various essential industry programs and events, with a special focus to develop and encourage diversity and inclusion initiatives, as well as demonstrate leadership.
- Began investigating the voluntary collection of demographic data for key creative and key business roles from program applicants at point of application.

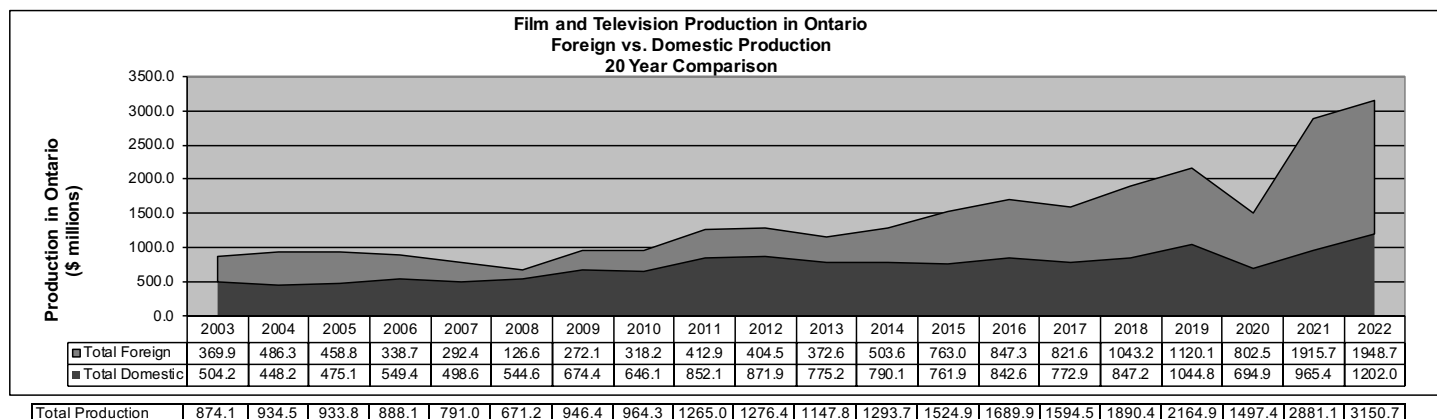


# 2022: Ontario's Film and Television Industry Reports a Record-Breaking Year for the Second Year in a Row

Ontario's Film and Television industry reported its highest production levels to date, significantly exceeding its targets for the number and value of film and television productions shot in Ontario. A remarkable 419 productions contributed a record-breaking \$3.15 billion to Ontario's economy in 2022. In addition to the dollar value, these figures represent more than 45,000 high-value full-time equivalent direct and spin-off jobs for Ontarians.

The increase represents new growth in production and is a testament to Ontario's robust health and safety protocols, an impressive suite of financial incentives, ongoing studio space expansion, a diverse talent pool, and an unmatched range of film-friendly locations. Ontario is one of the leading jurisdictions for Film and Television production around the globe, typically hosting over 300 productions annually.

Domestic production now drives 38 per cent of total Film and Television spending in Ontario, up from 34 per cent in 2021. Domestic Film and Television production held strong in 2022, contributing \$1.20 billion, an increase of 25 per cent from 2021. Domestic Television Series production was particularly robust in 2022, with 155 productions contributing over \$891 million in expenditures. Foreign production also remained strong in 2022, led by a solid television industry. Total expenditures in 2022 reached \$1.95 billion. Live Action production increased in 2022, accounting for 391 of the total 419 productions.



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



# Film and Television

The **Film Fund**, including Production, Development, and Marketing streams, increases domestic feature film production in Ontario and supports Ontario producers for feature film projects.

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## Film Fund

- \$5.5M invested
  - 82 projects supported
- 

## Supporting Film and Television

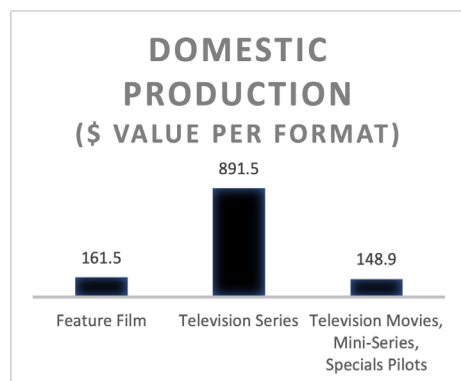
Included in the Film Fund, the **Diversity Enhancement** provided \$725,000 to films meeting the provincial definition of diversity, including ancestry, culture, ethnicity, gender identity and expression, language, physical and intellectual ability, race, religion, sex, sexual orientation, and socio-economic status. Non-traditional coproduction partners and jurisdictions were also considered.

The **Global Market Development 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 participation in virtual and in-person international market events and meetings, marketing materials for international sales opportunities, and staff and operations costs.

**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 and TV Production Activity in Ontario for the 2022 Calendar Year

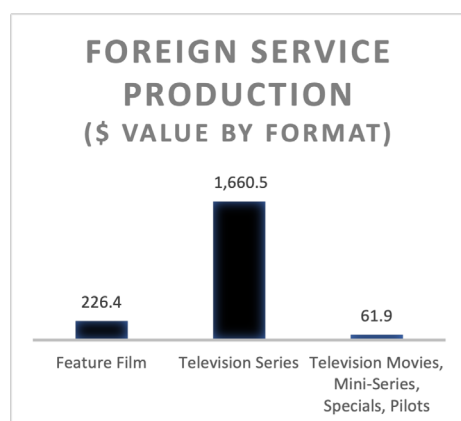


Feature Film: \$161,500,000

Television Series<sup>1</sup>: \$891,500,000

TV Movies, miniseries, specials, pilots: \$148,900,000

TOTAL: \$1,202,000,000

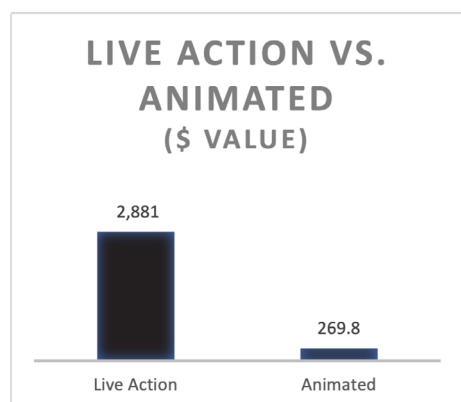


Feature Film: \$226,400,000

Television Series<sup>1</sup>: \$1,660,500,000

TV Movies, miniseries, specials, pilots: \$61,900,000

TOTAL<sup>2</sup>: \$1,948,700,000



Live Action: \$2,881,000,000

Animated: \$269,800,000

TOTAL<sup>2</sup>: \$3,150,700,000

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 annual 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.

<sup>1</sup> Film and television statistics for 2022 reflect a change to the methodology and therefore results are not directly comparable to prior years. Beginning in 2022, the total production spend for a television series has been allocated to the year principal photography began and is no longer prorated across fiscal year based on the principal photography date for each episode.

<sup>2</sup> Totals may not add due to rounding.



## Ontario Creates at TIFF 2022

The 47th annual Toronto International Film Festival took place from September 8 to 18, 2022, and a record number of 12 films premiered at TIFF that received investment through the Ontario Creates Film Fund. These included:

- *Alice, Darling*, Babe Nation Films
- *Black Ice*, The SpringHill Co., Uninterrupted
- *Brother*, Hawkeye Pictures, Conquering Lion Pictures
- *Buffy Sainte-Marie: Carry It On*, White Pine Pictures
- *North of Normal*, Independent Edge, JoBro Productions & Film
- *Rosie*, Assini Productions, Night Market
- *Something You Said Last Night*, JA Productions, Cinédokké, Plainspeak Pictures
- *So Much Tenderness*, Arbitrage Pictures, Rayon Verge, TimeLapse Pictures
- *Stellar*, Nice Picture Inc., Devonshire Productions Inc., Baswewe Films, A Stellar Film Inc.
- *The Colour of Ink*, Sphinx Productions, National Canadian Film Board
- *The Swearing Jar*, Monkeys & Parrots, Farpoint Films, Middle Child Films
- *The Young Arsonists*, Borrowed Light Films, Hawkeye Pictures

Notably, Ontario Creates-supported *Black Ice* won the TIFF 2022 People's Choice Documentary Award, while Ontario Creates-supported *Something You Said Last Night* won the 2022 Shawn Mendes Foundation Changemaker Award.

Ontario Creates managed an Ontario Sales Booth in the TIFF Industry Centre jointly with Telefilm Canada. This served as a place for Ontario producers to meet with international delegates and to promote filming in Ontario. Ontario overview briefings, meetings with international delegations and producers, and a networking breakfast for Canadian delegates, occurred at the booth from September 9 to 12.

Additionally, Ontario Creates sponsored CION's Northern Ontario Networking Reception, on September 9. The reception convened high value producers with Northern municipal film officers, production suppliers and vendors to generate increased film business for the North.

Ontario Creates also supported the first-ever Trans Filmmakers Summit at TIFF, on September 11. Led by the production team of the Ontario Creates-supported film *Something You Said Last Night*, this event highlighted the success of on-set mentorships for trans people on three Ontario productions.

On September 11, Ontario Creates support of the TIFF Industry Program included a SPOTLIGHT session on Clement Virgo's *Brother*. The panelists included producers of the film, along with author of the book *Brother*, David Chariandy. This was an opportunity for Ontario Creates to highlight the opportunities for book to screen content on the TIFF mainstage, ahead of the From Page to Screen event.

The 17th Ontario Creates International Financing Forum (iff) took place on September 11 and 12, 2022. iff at TIFF is Ontario Creates' key business-to-business event that gives film producers from Ontario and around the world the opportunity to meet with executives in distribution, finance, studios, and more towards securing financing for upcoming projects. Over 100 projects have been successfully financed through iff, and this year Ontario Creates hosted over 80 producers from around the world, who met with executives from Amazon, Netflix, Fox Searchlight and many other A-list distributors and financiers.



## Ontario Productions Lead the Way at 74<sup>th</sup> Annual Primetime Emmy Awards

Ontario was well-represented at the 74th Primetime Emmy Awards, honouring the best in primetime television. Several of this year's nominated productions had connections to Ontario including *Station 11*, *What We Do In The Shadows*, and *SEE*. *What We Do In The Shadows* received an Emmy for Outstanding Fantasy/Sci-Fi Costumes.

## Ontario Creates at the 2023 Canadian Screen Awards

Ontario Creates-supported content took the stage at the Canadian Screen Awards this year, with 98 total nominations across 46 categories. Overall, Digital Series received 46 nominations and Feature Film and Documentary nominees received 51 nominations. Winner highlights included: *Buffy St. Marie: Carry It On*, *Sex With Sue*, *The Colour of Ink*, *Crimes of the Future*, *The Swearing Jar* and *Brother* which took home prizes in 12 of the 14 categories they were nominated for.

## Programming and Attendance at Key Industry Events

In the fiscal year 2022-23, the Film and Television team actively engaged in various essential industry programs and events, with a special focus to develop and encourage diversity and inclusion initiatives, as well as demonstrate leadership. Some noteworthy highlights include:

On National Canadian Film Day (NCFD), April 20, 2022, Ontario Creates hosted a screening of *Run Woman Run* at Cineplex Varsity - our first in-person screening in more than two years! In addition to the screening, the evening featured performances of the film's music by Derek Miller and Sadie Buck, as well as a Q&A with the producers and lead performer. Ontario Creates also hosted a Special Preview screening of *Brother* on March 15, 2023 at Cineplex Varsity. The director and special guests from the cast attended to a packed house, in the premiere week of the film.

Hot Docs took place April 28 to May 8, 2022. Ontario Creates supported four of the festival selections, including the opening night film *Into the Weeds*. Ontario Creates once again supported industry programming at the event, including opportunities for hybrid and in-person business connection building throughout the festival.

The Cannes International Film Festival took place in-person from May 17 to 26, 2022. Ontario Creates-supported *Crimes of the Future* (dir. David Cronenberg) premiered as part of the competition, to rave reviews. Coordinating from here at home, Ontario Creates hosted a reception with our long-time event partner TIFF, and led the international producer activity CoCreate, with partners from Australia, New Zealand, the UK (including Scotland), and Ireland.

Cinéfest Sudbury International Film Festival took place September 17 through 25, 2022 and served as an opportunity to highlight films shot in Northern Ontario, as well as programming targeted to professionals in the region. Ontario Creates representatives attended the event to present on green screen initiatives and the Film Fund.

The Ottawa International Animation Festival ran from September 21 to 25, 2022. This event presents cutting-edge and important animation and highlights Ottawa as an international centre for animation. The festival includes a business and professional development marketplace, where Ontario producers connect with animators from around the globe.



On October 6, 2022, Ontario Creates and Ontario Green Screen sponsored the Sustainable Production Forum's first Ontario program. Representatives from Ontario Creates and the Ontario Green Screen Advisory Committee took part in the conference program, focusing on decarbonization and circular economy strategies for Ontario's film and television industry.

From October 15 to 29, Ontario Creates supported the Ontario Screen Creators Conference, the industry program at the Forest City Film Festival in London, ON. The 7th annual festival featured 75 films, interactive Q&As, and up-close conversations with successful industry people. Ontario Creates staff presented at a panel on sustainability.

On October 26, Ontario Creates attended the Ontario Tourism Summit in Huntsville, Ontario to provide a plenary presentation on the economic impacts and opportunities of the film and television industry. 500+ tourism professionals from across Ontario took part in the session, representing regional tourism offices, municipalities, attractions, accommodation services, restaurant associations, and more.

The National Screen Institute's EAVE On Demand Access program participants met in Edmonton, Alberta, October 30 to November 4. Ontario Creates supported the travel for the Ontario participants in this important initiative that has the goal to empower Canada's Black, Indigenous, and other People of Colour (BIPOC) voices on the world stage.

Cinéfranco - Festival International du film Francophone was held November 4 to 15 with support from Ontario Creates. The Festival's Main Program is the most important international Francophone film festival in English Canada.

The Blood in the Snow festival, with an expanded industry program supported by Ontario Creates, took place November 24 to 26. The opening film, *Possessor*, was supported by the Ontario Creates Film Fund.

On November 26, December 3, and December 10, 2022, Cultural Industries Ontario North (CION), in partnership with Ontario Creates, Reel Canada and FedNor, hosted an intensive three-day hybrid Location Scout training course to increase capacity and expertise in northern Ontario. The sessions were held in Sudbury, with out-of-town participants and the Ontario Film Commission joining virtually.

On December 6 and 7, 2022, the Italian Contemporary Film Festival was held at Sheridan's Screen Industries Research and Training centre (SIRT) with support from Ontario Creates. Staff attended the industry program which focused on bringing together Ontario and Italian producers to find business connections and promote co-production.

Ontario Creates supported the Canadian Media Producers Association's (CMPA) Prime Time 2023 Conference from February 1 to 3, 2023. The conference is a national training and networking event for industry leaders, decision-makers and policy experts. The program included a screening of Ontario Creates-supported film *Black Ice* at the National Arts Centre. Representatives from Ontario Creates attended and participated in meetings with the Department of Canadian Heritage and a meeting of the National Tax Credits Committee.

Ontario Creates partnered with Hot Docs on a feature program called Spotlight on Ontario – Around the World with Ontario Filmmakers from February 1 to March 31, 2023. The spotlight featured five compelling Ontario documentaries: *Subjects of Desire*, *Carmine St Guitars*, *The Messenger*, *Celtic Soul* and *Dolphin Man* and included a free 60-day membership to Hot Docs for audiences.



Cultural Industries Ontario North (CION) ran a Production Assistant Crew Training Initiative from February 3 to 14 which included several Ontario Creates staff, who spoke about the Ontario Film Commission's role in serving Ontario's film and television industry.

The 73rd Berlin International Film Festival (Berlinale) and European Film Market was held February 16 to 26, 2023 with Ontario Creates in attendance. Alongside a full slate of meetings with producers, international funding partners, and market leaders from around the world, Ontario Creates led a number of strategic activations for Ontario producers including a networking dinner with international producers, a reunion lunch for graduates of the Producers Lab Toronto program with European Film Promotion, and a B2B program for producers with the Norwegian Film Institute. *BlackBerry*, an Ontario Creates-supported film, screened in competition at the festival.

Cinéfranco! Youth Festival 2023, supported by Ontario Creates was held February 21 to March 8, 2023. This Youth Program is exclusively dedicated to students and their teachers and offers young viewers an opportunity to get acquainted with Francophone cinema and culture.

Ontario Creates-supported mentorship and training programs targeted to participants from equity deserving communities, including at the International Film Festival of South Asia, the Toronto Arab Film Festival, Toronto Black Film Festival, Ottawa Black Film Festival, Caribbean Tales Big Pitch, Toronto Reel Asian Film Festival, the B.L.A.C.K. Academy training program, Toronto International Nollywood Film Festival, imagineNATIVE, and the Reelworld Screen Institute.



# Ontario Film Commission

Ontario Creates' Ontario Film Commission promotes the Province to generate investment in the film and television industry, build capacity, increase competitiveness, and allow for 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 spearheads valuable capacity-building initiatives to create consistent and responsible industry growth.

The Commission provides complimentary location scouting and facilitation services to producers considering Ontario for shooting and post-production.

In 2022-23, Ontario Creates' production consultants continued to provide film and television projects with bespoke location-image packages, and jurisdictional advice, using comprehensive location libraries, which are 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, to provide on-the-ground marketing to attract production to Ontario, act as a direct link to the Province's regional film contacts, and support Ontario's screen-based content creators. Scouting activity assisted by the L.A. Office continued to outperform expectations, with 278 leads (target of 100) and 63 L.A. Office-assisted productions ultimately electing to shoot in Ontario in 2022-23. This is predominately due to greater-than-anticipated productivity in the film and television production sector including the restarting of some projects that were put on hold due to COVID-19.

In 2023, production and scouting levels have slowed in Ontario and abroad due to a series of external factors, including inflationary pressures and labour action in the US. As of late March, there were 24 projects filming in Ontario, in comparison to 33 at the same time in 2022. Despite these pressures, Ontario continues to maintain its traditional market share of production activity, relative to other major Canadian filming jurisdictions. The Film Commission continues to promote Ontario's cost-competitive value proposition, and comprehensive jurisdictional offering to producers world-wide to encourage production activity.

## Showcasing Ontario's Value as a Preferred Television Jurisdiction

To ensure Ontario has a prosperous and thriving film industry in the future, the Film Commission undertook several activities to identify and pursue opportunities for revenue generation, innovative practices, and industry sustainability.

Justin Cutler and Marc Fiorentino participated in Mayor Tory's film and television mission to L.A. on May 24 and 25, 2022, supporting a delegation of 40 Toronto-based stakeholders, including unions, vendors, suppliers, and trade organizations, to promote Toronto and Ontario as a key filming jurisdiction. Meetings were held with MPA members, and other key production clients.

The Film Commission hosted seven physical production executives for our first in-person Film and Television Production Fam Tour since 2019, from August 1 - 4. The L.A. executives represented leading L.A.-based production outfits, including: AMC, Film Nation, HBO, Macro, Scott Free, Sony, and Lionsgate. Participants had an opportunity to meet vendors, suppliers, performers, line producers and labour unions/guilds. They also visited studios, backlots, virtual production stages and locations across the Golden Horseshoe. The Fam Tour introduced the L.A. guests to 150 domestic stakeholders and has generated multiple production leads, valued at over \$100 million of production spending in Ontario.



In partnership with the Computer Animation Studios of Ontario (CASO), the Film Commission has created a VFX Sizzle Reel promoting Ontario's VFX sector. The reel was released on April 19th, and will be deployed via social media, the Ontario Film Commission website, and upcoming events. Production of a complementary animation sector sizzle reel is underway; anticipated for release in September 2023.

The Film Commission published the new Ontario Producer's Guide, a resource highlighting Ontario's jurisdictional advantages to producers, including: financial incentives, locations, Film Commission services, studio space, talented workforce and sustainable production opportunities. The document is posted on the Ontario Film Commission website and sent to all producers engaging with the Film Commission for scouting requests.

## **Capacity Building**

The Film Commission continues to broker key relationships among investors, developers, studio operators, and production planning executives to build a business case for soundstage growth in multiple communities across Ontario. Two new facilities opened in 2022 in Oakville (Plymouth Studio) and North Bay (North Star Studio), and additional growth is underway in other parts of the province.

### **Capacity Building Through Regional Equity**

The Film Commission continues to strengthen Ontario's film friendliness, through the convening of weekly regional and municipal film office town hall meetings. The Film Commission hosts over 30 film offices on a weekly basis to discuss important topics concerning the industry, including best practices for location filming, local filming guidelines, workforce development, studio development, green production, and to share information regarding regulatory updates.

In partnership with Reel Canada and FedNor, the Film Commission participated in a three-day intensive Location Scout training program for Northern Ontario on November 26, December 3, and December 10 hosted by Cultural Industries Ontario North (CION). The hybrid training course was open to interested Northern Ontario location scouts, and sessions were held in Sudbury, with out-of-town participants joining virtually.

## **Sustainability**

Ontario Green Screen is a collaborative initiative between Ontario Creates, and 29 industry and government partners, including, unions, guilds, trade associations, municipal governments, and companies. Together, these partners endeavour to make lasting changes in the industry and to empower individuals, production companies, and studios to make sustainable choices.

The Ontario Green Screen program has already created lasting change in a number of key areas. The program has provided free sustainable best practices and carbon calculation training to over 380 film workers across Ontario, it has created Ontario's first Clean Energy Tie-In Map to help location managers find industrial sized electric outlets at key basecamp locations across Ontario to reduce reliance on diesel generators and has completed a waste audit study to better understand the challenges faced by productions to divert waste from landfills.

A new strategic plan is currently under development for Ontario Green Screen and set for release in 2023. This plan will stretch over four years, providing goals, tactics and KPI's that will guide the initiatives and provide success measures.



## Supporting a Safe Industry

As the film and television industry continued to grapple with the challenges of COVID-19, the Ontario Film Commission played an important role maintaining a fluid business environment by informing the industry of key updates to the Reopening Framework updates, the Provincial Antigen Screening Program, and federal immigration and border restrictions.

## Production Guide

Ontario Creates' Ontario Production Guide continued to be a valuable resource for companies and users filming in Ontario, providing productions with quick access to 1,600 Ontario companies servicing the industry. This service is complimentary to listing companies and users and remains the most comprehensive guide for Ontario.

## Locations Library

The Ontario Locations Library continued to be the go-to resource for productions scouting locations in Ontario, listing over 9,000 film-friendly locations across the Province. Despite the impact of COVID-19, property owners from across Ontario continued to submit locations to the Library. In addition to strengthening the already robust locations offering from Ontario Creates, the additional locations created potential revenue streams for Ontarians at a time when opportunities for extra income were scarce.

In 2022-23, the Film Commission added new regional locations to the Ontario Locations Library, through close collaboration with municipal film offices, producers, and location management experts in communities across the Province.

- 23,607 visits to the Ontario Locations Library website
- 196 image packages created for productions scouting across the Province, based on production leads generated by Ontario Film Commission production consultants
- 285,204 location images catalogued in the Locations Library in 2022-23



# Interactive Digital Media Industry (IDM)

In 2021, Ontario's interactive digital media industry contributed \$596 million to Ontario's GDP and accounted for 7,411 jobs. According to a study by Interactive Ontario, the IDM industry in Ontario consists of 929 companies, with almost half of those companies employing five or fewer staff. Notably, the IDM industry in Ontario is export-focused – over 90 per cent of the revenues earned by Ontario's IDM companies on average is export revenue, with total international exports exceeding \$219.4 million in 2021.

The COVID-19 pandemic had a demonstrable impact on Ontario's IDM industry, with an early pandemic-era survey by Interactive Ontario highlighting that company respondents experienced an average monthly revenue decrease of 38 per cent, and self-employed individual respondents indicating a 55 per cent decrease in monthly IDM-related income.

Research from 2019 highlights several key challenges facing Ontario's IDM companies, including the value of the Canadian dollar, workforce challenges around finding skilled labour within and outside the province, cost of living and affordability pressures on salaries.

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## IDM Fund 2022-23

- \$8.7M invested (plus a further \$0.3M in IDM-related Industry Development Program funding for a total of \$9.0M)
- 138 projects supported

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## Supporting Interactive Digital Media

**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.

**IDM Fund: Global Market Development** provides funding to companies for activities that support company growth and produce measurable business and market development results, including participation in virtual and in-person international market events and meetings, marketing materials for international sales opportunities, and staff and operations costs.

**IDM Fund: Discoverability and Commercialization** is designed to increase the visibility, audience development, and financial viability of projects that receive production support through the IDM Fund.

**IDM Fund Futures Forward** teaches business, marketing, and pitching skills to up-and-coming digital media creators and those transitioning to digital from traditional screen content. Hand Eye Society, Women in Film and Television Toronto, Interactive Ontario, WebSeries Canada and Amplifia Network ran the 2022-23 courses with support from the Industry Development Program. The **IDM Fund Futures Forward grant** was delivered as a pilot partnership with the Canada Media Fund, doubling the overall contributions available to eligible Futures Forward training graduates and emerging interactive content creators from equity-deserving communities.

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

In the fiscal year 2022-23, the IDM team participated in several key industry programs and events. Some highlights include:

The Canadian Indie Game Awards were held on April 7, 2022. Ontario Creates-supported nominated games included: *The Big Con*, *Chivalry 2*, *Echo Generation*, *The Vale: Shadow of the Crown*, and *Wytchwood*. Ontario Companies took home nine out of the 13 awards and eight of those wins were Ontario Creates-supported games.

At the Canadian Game Awards on April 8, 2022, Ontario Creates-supported companies had multiple nominations: Mighty Yell's *The Big Con* (1 nomination), Torn Banner Studios *Chivalry 2* (1 nomination), Hit Grab Games' *Clan O'Conall and the Crown of the Stag* (1 nomination), Cococucumber's *Echo Generation* (4 nominations), Falling Squirrel's *The Vale: Shadow of the Crown* (1 nomination), and Alientrap Games' *Wytchwood* (2 nominations). Canadian Game Awards winners supported by Ontario Creates included: Best Art Direction - *Wytchwood*, Best Audio Design - *The Vale: Shadow of the Crown*, and Best Indie Game - *Echo Generation*. Another Ontario winner, Ubisoft Toronto, was named Studio of the Year.

Ontario Creates supported the Interactive Ontario Keynote "Discoverability Fireside Chat with Simon Carless" on June 16, 2022.

Gamescom/Devcom, the world's largest game festival in Cologne, Germany took place August 23 to 28. Back in-person after two years of virtual events, this was a huge success, with many Ontario companies reporting a positive experience. Ontario Creates staff attended to support the Ontario delegates and hosted a space on the Canada Stand and a networking reception focused on building business connections at the event.

The IDM team led the Canadian-German IDM Exchange, a trade mission to Berlin, Germany, August 28 to 31, with a robust Business-to-Business itinerary. This successful trade mission was delivered in partnership with Medienboard Berlin-Brandenburg, Creative BC, and the Canadian Trade Commissioner Services.

In partnership with Interactive Ontario, Ontario Creates created a marketing promotion for Ontario games on Steam, the world's largest online gaming platform. The sale ran September 7 to 14, and resulted in improved direct relationships with and purchases by video game consumers, generating revenue for and awareness of Ontario video game studios. It also served as a celebration of excellence in the Ontario video game industry. Ontario Creates worked with a game designer on an impactful and colourful brand for the campaign: Play the North.

The Hand Eye Society SuperFestival, supported by Ontario Creates, took place October 15 to 16. The virtual event showcased Ontario games and included talks from industry leaders.

imagineNATIVE's iNDigital Days took place October 18 to 30. Supported by Ontario Creates, this is the only interactive media event targeted specifically to Indigenous companies and professionals. An Ontario Creates representative attended the industry program and networking opportunities.

Ontario Creates attended Series Mania in Lille, France, from March 20 to 23, 2023. It was Ontario Creates, first time at this very popular market with a focus on series content, and we joined over 150 Canadian delegates who attended. Ontario Creates was well-represented as a Principal Partner on the Canada Pavilion and Canada space in the business meeting lounge. Ontario Creates co-hosted a Canadian Producers to Watch session, which featured excellent pitches from digital-content creators, supported the Ontario producers selected for the Canada-France Series Lab, a coproduction forum, and sponsored a dinner for the Forum that included many international broadcasters (traditional and digital), funders, and producers. A highlight was hosting a lunch for delegates from the APFC (Francophone producers from outside Quebec) with decision makers who acquire French content for countries across Europe.



# Music

Ontario is home to the largest music industry in Canada, and to an ecosystem involved in the creation, writing, production, publishing, distribution and presentation of original music. This includes musicians, songwriters, record labels, managers, music publishers, concert promoters, live music venues, presenters and more. The Ontario sound recording and music publishing industry contributed \$214 million to Ontario's GDP and accounted for 2,091 jobs in 2021.

In 2022, Canadian music market revenues were valued at \$1.5 billion USD by PwC, with a robust digital music streaming market worth \$775 million USD. The growth in the digital streaming market in 2022 was estimated at 9.6%.

According to PwC, live music revenues reached \$638 million USD in 2022, and revenues are anticipated to rise at a 4.3% CAGR until 2027. However, PwC highlights that even with this forecasted growth, the live music segment is unlikely to reach its pre-pandemic levels (\$801 million USD in 2019) by 2027.

Ontario's sound recording and distribution industry generated over \$535 million in operating revenues in 2021, and an operating profit margin of 8.7%. Music is an export-focused industry and Ontario exported \$154.3 million in sound recording products and music publishing internationally in 2021.

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## Ontario Music Investment Fund (OMIF) 2022-23

- \$7.0M invested (\$6.5M in core funding and \$0.5M in diversity enhancement funding)
- 146 projects supported

## AcceleratiON 2022-23

- \$382,000 invested
  - 36 companies supported
-



## Supporting Ontario's Music Industry

**Ontario Music Investment Fund** (formerly, Ontario Music Fund) was launched in 2020-21. OMIF is designed to provide targeted economic development to the province's vibrant and diverse music industry. It supports companies with strong growth potential to maximize ROI and create more opportunities for emerging artists to record and perform in Ontario.

The **OMIF** has four streams: **Music Creation**, **Music Industry Initiatives**, **Global Market Development for Music Managers** and **Live Music**.

In 2021-22, Ontario Creates launched the time-limited **AcceleratiON** program, whose objective is to invest in new and emerging Black- and Indigenous-owned music businesses that demonstrate high potential for economic and cultural impact. The key goals are to enhance capacity for emerging Black and Indigenous music businesses, strengthen support at critical stages in the careers of Black and Indigenous entrepreneurs, and enable the next generation of Black and Indigenous music industry professionals to create high quality content and retain IP ownership and control over their own narratives.

As the music industry continues to recover from the effects of the pandemic, we've seen audiences eager to return to live music experiences. However, music venues, festival operators and concert promoters have identified ongoing travel difficulties and delays, labour shortages, as well as rising costs for necessary equipment like stages, gear, backline, fences, and portable toilets. Similarly, touring musicians have expressed increasing concern with the economic viability of touring, given increases in the cost of fuel, airfare, and accommodations.

To mitigate the disproportionate impacts on Ontario's music industry, Ontario Creates has continued to work with the industry to offer flexible support so Ontario companies can be nimble, think outside the box, and adapt to the challenges and opportunities arising from the global pandemic. OMIF support has helped the industry manage continuing uncertainty related to the lingering impacts of COVID-19, increasingly unpredictable travel logistics, and rising inflation.

Ontario Creates continues to foster new and innovative ways to support cross-sector connections. For example, the Business is Better with Music initiative continues to bring together key music industry influencers with representatives from "Corporate Canada" with the goal of broadening awareness about the possibilities and benefits of integrating music into corporate culture and objectives.

The Ontario Music Office (OMO) at Ontario Creates continues to work closely with industry partners to develop impactful music marketing strategies and explore innovative, non-traditional partnerships to access new revenue streams.



## **OMIF at Major Music Events**

### **JUNOS:**

For the first time, Ontario Creates was a presenting sponsor of the 2023 JUNO Nominee Announcement Press Conference held on January 31, 2023. Attended by media, nominees, music industry, sponsors and government officials, this invitation-only industry event kicked off the JUNO season by recognizing excellence in Canadian music and announcing the 2023 nominees. Ontario was well represented with 53 per cent of the nominations (15 per cent supported through OMIF). Karen Thorne-Stone provided remarks. The JUNOs also partnered with Ontario Creates on a marketing and social media campaign to promote Ontario JUNO nominees in advance of JUNO Week.

The 52nd Annual JUNO Awards were broadcast live on CBC on March 13, 2023, from Edmonton, Alberta. Ontario artists stole the show with all five awards handed out during the live broadcast going to Ontario artists. Of the 46 JUNO awards announced, 52 per cent went to Ontarians. Highlights from OMIF supported artists include Preston Pablo who won Breakthrough Artist of the Year, Rêve claiming Dance Recording of the Year, Savannah Ré winning Traditional R&B/Soul Recording of the Year, The Sadies taking home Adult Alternative Album of the Year and Digging Roots won Contemporary Indigenous Artist or Group of the Year.

### **CANADIAN MUSIC WEEK:**

Supported by Ontario Creates, the 40th Anniversary of Canadian Music Week (CMW) took place from June 6 to 11, 2022. Karen Thorne-Stone provided the General Opening Address at CMW on June 8, 2022. Ontario Creates' Access CMW program returned, which provided passes and a dedicated networking lounge for BIPOC and Francophone industry representatives. The highlight of CMW was the keynote address and interview with international hip-hop pioneer Chuck D of Public Enemy, presented by Ontario Creates. He is CMW's first Social Justice Honours Award Recipient. Ontario Creates leveraged its relationship with CMW to offer 24 Access CMW participants to attend an exclusive meet and greet with Chuck D, CMW representatives and the Ontario Music Office staff.

### **POLARIS MUSIC PRIZE:**

Polaris Music Prize Gala was held on September 19, 2022, and was back as a live event that celebrated creativity, diversity, and artistic integrity in Canadian recorded music. Three Ontario-based artists were represented on the 2022 Polaris Music Prize shortlist, including Shad, Ombiigizi and Charlotte Day Wilson. The 2022 Polaris Music Prize was won by Ontario Creates-supported artist Pierre Kwenders (Arts and Crafts).

### **COUNTRY MUSIC ASSOCIATION OF ONTARIO AWARDS:**

The 10th Anniversary of the 2022 Country Music Association Ontario Awards (CMAO) took place on June 5, 2022 at Centennial Hall in London, Ontario. The Awards were the culmination of the CMAO Festival and Awards that took place from June 2 to 5, 2022, which included the Legacy Revival, Songs & Stories: Songwriters in the Round, Tune-Up Conference, Bonfire Concert, and Tailgate Party. Ontario Creates supports the Country Music Association of Ontario via OMIF.



## **THE CANADIAN SONGWRITERS HALL OF FAME GALA:**

The Canadian Songwriters Hall of Fame Gala, honouring Alanis Morissette and others, took place on September 24, 2022. OMIF support was provided for the associated "Song and Score" week conference activities including an Indigenous Listening Session, Songwriters Circle, David Foster Masterclass, and general conference infrastructure.

## **MAPLE BLUES AWARDS:**

The 26th Annual Maple Blues Awards were held at Harbourfront Centre Theatre on January 30, 2023, and recognized outstanding achievement in the Blues music genre. OMIF supports the organizer, Toronto Blues Society for year-round professional development programming.

## **WOMEN IN MUSIC HONOURS AWARDS:**

Ontario Creates supported the Women in Music Honours awards on March 8, 2023, at The Opera House in Toronto. Key Ontario honourees included: Ishkōdé Records (Organization of the Year), Keziah Myers, Executive Director of ADVANCE: Canada's Black Music Business Collective (Distinguished Leader), Sandy Pandya, ArtHaus Music (Trailblazer Award), Domanique Grant, Nicole Auger & STORRY.

## **Programming and Attendance at Key Industry Events**

In the fiscal year 2022-23, the Music team organized a strategic presence and/or engaged in various essential industry programs and events, aiming to develop and encourage diversity and inclusion in the music industry and support the sector through continued challenges post-pandemic. Some noteworthy highlights include:

indie101 online music conference was held May 16 to 18, 2022. The Ontario Creates-supported conference was hosted by the team behind Indie Week. Targeted to both artists and industry professionals, the conference was themed around the process of releasing new music. Approximately 10 AcceleratiON applicants were provided passes to attend the conference.

From June 13 to 15, 2022, Ontario Creates attended New York Song Week along with delegations from the Canadian Independent Music Association (CIMA) and Music Publishers Canada (MPC). Ontario Creates hosted a "Music and Screen Luncheon" on June 13, 2022 at the Canadian Consulate bringing together Ontario labels and publishers with New York film reps/synch supervisors to make connections and foster new collaborations and business opportunities. Fourteen New York reps and 13 Ontario reps attended in addition to Consulate staff. An Ontario Creates representative also attended the AIMP Music Publishers Summit on June 14, 2022, which included a showcase featuring Ontario artists from MPC's Women in the Studio program, with participants from Honey Jam's mentorship program (OMIF supported) in attendance.

As part of Ontario Creates ongoing series of Business is Better with Music series, Ontario Creates partnered with ArtHaus and the City of Toronto presenting the ArtHaus Summer Music Café featuring Afro-Caribbean artists programmed by the Noha Collective - performing live at Billy Bishop airport. The event ran from August 22 to September 4.

Ontario Creates organized a strategic presence at Americanafest music conference and festival in Nashville, Tennessee. An Ontario Creates Program Consultant attended to support the activities of various Ontario companies and showcasing artists. This ran from September 14 to 17.



The Breaking Down Racial Barriers (BDRB) professional development and anti-black racism training series Next Steps: Equity, Diversity, Inclusion launched in July 2022. The ten-part series ran monthly until March 2023 and aimed to increase understanding of equity via the conduits of diversity, inclusion, anti-racism, anti-oppression and belonging in the Canadian music industry, and to develop actionable solutions and recommendations. The program is developed and facilitated by BDRB co-founders Ian Andre Espinet and David "Click" Cox (in partnership with CIMA and ADVANCE), who are both members of our Music Industry Advisory Committee (IAC). OMO reps led an "in conversation with" session of Breaking Down Racial Barriers entitled: Economics: Funding Bodies and Music Organizations on October 13.

Warner Chappell Song Camp took place at Kilometre House in Toronto from September 26 to 28, with support from Ontario Creates. This event brought artists from Ontario together with participants from the rest of Canada and the United States to workshop songs and create cross-border relationships and opportunities.

The Folk Music Ontario conference took place in London, Ontario October 13 to 16. On October 14, OMO staff led a session at the first in-person Folk Music Ontario Conference in three years (and the first in London, Ontario). The timely session (re)introduced Ontario Creates and the Ontario Music Investment Fund; providing insight into eligibility and the application process, answering questions, and providing guidance and a few helpful tips for success.

Music Declares Emergency: The first ever Canadian Music Climate Summit took place on October 21 in Toronto. Supported by Ontario Creates through the Canadian Live Music Association and also attended by OMO staff, the event featured a virtual keynote by David Suzuki.

Music Publishers Canada "Tech Summit" took place on October 25. The Summit featured pitch sessions from local start-ups and presentations and product demo sessions from the world's top music technology companies. Ontario Creates staff attended.

The 20th edition of Indie Week held November 8 to 12 was a four-day virtual international conference and networking event aimed at maximizing the global impact of independent music. Ontario Creates participated in a successful funding panel.

On November 9, as part of our AcceleratiON outreach strategy to Black and Indigenous music entrepreneurs, the OMO (in partnership with ADVANCE - Canada's Black Music Industry Collective and the Indigenous Music Alliance) hosted AcceleratiON Connects - an event at the Massey Hall Allied Music Centre to celebrate successes from the first year of the program and raise awareness of AcceleratiON to attract new applicants and provide networking opportunities to program participants. Over 100 applicants, recipients and industry reps were in attendance.

Business is Better with Music, an exclusive event co-presented by Ontario Creates and Conscious Economics, gathered 250 music and corporate leaders on February 23, to explore the role that music can play towards economic recovery, business innovation, social change, and a more prosperous Canada. Performers were Haviah Mighty, The Reklaws and Jhyve along with a panel discussion around successful corporate/music collaborations including reps from Loblaws and RBCxMusic, along with artist entrepreneurs Haviah Mighty and Choclair.

SXSW Festival and Conference took place from March 10 to 19, 2023 in Austin, Texas. Ontario Creates supported the presence of over 30 Ontario music companies and partnered with Ontario tech company AHRT Media to present live and pre-programmed holographic performances by Ontario artists. Ontario Creates representatives were in attendance and hosted an in conversation event with Hugh Forrest, Co-President & Chief Programming Officer of SXSW.



Ontario Creates staff attended the London (ON) Music Expo and Conference on March 30 and 31, and spoke on a panel entitled "Good Things Grow in Ontario". Minister Lumsden also spoke at the expo and participated in a fireside chat hosted by the London Chamber of Commerce.

## **OMIF-SUPPORTED LIVE MUSIC**

2022 marked a significant return of Ontario audiences to the live music experience and the OMIF supported 39 live music companies in presenting their events and festivals. Highlights included:

The 50th anniversary of the Northern Lights Boréal Festival happened in July 2022 and in honour of this special occasion, they guest curated Ontario Creates July Spotify playlist.

Franco-Fête! de Toronto took place from August 5 to 7 in Toronto's West End with performances by Mimi O'Bonsawin among others.

On September 29 to October 1, Ontario Creates supported the CRANIUM Festival. The Ottawa based Hip Hop and R&B festival presented 30 acts in 3 venues across the region.

Ontario Creates supported Venus Fest which took place in Toronto, October 14 to 16, 2022. Venus Fest is a Toronto not-for-profit music festival, mentorship program, and concert series for female-identifying artists.

The annual Honey Jam Showcase (featuring up and coming female-identifying artists) took place on August 18 at the El Mocambo.

Wavelength Music "Summer Thing" took place on August 26 and 27 in Toronto. OMIF-supported Polaris Prize winner Cadence Weapon headlined.



# Books

Book publishing in Canada is a \$1.4 billion industry, with Ontario contributing almost two-thirds of total national operating revenue at \$980 million. The sector contributed \$844 million to Ontario's GDP and accounted for 7,103 jobs in 2021. Book publishing is also export-oriented, and in 2021, the sector exported nearly \$541.9 million worth of books abroad. The Ontario publishing ecosystem includes large, foreign-owned publishing firms as well as smaller, Canadian-owned publishers.

In Ontario, total book sales generated \$621.7 million dollars, with the total sales of print books not online accounting for \$427.1 million (69%), e-books accounting for \$120 million (19%), and the online sales of print books accounting for \$74.6 million (12%). Notably, there was a significant increase (24%) in the sales of e-books from 2018-2020.

While book publishers are on the road to recovery from COVID-19, there are still many challenges ahead. According to Association of Canadian Publishers (ACP), paper shortages, competition for press time and ongoing supply chain disruptions have put significant pressure on the resources available to independent book publishers. ACP's data estimates that printing costs alone have increased by 40 per cent over the last three years, alongside increases to packaging and shipping costs.

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## Book Fund

- \$2.4M invested
  - 28 projects supported
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## Supporting Book Publishing

**Book Fund** supports 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. The Book Fund includes the Diversity Enhancement, targeted towards projects with a significant emphasis on advancing equity-deserving authors and audiences through marketing and business development initiatives.

**Global Market Development Fund - Book** provides eligible Ontario publishers with funding to pursue strategic export development activities that support company growth and produce measurable business development results, including participation in virtual and in-person international market events and meetings, marketing materials for international sales opportunities, and staff and operations costs.

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



## From Page to Screen

For the first time, Ontario Creates brought its popular B2B event, From Page to Screen, to the international stage at TIFF. From Page to Screen facilitates meetings between screen producers and Ontario book publishers, towards finding books to option for the screen. This edition featured an Onstage Pitch, open to all TIFF delegates, and B2B meetings for over 20 publishers and 45 screen producers. This year's event took place on September 13, 2022.

From Page to Screen was followed by Ontario Creates' supported TIFF Industry closing reception. Book publishers and participants were invited to join this TIFF event for further networking opportunities.

## The 35th Trillium Book Awards

In 2022, Ontario Creates proudly presented the 35th annual Trillium Book Awards, a prestigious literary award that encourages excellence in literature by investing in Ontario-based writers in celebration of the Province's writing talent.

The Trillium Book Awards were presented live on June 21, 2022 at the Arcadian Court in Toronto. In addition to announcing the 2022 winners, the ceremony recognized the nominees and winners from 2020 and 2021 (which were both virtual events) and paid tribute to the late Ontario Creates staff member, Janet Hawkins. This year's awards ceremony was hosted by Heather Hiscox, from CBC Morning, with Chrystelle Maechler doing author interviews from the "pink carpet."

Four awards were presented: Trillium Book Award for English language, Trillium Book Award for French language, Trillium Book Award for Poetry (English), and Trillium Book Award for Poetry (French).

A media outreach program was launched to announce the shortlisted nominees and winners. Top-tier journalists in the literary space were offered both announcements under embargo, leading to strong relationships and high-quality coverage. Leading influencers and media were offered copies of the nominated works and invited to attend the 2022 Trillium Book Award in person, with opportunities to interview nominated authors, publishers, and Ontario Creates leadership. The announcement had 172 media mentions for a total possible reach of over 22 million, with an additional 2.5 million media impressions earned from a paid partnership with BlogTO.

### English-language Finalists for the Trillium Book Award:

- Ann Shin, *The Last Exiles*, Park Row/Harlequin Trade Publishing (WINNER)
- Brian Francis, *Missed Connections: A Memoir in Letters Never Sent*, McClelland & Stewart/Penguin Random House Canada
- Catherine Graham, *Æther: An Out-of-Body Lyric*, Buckrider Books/Wolsak & Wynn Publishers
- Sydney Hegele, *The Pump*, Invisible Publishing
- Pamela Korgemagi, *The Hunter and the Old Woman*, House of Anansi Press



### **French-language Finalists for the Trillium Book Award:**

- Robert Marinier, *Un conte de l'apocalypse*, Éditions Prise de parole (WINNER)
- Soufiane Chakkouche, *Zahra*, Éditions David
- Marie-Hélène Larochelle, *Je suis le courant la vase*, Leméac Éditeur
- Marie-Thé Morin, *Errances*, Éditions Prise de parole
- Michèle Vinet, *Le malaimant*, Éditions L'Interligne

### **English-language Finalists for the Trillium Book Award for Poetry:**

- Bardia Sinaee, *Intruder*, House of Anansi Press (WINNER)
- Roxanna Bennett, *The Untranslatable I*, Gordon Hill Press
- Liz Howard, *Letters in a Bruised Cosmos*, McClelland & Stewart/Penguin Random House Canada

### **French-language Finalists for the Trillium Book Award for Poetry:**

- Chloé LaDuchesse, *Exosquelette*, Mémoire d'encrier (WINNER)
- Sylvie Bérard, *À croire que j'aime les failles*, Éditions Prise de parole
- Sonia-Sophie Courdeau, *Ce qui reste sans contour*, Éditions Prise de parole

## **Programming and Attendance at Key Industry Events**

In the fiscal year 2022-23, the Book team supported and participated in various industry programs and events, aiming to develop and encourage diversity and inclusion in the book industry, as well as encourage the health and growth of Ontario's literary community. Some noteworthy highlights include:

From May 1 to 7, 2022, Ontario Creates supported The Festival of Literary Diversity (FOLD). The Festival of Literary Diversity is an annual literary festival that celebrates diverse Canadian authors and storytellers in historic downtown Brampton. Ontario Creates was delighted to support this event, which includes a robust professional development program for the industry.

The Word on the Street was back at Queen's Park in Toronto on June 11 and 12, 2022. Many supported publishers had booths and sold a large number of books to an eager public over the sunny weekend days. Ontario Creates supported the event, including a special reading event featuring the 2022 Trillium Book Award nominees. The event is the largest all-Canadian book and magazine festival in the country.

Ontario Creates supported the Livres Canada Books networking receptions at the London Book Fair April 5-7, and Frankfurt Book Fair, October 19-23.

The 15th edition of the International Visitors (IV) Programme at the Toronto International Festival of Authors (TIFA), supported by Ontario Creates, took place September 26 to 30, 2022 during the Toronto International Festival of Authors. The IV Programme is supported by Ontario Creates and provides a valuable cultural and economic exchange between Canada's publishing community and some of the most influential publishing figures from around the world. Karen Thorne-Stone gave welcoming remarks to the IV delegates at the Ivy Awards event on September 26.



# Magazines

Ontario's magazine publishing sector contributed \$517 million to Ontario's GDP and accounted for 4,003 jobs in 2021. The sector had \$574 million in revenues in 2021, representing 58 per cent of total national industry revenues and exported over \$89.8 million in 2021.

The place of both print and digital magazines in the media ecosystem changed during COVID-19.

Print is evolving to become more of a "luxury" product, but growing distrust with "fake news" and unregulated social media is making print media increasingly a source of public trust. Print advertising also continues to have a higher uptake than digital advertising.

In digital media, revenue models are shifting in a pre-emptive response to browsers removing third-party cookies. Publishers currently using third-party cookies on their websites may shift to enhancing first-party data strategies, focusing on contextual targeting (which uses context clues from user engagement to select ads), or creating strategic partnerships with other publishers.

Access to paper continues to be a challenge across the magazine, book and newspaper industries, both nationally and internationally, driven by supply chain issues around the production of paper products like wood pulp.

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## Magazine Fund

- \$2.0M invested
- 46 companies supported

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## Supporting Magazine Media

**Magazine Fund** supports the success and growth of independent Ontario-based magazine publishers by funding the creation and implementation of new strategic initiatives that help achieve business development and/or marketing objectives. The strategic initiative for International Business Development helps publishers pursue marketing activities and business partnerships around the world.

The **Magazine Fund Diversity Enhancement Stream** supports project applications from companies who do not meet the eligibility requirements for this program through a time-limited Diversity Enhancement. Companies with ownership that is racially diverse, Francophone, or otherwise meet dimensions of the provincial definition of diversity are eligible to apply.



## Award-winning Publications

Seven Ontario Creates publications were honoured at the 2022 National Magazine Awards with a total of twenty-eight overall nominations. Winners were announced June 3, 2022. Highlights of the announcement included Ontario Creates-supported publications, *Literary Review of Canada*, which won Cover Grand Prix, and *Inuit Art Quarterly*, which won Magazine Grand Prix.

Ontario Creates supported two publications at the 2022 Digital Publishing Awards. Both publications were honoured with the Best Personal Essay award on May 31, 2022, with *The Walrus* achieving Gold and *Azure* achieving Silver.

## Programming and Attendance at Key Industry Events

On March 7, 2023, Ontario Creates hosted the Magazine Sector: Publisher Roundtables and Networking 2023 with 40 magazine publishing professionals. This was the seventh iteration in this successful series. Magazine publishers participated in roundtable discussions on marketing to US audiences, revenue diversification, video: making it work, print cost solutions, and collective resources. An industry expert facilitated each table. Attendees had excellent feedback about the event, which brought together a substantial group of companies in this sector for the first-time post-pandemic.

Through the Industry and Development Program, Ontario Creates supported skills development, mentorship and diversity and inclusion in Ontario's award-winning magazine media through four project activities led by the National Magazine Awards Foundation, including a mentorship program for BIPOC publishing professionals; a curated masterclass series of publishing resources and best practices; an in-person networking and knowledge-sharing event; and a bursary program for Indigenous awards jurors.



# Industry Development Program

Through the **Industry Development Program**, Ontario Creates provides support to Ontario's cultural entrepreneurs by partnering with non-profit 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.

For the 2022-23 year, the Industry Development Program (IDP) awarded support to 51 projects. Supported activities cross the film, TV, interactive, magazine and book sectors, and included a number of new mentorship and training initiatives, support of B2B and other business-building opportunities, and professional development sessions. Not-for-profit associations supported for the first time this year include the Toronto Arab Film Festival, the Being Black in Ottawa program, the EAVE BIPOC On Demand Access program (in partnership with the National Screen Institute), the South Georgian Bay Media Association, and the Toronto International Nollywood Festival. Through the IDP, Ontario Creates will also be supporting a new capacity building initiative for Indigenous filmmakers with the Indigenous Screen Office.



# Business and Market Intelligence

Ontario Creates' business and market intelligence activities produce timely and relevant information to help Ontario companies remain competitive. The agency's business intelligence activities also assist with program design, ensuring that industry support is strategic and reflects the current environment.

Ontario Creates carries out or commissions its own research, produces industry profiles, a quarterly business intelligence bulletin, and provides funding through the Business Intelligence Program for industry organizations to carry out specific research. In recent years the agency also launched an updated version of the Online Research Library, which included an enhanced search function, and improved user experience and design.

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

- 9 applications supported
- \$220,000 invested
- 4,978 unique views of industry profiles on the Ontario Creates website
- 6,548 unique visitors to the Online Research Library
- 316 unique views of the Business Intelligence Bulletin

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Diversity, equity, and inclusion, as well as workforce studies, continued to be high priority themes pursued in creative industry research led and supported by Ontario Creates. The Business Intelligence Program supported nine new applications and five projects were released in 2022-23. This is fewer than the expected eight projects. Several targets were not achieved related to number of profiles updated, unique views of the profiles, new documents added to the Online Research Library, and views of the business intelligence bulletin. A lower staff complement in the Research unit over much of the fiscal year affected the unit's output.

Research studies released included:

- Being Heard: Black Canadians in the Canadian Screen Industries by the Black Screen Office (September 19, 2022)
- Funding Analysis for BIPOC Documentary Content in Canada – Documentary Organization of Canada's DOC Institute (November 17, 2022)
- Live Music: Public Perceptions – Canadian Live Music Association (December 12, 2022)
- The Digital Media Universe: Measuring the Revenues, the Audiences and the Future Prospects by the Directors Guild of Canada (February 7, 2023)
- International Review of Policies and Programs that Support the Development, Retention and Exploitation of IP by Independent Producers by the Canadian Media Producers Association (March 27, 2023)



# Service Excellence

In 2022-23, there were several notable achievements highlighting tax credits commitment to service excellence:

**Increased Product Intake:** In 2022-23, we received a total of 2,499 products, marking a significant 14 per cent increase compared to the previous year. This demonstrates the continued trust and reliance placed on our agency by Ontario's creative industries.

**Higher Product Reviews:** Our team also reviewed a greater number of products in 2022-23, with a total of 2,278 products reviewed. This represents an impressive 18 per cent increase compared to the previous year, showcasing our dedication to efficiently processing and evaluating submissions.

**Ontario Onwards Acceleration Fund (OOAF) Success:** In September 2022, we were thrilled to learn that our proposal to the OOAF had been accepted, resulting in a \$400K funding allocation. This funding will be instrumental in implementing technology recommendations from the MNP report on Tax Credit Certification, specifically aimed at reducing processing times. We are excited about the potential impact this will have on enhancing our service efficiency.

**Review of Tax Credit Administration Fees:** To ensure our tax credit administration fees align with our obligation to reach cost recovery, we conducted a comprehensive review of these fees. The review aimed to establish a consistent approach applicable to all credits, ensure fees are proportional to the value of the tax credit received, maintain equity across sectors, keep fees affordable for applicants, facilitate reasonable administration, and appropriately reflect the level of work and complexity involved in reviewing applications. We also carefully considered the impact on smaller companies and claims.

As approved by the Board and the Ministry of Tourism, Culture and Sport (MTCS), we have implemented a cap increase for OPSTC from \$10K to \$15K, so that administration fees charged will be proportionate to the value of the tax credit received. Furthermore, we have reduced the minimum admin fee for ODMTC from \$1K to \$500, ensuring greater accessibility for stakeholders. Stakeholders were notified in early March 2023 about the forthcoming changes, set to take effect on May 1, 2023.

**Total Processing Time:** Total processing time for 2022-23 is 22 weeks. While this is longer than last fiscal, this compares favourably with other fiscal years. Processing times overall are longer for fiscal 2022-23 than in 2021-22 for a few reasons: the department has returned to regularized business processes following aggressively streamlined review processes during COVID-19; there are a number of higher risk productions in OFTTC and OPSTC with a number of unusual features appropriately requiring more extensive review which takes more time; and staffing competitions are under way.

Once pending regulatory changes are announced and implemented for the film and television tax credits as part of the August 2022 Provincial Budget, and the department is fully staffed up, the processing times will be expected to improve and get faster in 2023-24.

The above achievements exemplify tax credit's commitment to service excellence. We remain committed to leveraging technology, optimizing our processes, and continuously evaluating our operations to enhance efficiency and provide the best possible support to Ontario's creative industries.



# 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 Ontario'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 2022-2023

Tax Credit	Products / Productions Received	Products / Productions Reviewed	Eligible Products / Productions Certified	Total Value of Estimated Tax Credits	Project Value
<b>OFTTC</b>	438	309	299	\$186,987,866	\$993,767,503
<b>OPSTC</b>	248	185	182	\$277,578,114	\$7,683,762,085
<b>OCASE</b>	568	459	424	\$56,195,816	\$869,504,129
<b>OIDMTC</b>	671	775	731	\$81,374,826	\$305,133,980
<b>OBPTC</b>	574	550	545	\$3,394,127	\$12,005,746
<b>Total*</b>	<b>2,499</b>	<b>2,278</b>	<b>2,181</b>	<b>\$605,530,749</b>	<b>\$9,864,173,443</b>

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.



# Legislative and Regulatory Changes

In the 2022 Provincial Budget the government proposed tax measures to provide targeted support to people and families, modernize cultural media tax credits, and extend other time limited supports. Additional tax credit measures were proposed in the November 2022 Economic Outlook and Fiscal Review (Fall Economic Statement) that impact Ontario's Cultural Media Industries. Highlights of these changes are summarized below.

## Implementing 2022 Budget Tax Measures for Book Publishing

Previously, to be eligible for the Ontario Book Publishing Tax Credit, a literary work had to be published in an edition of at least 500 copies of a bound book. This requirement was temporarily removed for the 2020 and 2021 taxation years to help companies continue to qualify for tax support while experiencing printing delays due to COVID-19.

Recognizing the importance and growth of e-books and audiobooks, which are not printed in hardcopy, the government updated the Ontario Book Publishing Tax Credit by removing the requirement that an eligible literary work must be published in an edition of at least 500 copies of a bound book for books published after 2019. This measure passed into law on September 8, 2022.

## Expanding Support for Location Fees

The Ontario Production Services Tax Credit (OPSTC) is a 21.5 per cent refundable tax credit on qualifying labour, service contract and tangible property expenditures for foreign and domestic film and television productions that meet minimum budget thresholds (e.g., \$1 million for feature films).

Previously, in most cases, tangible property expenditures for leasing locations for on-location filming (e.g., private homes, restaurants, stores) were not eligible expenditures for the OPSTC as eligible tangible property expenditures must be paid to a person or partnership that is ordinarily engaged in the business of selling or leasing tangible property of the type acquired or leased by the applicant corporation (i.e., "ordinarily engaged in" requirement). As homeowners and most business owners are not ordinarily engaged in the business of selling or leasing their homes or businesses, location fees for filming at these properties was not eligible for the OPSTC.

To help improve the competitiveness of this tax credit and to incentivize more on-location filming in communities across Ontario, the government amended the definition of eligible tangible property expenditures for the OPSTC to remove the "ordinarily engaged in" requirement for expenditures for leasing real property for on-location filming, effective for expenditures incurred after November 14, 2022. To be eligible for the OPSTC, expenditures for leasing real property for on-location filming would need to be reasonable in the circumstances and paid to a party that deals at arm's length from the qualifying applicant corporation.

The maximum eligible expenditures for leasing real property for on-location filming that could be claimed for a production would be limited to five per cent of the production's qualifying production expenditures.

This change to the OPSTC passed into law on December 8, 2022.



## **Extending Film and Television Tax Credits to Online-Only Productions**

The 2022 Budget and the 2022 Fall Economic Statement announced measures to modernize Ontario's film and television tax credits and committed to exploring other opportunities to improve these programs.

The government proposed extending film and television tax credit eligibility to professional film and television productions made available exclusively online. Draft regulatory amendments were posted on Ontario's Regulatory Registry on February 21, 2023 and were available for public comment until April 11, 2023.

## **Increasing Visibility of Ontario Tax Credit Support**

To help increase the visibility of Ontario Tax Credit support, the government proposed regulatory amendments to the Ontario Film and Television Tax Credit and the Ontario Production Services Tax Credit to require that eligible film and television productions provide on-screen acknowledgement of their receipt of Ontario tax credit support.

Draft regulatory amendments to implement this change were included as part of the draft amendments posted on the Ontario Regulatory Registry on February 21, 2023, for public consultation, as mentioned above.

## **Simplifying the Ontario Computer Animation and Special Effects Tax Credit**

To be eligible for the Ontario Computer Animation and Special Effects Tax Credit, a film or television production must receive either the Ontario Film and Television Tax Credit or the Ontario Production Services Tax Credit, "tethering" the tax credits together. This tethering requirement helps target tax credit support to productions with significant cultural or economic impact. However, this tethering can result in complexities and challenges with claiming and processing the tax credits since the three tax credits are claimed over different time frames and are not always claimed by the same company.

To help simplify the tax credit, the government committed to examining ways to untether the Ontario Computer Animation and Special Effects Tax Credit from the other film and television tax credits, while continuing to ensure support remained targeted to professional productions with significant cultural or economic impact.

## **Exploring Opportunities to Encourage More Film and Television Production Across Ontario**

The Ontario Film and Television Tax Credit is a 35 per cent refundable tax credit on qualifying labour expenditures available to corporations producing certified domestic film and television productions in Ontario. The tax credit includes a 10 per cent regional bonus on all expenditures for productions primarily filmed or produced outside of the Greater Toronto Area (GTA).

To ensure the Ontario Film and Television Tax Credit is providing effective and appropriate incentives and support for film and television production in all regions of Ontario, the government committed to review the credit's regional bonus.



# 2022-23 Program Recipients

## Ontario Creates Film Fund

The **Film Fund** increases 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 2022-23, Ontario Creates provided a total of \$5.5 million, supporting 29 production applications, 37 development applications, and 16 marketing and distribution applications. Every dollar invested generated an additional \$15.77 in production financing for films.

### 2022-23 - Ontario Creates Film Fund - Production

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|---|---|
| 1. <i>40 Acres</i> , Hungry Eyes Media Inc.                                   | 14. <i>My Animal</i> , JoBro Productions Inc.               |
| 2. <i>A Matter of Chance</i> , 2663645 Ontario Inc.                           | 15. <i>Opus 28</i> , Maison du Bonheur Films Inc.           |
| 3. <i>All The Lost Ones</i> , Electric Panda Entertainment Inc.               | 16. <i>Out Standing</i> , January Films Ltd.                |
| 4. <i>Any Other Way: The Jackie Shane Story</i> , AOW Productions Inc.        | 17. <i>Owen</i> , Hangar 18 Media Inc.                      |
| 5. <i>Around the World in 300 Days</i> , Fathom Film Group Ltd.               | 18. <i>Seeds</i> , New Real Films Inc.                      |
| 6. <i>Audiophilia - Adventures in the World of Hi-Fi</i> , 136469 Canada Ltd. | 19. <i>Shook</i> , Scarborough Pictures Inc.                |
| 7. <i>Close To You</i> , Sam Film Productions Inc.                            | 20. <i>Soaked In Carnival</i> , 1000227360 Ontario Corp.    |
| 8. <i>Drive Back Home</i> , Woods Entertainment Canada Inc.                   | 21. <i>Swan Song</i> , Ugly Duckling Media Inc.             |
| 9. <i>Harkness</i> , Storyline Entertainment Inc.                             | 22. <i>The Boy In the Woods</i> , Lumanity Productions Inc. |
| 10. <i>Honey Bunch</i> , DM Films Inc.  | 23. <i>The Dogs</i> , Wild Media Entertainment Inc.         |
| 11. <i>It's All Gonna Break / Smoke &amp; Gifts</i> , Fathom Film Group Ltd.  | 24. <i>The Invisibles</i> , Quadrant Motion Pictures Inc.   |
| 12. <i>Longing</i> , Scythia Films Inc.                                       | 25. <i>The Players</i> , Thespian Films Inc.                |
| 13. <i>Mr Dressup: The Magic of Make-Believe</i> , Marble Media Inc.          | 26. <i>The Stand</i> , Lintukoto Productions Inc.           |
|   | 27. <i>The Well</i> , The Well Production Inc.              |
|   | 28. <i>There Were Witches</i> , Prowler Pictures Inc.       |
|   | 29. <i>Young Werther</i> , Wildling Pictures Inc.           |



## 2022-23 – Ontario Creates Film Fund – Development Recipients

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|--|---|
| 1. <i>A Lesser Known Heir</i> , Edge Entertainment Inc.                      | 22. <i>Pigeon Wars</i> , Nava Projects Inc.                           |
| 2. <i>A Stubborn Passion</i> , All Soules Films Inc.                         | 23. <i>Places in Between</i> , Clique Pictures Inc.                   |
| 3. <i>Alice</i> , Amaze Film + Television Inc.                               | 24. <i>Python Huntress</i> , CineFocus Canada Productions Inc.        |
| 4. <i>Bootleg</i> , Scarab Films Inc.  | 25. <i>Refrain</i> , 2180238 Ontario Inc.                             |
| 5. <i>Do or Die</i> , Canesugar Mediaworks Ltd.                              | 26. <i>Salem's Diary</i> , Gearshift Films Inc.                       |
| 6. <i>Exit Ghost</i> , WANGO Films Inc.                                      | 27. <i>Say Yes: The Legacy of Elliott Smith</i> , Mercury Films Inc.  |
| 7. <i>Forgiveness</i> , Don Carmody Television Inc.                          | 28. <i>The Beginning</i> , Euclid 431 Pictures Inc.                   |
| 8. <i>GAWLO</i> , Hungry Eyes Media Inc.                                     | 29. <i>The Dead of Winter</i> , Corey Marr Productions Inc.           |
| 9. <i>Hawksbill Station</i> , First Generation Films Inc.                    | 30. <i>The Greatest</i> , A Token Entertainment Company Inc.          |
| 10. <i>Hoop Kings of Cork</i> , Alcina Pictures Ltd.                         | 31. <i>The Moment</i> , Foundry Productions Inc.                      |
| 11. <i>Hum</i> , The Dot Film Company Inc.                                   | 32. <i>The Shadow Crown</i> , Conquering Lion Pictures Inc.           |
| 12. <i>Ice Box</i> , Kavalry Productions Inc.                                | 33. <i>The Story Girl</i> , Solo Productions Inc.                     |
| 13. <i>Incidental Music</i> , Clumsy Ophelia Productions Inc.                | 34. <i>Therapy for Adults &amp; Aunties</i> , Monkeys & Parrots Corp. |
| 14. <i>Jackie's Diary</i> , Murmur Media Inc.                                | 35. <i>Untitled Brandi Leifso Project</i> , Obvious Allegory Inc.     |
| 15. <i>Kitchen Door: The Genius of Christiane Pflug</i> , Mercury Films Inc. | 36. <i>Wanda Woman</i> , Marina Cordoni Entertainment Inc.            |
| 16. <i>Lil</i> , Artificial Dreams Production Inc.                           | 37. <i>What Walaa Gets</i> , Murmur Media Inc.                        |
| 17. <i>Marianne</i> , 2 Coyotes Production Inc.                              |   |
| 18. <i>Midlife</i> , Alyson Richards Productions Inc.                        |   |
| 19. <i>Mitzi</i> , Banana-Moon Sky Films Inc.                                |   |
| 20. <i>Newfoundland Hero</i> , Chesler/Perlmutter Productions Inc.           |   |
| 21. <i>Phreaker</i> , Wildling Pictures Inc.                                 |   |

## 2022-23 Ontario Creates Film Fund Marketing and Distribution Initiative Recipients

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|---|---|
| 1. <i>Alice, Darling</i> , Babe Nation Creations Inc.                       | 9. <i>Kicking Blood</i> , New Real Films Inc.                               |
| 2. <i>Black Ice</i> , Black Ice Productions Inc.                            | 10. <i>Midnight At The Paradise</i> , Midnight At The Paradise Ltd.         |
| 3. <i>Brother</i> , Brother Movie Inc.                                      | 11. <i>My Animal</i> , My Animal Productions Inc.                           |
| 4. <i>Charlotte</i> , January Films Ltd.                                    | 12. <i>Rosie</i> , Rosie Films Inc.   |
| 5. <i>Crimes of The Future</i> , Serendipity Point Films Inc.               | 13. <i>Sex With Sue</i> , LTAS Productions Inc.                             |
| 6. <i>Hello Stranger</i> (now known as <i>Stimulant</i> ), WANGO Films Inc. | 14. <i>Stellar</i> , A Stellar Film Inc.                                    |
| 7. <i>I Used To Be Funny</i> , Barn 12 Inc.                                 | 15. <i>The Swearing Jar</i> , Monkeys & Parrots Corp.                       |
| 8. <i>Into the Weeds</i> , Disappearing Insects Productions Inc.            | 16. <i>Unloved: Huronia's Forgotten Children</i> , White Pine Pictures Inc. |



## Ontario Creates Interactive Digital Media Fund

The **IDM Fund** streams, namely Production, Concept Definition, Global Market Development, Discoverability and Commercialization and IDM Futures, invested \$8.7 million in 138 IDM projects. An additional \$0.3 million was provided in IDM-related Industry Development Program funding, for a total of \$9.0 million. Each dollar invested in production leveraged an additional \$3.54.

**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.

### 2022-23 Ontario Creates Interactive Digital Media Fund - Concept Definition Recipients

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|----------------------------------|--|
| 1. 13AM Games Inc.               | 15. Lightning Rod Games Inc.                           |
| 2. 2295344 Ontario Inc.          | 16. Little Buffalo Studios Inc. (13365441 Canada Inc.) |
| 3. 2385676 Ontario Inc.          | 17. Lofty Sky Entertainment Inc.                       |
| 4. Bloom Digital Media Inc.      | 18. Love Conquers All Games Inc.                       |
| 5. City From Naught Inc.         | 19. Marble Media Inc.                                  |
| 6. Creative Bytes Studios Inc.   | 20. Massive Damage, Inc.                               |
| 7. Decline Cookies Corp.         | 21. Pushing Vertices Inc.                              |
| 8. Dog Street Studios, Inc.      | 22. Redwood Performance Group Inc.                     |
| 9. Drinkbox Studios Inc.         | 23. Sixa Studios Inc.                                  |
| 10. Foundation Game Studios Inc. | 24. Team Zero Studio Ltd.                              |
| 11. Giggling Piglets Inc.        | 25. Wero Creative Inc.                                 |
| 12. Hop To It Productions Inc.   | 26. Window Dreams Productions Inc.                     |
| 13. Kitten Cup Studio Inc.       |  |
| 14. LASS Productions Inc.        |  |



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**2022-23 Ontario Creates Interactive Digital Media Fund - Production Recipients**

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|----------------------------------|-------------------------------------|
| 1. 2295344 Ontario Inc.          | 18. Lithic Entertainment Inc.       |
| 2. Annex Business Media Inc.     | 19. LoCo Productions Inc.           |
| 3. AVARA Media Inc.              | 20. Look Mom! Productions Inc.      |
| 4. Banger Films Inc.             | 21. Mighty Yell Studios Inc.        |
| 5. Benjamin Rivers Inc.          | 22. Mythical Voltage Ltd.           |
| 6. Bloom Digital Media Inc.      | 23. Number'd Company Pictures Inc.  |
| 7. Blue Ant Digital Inc.         | 24. Pink One Productions Inc.       |
| 8. Chute Apps Inc.               | 25. Project Undertow Inc.           |
| 9. Dark Slope Inc.               | 26. Riyo Inc.                       |
| 10. DevDev Inc.                  | 27. Shaftesbury Development Inc.    |
| 11. Extra Dimension Games Inc.   | 28. Sticky Brain Studios Inc.       |
| 12. Fae Pictures Inc.            | 29. Stitch Media Ontario, Inc.      |
| 13. Gonez Media Inc.             | 30. The Deli Production Agency Inc. |
| 14. Goodable Inc.                | 31. Thousand Stars Studio Inc.      |
| 15. Headspinner Productions Inc. | 32. True West Films Ltd.            |
| 16. Holy City VR Inc.            | 33. Turtlebox Productions Inc.      |
| 17. Hyphonics Inc.               | 34. Twenty Two Media Group Ltd.     |



**IDM Fund: Global Market Development** provides IDM companies with support to travel to and attend international markets, to participate in activities that support company growth and produce measurable business and market development results.

### **2022-23 Ontario Creates Interactive Digital Media Fund: Global Market Development Recipients**

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- |                                |  |
|--------------------------------|--|
| 1. 13AM Games Inc.             | 21. Lightning Rod Games Inc.                             |
| 2. 1000008402 Ontario Inc.     | 22. Little Guy Games Inc.                                |
| 3. 2018120 Ontario Inc.        | 23. LoCo Productions Inc.                                |
| 4. 2385676 Ontario Inc.        | 24. Lofty Sky Entertainment Inc.                         |
| 5. 2568749 Ontario Ltd.        | 25. Magmic Inc.  |
| 6. A-Game Studios Inc.         | 26. Mighty Yell Studios Inc.                             |
| 7. Alientrap Games Inc.        | 27. N5 Pictures Inc.                                     |
| 8. Apocalypse Studios Inc.     | 28. Numismatic Games Corp.                               |
| 9. Benjamin Rivers Inc.        | 29. Peekapak Inc.  |
| 10. Big Viking Games Inc.      | 30. Riyo Inc.  |
| 11. Bloom Digital Media Inc.   | 31. Snakehead Games Inc. / Les Jeux Tête De Serpent Inc. |
| 12. Ceres Productions Inc.     | 32. Star Fort Games                                      |
| 13. Dark Slope Inc.            | 33. Stitch Media Ontario, Inc.                           |
| 14. Drinkbox Studios Inc.      | 34. Studio Backpack Games Inc.                           |
| 15. Finish Line Games Inc.     | 35. Transitional Forms                                   |
| 16. Game Hive Corp.            | 36. Treewood Studios Inc.                                |
| 17. Get Set Games Inc.         | 37. Tribe of Pan Inc.                                    |
| 18. Hop To It Productions Inc. | 38. Uken Inc.  |
| 19. Joydrop Ltd.               |  |
| 20. Laundry Bear Games Inc.    |  |



**IDM Fund: Discoverability and Commercialization** 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.

### 2022-23 Ontario Creates Interactive Digital Media Fund: Discoverability and Commercialization Recipients

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|---------------------------------------|------------------------------------|
| 1. 13AM Games Inc.                    | 9. Fae Pictures Inc.               |
| 2. 2018120 Ontario Inc.               | 10. Geneva Film Co. Ltd.           |
| 3. 2294462 Ontario Inc.               | 11. Hop To It Productions Inc.     |
| 4. 2385676 Ontario Inc.               | 12. Killjoy Games Inc.             |
| 5. A Token Entertainment Company Inc. | 13. Kristal Clear Productions Inc. |
| 6. Backyard Media Inc.                | 14. Shaftesbury Digital III Inc.   |
| 7. Cream Digital Inc.                 | 15. Stay Tooned Inc.               |
| 8. Creative Bytes Studios Inc.        | 16. True West Films Ltd.           |

**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, WebSeries Canada, Amplifia Network and Interactive Ontario run the courses. The IDM Fund Futures Forward grant was delivered as a pilot partnership with the Canada Media Fund awarding grants to 18 companies for early-stage development work.

### 2022-23 Ontario Creates Interactive Digital Media Fund: Futures Forward Recipients

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- |                                 |                                |
|---------------------------------|--------------------------------|
| 1. 1000001036 Ontario Ltd.      | 10. I'm Chips Productions Inc. |
| 2. Barefoot Princess Films Inc. | 11. Insanity CORR Ltd.         |
| 3. Barrocks Inc.                | 12. Leandre Studios Inc.       |
| 4. BetterHalf Films Ltd.        | 13. Milkcow Media Inc.         |
| 5. Ceres Productions Inc.       | 14. Ocean Mouse Studio Inc.    |
| 6. Diaspora Games Ltd.          | 15. SDP Entertainment Inc.     |
| 7. DVG Productions              | 16. Snail Mail Media Inc.      |
| 8. Eva Thomas Inc.              | 17. The Gata Games Inc.        |
| 9. Holding Space Films Ltd.     | 18. Turtle Riot Inc.           |



## Ontario Music Investment Fund

Ontario Creates has provided funding to the following successful applicants through the **Ontario Music Investment Fund (OMIF)**. The OMIF invested \$7.0 million in 146 projects (\$6.5 million in core funding and \$0.5 million in diversity enhancement funding). Every dollar invested leveraged an additional \$4.57.

### Music Creation

Supporting businesses that take risks discovering and developing talent – particularly emerging artists – and bringing it to market through recording and production, marketing and promotion, touring and showcasing, and publishing.

#### 2022-23 Ontario Music Investment Fund: Music Creation Recipients

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|--|--|
| 1. 22nd Sentry Ltd. (AHI)                            | 28. Miller & Smith Management Inc.                   |
| 2. 1652181 Ontario Inc. (Red Brick Music Publishing) | 29. Mont Royal Records Inc. (Royal Mountain Records) |
| 3. 2519010 Ontario Inc. (Deadbeats)                  | 30. Nagamo Publishing Inc.                           |
| 4. 2807308 Ontario Inc. (Starseed Records)           | 31. Nova Music Group                                 |
| 5. 8911070 Canada Inc. (HARD Music Group)            | 32. Open Road Music Inc.                             |
| 6. A Tribe Called Red Inc. (The Halluci Nation)      | 33. Outside Music Inc.                               |
| 7. Anthem Entertainment (GP) Inc.                    | 34. Pagliacci Studios Inc.                           |
| 8. Arts & Crafts Productions Inc.                    | 35. Pandyamonium Management Inc. (Arthaus Music)     |
| 9. Awesome Productions and Management Inc.           | 36. Paper Bag Records Inc.                           |
| 10. Bedtracks Inc.                                   | 37. Peter Cardinali Productions Inc.                 |
| 11. CCS Rights Management Corp.                      | 38. Pirates Blend Records Inc.                       |
| 12. CLK Creative Works Inc.                          | 39. Purple Hive Entertainment Inc. (LaFab Musique)   |
| 13. Coalition Music Inc.                             | 40. Red Music Rising Inc.                            |
| 14. Dine Alone Music Inc.                            | 41. Six Shooter Records Inc.                         |
| 15. Grant Creativity Inc. (Domanique Grant)          | 42. Sonic Unyon Records Ltd.                         |
| 16. Hand Drawn Dracula Productions Inc.              | 43. Sony Music Entertainment Canada Inc.             |
| 17. Howling Turtle Inc. (Julian Taylor)              | 44. Telephone Explosion Records Ltd.                 |
| 18. Idée Fixe Records Inc.                           | 45. The Cabin Music Company Inc.                     |
| 19. Ishkôdé Records Inc.                             | 46. Unique Applause Inc. (Tanika Charles)            |
| 20. Iskwé Music Inc.                                 | 47. Universal Music Canada Inc.                      |
| 21. Jayward Artist Group Inc.                        | 48. Victory Pool Inc.                                |
| 22. JKB Communications Inc.                          | 49. Vinyl Recordings Inc. (Jon Vinyl)                |
| 23. Linus Entertainment Inc.                         | 50. Warner Music Canada Co.                          |
| 24. MajesticSilk Inc.                                | 51. Wax Records Inc.                                 |
| 25. MapleCore Ltd.                                   | 52. We Are Busy Bodies Inc.                          |
| 26. MDM Recordings Inc.                              | 53. Wholly Roland Empire Inc. (Cadence Weapon)       |
| 27. Mighty Gang Inc. (Haviah Mighty)                 |  |



## Music Industry Initiatives

Supporting industry organizations that undertake professional development/training and export activities, conduct industry analysis/data gathering and build regional capacity.

### 2022-23 Ontario Music Investment Fund: Music Industry Initiatives Recipients

- 
- |  |   |
|--|---|
| 1. ADVANCE, Canada's Black Music Business Collective                 | 15. Indigenous Music Alliance                         |
| 2. Association des professionnels de la chanson et la musique (APCM) | 16. Kingston Punk Productions                         |
| 3. Canadian Independent Music Association                            | 17. Manifesto Community Projects Inc.                 |
| 4. Canadian Independent Music Association (Music Ontario)            | 18. Music Managers Forum Canada                       |
| 5. Canadian Live Music Association                                   | 19. Ontario Musicians Co-operative Inc.               |
| 6. Canadian Music Publishers Association (Music Publishers Canada)   | 20. PhemPhat Entertainment Group                      |
| 7. Canadian Music Week Inc.  | 21. Polaris Music Prize Inc.                          |
| 8. Canadian Songwriters Hall of Fame                                 | 22. Réseau Ontario des arts de la scène inc.          |
| 9. Country Music Association of Ontario                              | 23. Rastafest Inc.                                    |
| 10. Cranium Arts Project   | 24. Screen Composers Guild of Canada                  |
| 11. Cultural Industries Ontario North (CION)                         | 25. SING! The Toronto Vocal Arts Festival             |
| 12. Folk Music Ontario   | 26. Small World Music Society                         |
| 13. Grant Creativity Inc.  | 27. Toronto Blues Society                             |
| 14. Indie Week Inc.  | 28. Venus Fest Inc.                                   |
|  | 29. Women In Music Professional Association of Canada |

### 2022-23 Ontario Music Investment Fund: Global Market Development for Music Managers Recipients

- 
- |  |  |
|--|--|
| 1. 1388142 Ontario Inc. (Global Creative Partners) | 12. Picnic Artists, Inc.   |
| 2. 2+2 Management Inc.                             | 13. Sonic Unyon Records Ltd.                                     |
| 3. CultureCap Inc.                                 | 14. Starseed Entertainment, Inc.                                 |
| 4. Dave Spencer Management Inc.                    | 15. The Cabin Music Company Inc. (Good People Artist Management) |
| 5. Indoor Recess Inc.                              | 16. Valeo Arts Management Inc.                                   |
| 6. Kelp Records Corp.                              | 17. Victory Pool Inc.  |
| 7. More Music Management Ltd.                      | 18. Wednesday Management Inc.                                    |
| 8. Noisemaker Presents Inc.                        | 19. YAIGC Inc.   |
| 9. Nova Music Group                                | 20. Zed Music Inc.   |
| 10. O3 Entertainment Inc.                          |  |
| 11. Pandyamonium Management Inc. (Arthaus)         |  |



## Live Music

Supporting businesses and organizations that produce or promote live music events featuring Canadian artists including eligible music festivals and concert series.

### 2022-23 Ontario Music Investment Fund: Live Music Recipients

- 
- |   |   |
|---|---|
| 1. 6501834 Canada Inc. (Spectrasonic)             | 24. Manifesto Community Projects Inc.                   |
| 2. 1000464181 Ontario Inc. (Chord Productions)    | 25. NEXT.O Productions Inc.                             |
| 3. Ashkenaz Foundation                            | 26. Niagara Jazz Festival                               |
| 4. Beaches Jazz Festival Society                  | 27. Noisemaker Presents Inc.                            |
| 5. Bravo Niagara! Festival of the Arts            | 28. Northern Lights Festival BorÅ©al                    |
| 6. Canada's Music Incubator Ltd.                  | 29. Peterborough Folk Festival                          |
| 7. Canadian Chamber Academy                       | 30. Prism Events Inc.                                   |
| 8. CCMC Music Gallery                             | 31. Rastafest Inc.                                      |
| 9. Country Music Association of Ontario           | 32. River & Sky Arts in the Woods                       |
| 10. Cranium Arts Project                          | 33. Sawdust City Music Festival                         |
| 11. Cultivate Community Non-Profit Services       | 34. SING! The Toronto Vocal Arts Festival               |
| 12. Debaser                                       | 35. Sonic Unyon Records Ltd.                            |
| 13. First Things First Entertainment Inc.         | 36. South Coast Cultural Society                        |
| 14. Georgian Bay Folk Society                     | 37. Southside Shuffle Blues and Jazz Festival           |
| 15. Hamilton Music Collective                     | 38. The Canadian Arabic Orchestra                       |
| 16. Hey Bear Productions Inc.                     | 39. The Corporation of Massey Hall and Roy Thomson Hall |
| 17. Hugh's Room for the Performing Arts Inc.      | 40. The Guelph Jazz Festival                            |
| 18. Indie Week Inc.                               | 41. UMA Foundation                                      |
| 19. Jones & Jones Productions Ltd.                | 42. Uma Nota Music and Production                       |
| 20. Kingston Punk Productions                     | 43. Venus Fest Inc.                                     |
| 21. Lemmon Entertainment Inc.                     | 44. Wavelength Music Arts Projects                      |
| 22. London Committee for Cross Cultural Arts Inc. |   |
| 23. Lula Music and Arts Centre                    |   |



## AcceleratiON

Ontario Creates has provided \$382,000 in funding to the following 36 successful applicants through the **AcceleratiON** program for Black and Indigenous music entrepreneurs.

### 2022-23 AcceleratiON Recipients

---

- |  |   |
|--|---|
| 1. 2537176 Ontario Inc. (Music 4 Life)                               | 19. Morning Star Audio                        |
| 2. 12754941 Canada Inc. (BLNK Music)                                 | 20. New Sun Records Inc.                      |
| 3. Achieve Dreams Studio   | 21. Northern Nishnawbe Education Council      |
| 4. Caliban Arts Theatre Inc.   | 22. Polly Perry Corp.                         |
| 5. Chad Price Music  | 23. QLiiO Media Inc.                          |
| 6. Concerts Fanatic Inc.   | 24. Red Music Rising Inc.                     |
| 7. Debajehmujig Theatre Group (Wiikwemkoong Arts and Music Festival) | 25. Sample Chief Global Inc.                  |
| 8. Dreamspace Creative Inc.  | 26. SHIFTER Agency Inc.                       |
| 9. Ensemble Non-Profit   | 27. Showzaço Artistic Productions Inc.        |
| 10. GLRY Inc. (The Galeri)   | 28. SLMN Music Inc.                           |
| 11. Golly Geng Inc.  | 29. So Extra Music Inc. Musique So Extra Inc. |
| 12. Greyson Gritt  | 30. SoundStock Inc.                           |
| 13. HNTRS CLUB INC.  | 31. SSP Music Group Inc                       |
| 14. Iconic Arts & Entertainment Inc.                                 | 32. Summer Knock Inc.                         |
| 15. Impact Gospel Recordings Inc.                                    | 33. TÈN Management                            |
| 16. Luvlife4life Inc.  | 34. The Dyna Entertainment Inc.               |
| 17. Made in Sauga Inc.   | 35. The JAMVICK Group                         |
| 18. Merilainen Music Inc.  | 36. Urban Communications Group                |



## 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. The **Book Fund**, including Ontario Author Tour Support, invested \$2.4 million in 28 projects and leveraged an additional \$0.62 for every dollar invested.

### 2022-23 Ontario Creates Book Fund Recipients

---

- |   |  |
|---|--|
| 1. Annick Press Ltd.                              | 15. House of Anansi Press Inc.             |
| 2. Between the Lines Inc.                         | 16. Inanna Publications and Education Inc. |
| 3. Biblioasis Inc.                                | 17. Invisible Publishing Collective Inc.   |
| 4. BookThug Inc.                                  | 18. James Lorimer & Company Ltd.           |
| 5. Brick Books Inc.                               | 19. Kids Can Press Ltd.                    |
| 6. Broadview Press Inc.                           | 20. Latitude 46 Publishing Inc.            |
| 7. Coach House Books Inc.                         | 21. Les Éditions David                     |
| 8. Crabtree Publishing Company Ltd.               | 22. Les Éditions L'Interligne              |
| 9. CSP Books Inc.                                 | 23. Owlkids Books Inc.                     |
| 10. DC Canada Education Development (DCCED) Corp. | 24. Pajama Press Inc.                      |
| 11. ECW Press Ltd.                                | 25. Pembroke Publishers Ltd.               |
| 12. Firefly Books Ltd.                            | 26. Robert Rose Inc.                       |
| 13. Groundwood Books Ltd.                         | 27. Second Story Feminist Press Inc.       |
| 14. Guernica Editions Inc.                        | 28. Thompson Educational Publishing Inc.   |



## Ontario Creates Magazine Fund

The **Magazine Fund** supports the success and growth of independent Ontario-based magazine publishers by supporting the creation and implementation of new strategic initiatives that help achieve business development and/or marketing objectives. The Magazine Fund invested \$2.0 million in 46 projects. Each dollar invested leveraged an additional \$0.81.

### 2022-23 Ontario Creates Magazine Fund recipients

---

- |  |                                      |
|--|--------------------------------------|
| 1. 1059434 Ontario Inc.  | 23. iQ Business Media Inc.           |
| 2. 1959689 Ontario Inc.  | 24. Jane Media Inc.                  |
| 3. 2294462 Ontario Inc.  | 25. Law and Style Media Inc.         |
| 4. 2383850 Ontario Ltd.  | 26. Literary Review of Canada        |
| 5. Annex Business Media Inc.                                     | 27. Media Matters Inc.               |
| 6. ArcAscent Inc. d/b/a Electric Autonomy Canada                 | 28. MHM Publishing Inc.              |
| 7. Azure Publishing Inc.   | 29. Observer Publications Inc.       |
| 8. Baxter Publications Inc.                                      | 30. Opera Canada Publicatons         |
| 9. Brainspace Publishing Inc.                                    | 31. Our Times Labour Publishing Inc. |
| 10. BRZ Group Inc.   | 32. Post City Magazines Inc.         |
| 11. C The Visual Arts Foundation                                 | 33. Rapid Magazine Inc.              |
| 12. Canadian Abilities Foundation                                | 34. Roustan Media Ltd.               |
| 13. Canadian Home Publishers Inc.                                | 35. Salon Communications Inc.        |
| 14. Cottage Life Media, a division of Blue Ant Media Partnership | 36. SavvyMom Media Inc.              |
| 15. Culturerus Corp.   | 37. Shelter Fell Publications Inc.   |
| 16. Cypress Ave. Inc.  | 38. SHIFTER Agency Inc.              |
| 17. EcoParent Inc.   | 39. Skynews Inc.                     |
| 18. Environmental Science & Engineering Publications Inc.        | 40. Spacing Media Inc.               |
| 19. Friday Media Ltd.  | 41. Taste of Life Culture Group      |
| 20. Grippd Publishing Inc.                                       | 42. Toque Ltd.                       |
| 21. Horse Publications Group Inc.                                | 43. Turnkey Media Solutions Inc.     |
| 22. Inspiring Media Inc.   | 44. Verge Magazine Inc.              |
|  | 45. Vuepoint IDS Inc.                |
|  | 46. Yalla Corp.                      |



## Ontario Creates Global Market Development Fund

Ontario Creates provided 125 companies from the book and film and television industries with \$1.2 million to pursue international business development activities. In the 2020-21 fiscal year, companies receiving export support generated more than \$340,426,194 in sales—a return of \$224.88 for every dollar invested.

### 2022-23 Ontario Creates Export Fund - Book Recipients

- |   |  |
|---|--|
| 1. Annick Press Ltd.                              | 16. Guernica Editions Inc.               |
| 2. Beech Street Books                             | 17. House of Anansi Press Inc.           |
| 3. Between the Lines Inc.                         | 18. Howard Aster & Associates Corp. Ltd. |
| 4. Biblioasis Inc.                                | 19. Invisible Publishing Collective Inc. |
| 5. BookThug Inc.                                  | 20. Kids Can Press Ltd.                  |
| 6. Brick Books Inc.                               | 21. Les Éditions David                   |
| 7. Broadview Press Inc.                           | 22. Owlkids Books Inc.                   |
| 8. Coach House Books Inc.                         | 23. Pajama Press Inc.                    |
| 9. Cormorant Books Inc.                           | 24. Pembroke Publishers Ltd.             |
| 10. CSP Books Inc.                                | 25. Playwrights Canada Press Ltd.        |
| 11. DC Canada Education Development (DCCED) Corp. | 26. Rainbow Horizons Publishing Inc.     |
| 12. Dundurn Press Ltd.                            | 27. Robert Rose Inc.                     |
| 13. ECW Press Ltd.                                | 28. Second Story Feminist Press Inc.     |
| 14. Firefly Books Ltd.                            | 29. University of Toronto Press          |
| 15. Greenwood Books Ltd.                          | 30. Wilfrid Laurier University Press     |
|   | 31. Wolsak and Wynn Publishers Ltd.      |

### 2022-23 Ontario Creates Export Fund – Film and TV Recipients

- |  |   |
|--|---|
| 1. 10237981 Canada Inc.                | 12. Blue Ant Studios Canada Inc.                        |
| 2. 136469 Canada Ltd.                  | 13. Boomerang Films Inc.                                |
| 3. 2716310 Ontario Inc.                | 14. Brain Power Studio Inc.                             |
| 4. Aiken Heart Films Inc.              | 15. Bunk 11 Pictures Inc.                               |
| 5. Alcina Pictures Ltd.                | 16. Byron A. Martin Productions Inc.                    |
| 6. Alibi Entertainment Inc.            | 17. Carte Blanche Films Inc. / Films Carte Blanche Inc. |
| 7. Allpar Productions Inc.             | 18. Cave 7 Productions Inc.                             |
| 8. Banger Media Inc.                   | 19. Clique Pictures Inc.                                |
| 9. Barn 12 Inc.                        | 20. C'mon Mort Productions Inc.                         |
| 10. BentFrame Film & TV Inc.           | 21. Compy Films   |
| 11. Big Black Birds Entertainment Inc. | 22. Conquering Lion Pictures Inc.                       |



23. Crafthaus Ltd.
24. Cream Productions Inc.
25. Devonshire Productions Inc.
26. Diva Film Productions
27. Don Carmody Television Inc.
28. Edge Entertainment Inc.
29. Elevation Pictures Corp.
30. Euclid 431 Pictures Inc.
31. Fae Pictures Inc.
32. Federgreen Entertainment Inc.
33. Fella Films Inc.
34. Fifth Ground Entertainment Inc.
35. Film Forge Productions Inc.
36. Firestarter Productions Inc.
37. Forté Entertainment Inc.
38. Gaudete Films Inc.
39. Gobez Media Inc.
40. Good Movies Inc.
41. Good Soup Productions Inc.
42. Hawkeye Pictures Inc.
43. Hometeam Films Inc.
44. Industrial Brothers Canada Ltd.
45. JA Productions
46. Junction Hammer Productions Inc.
47. Lanark Productions Inc.
48. LaRue Productions Inc.
49. Little Engine Moving Pictures Inc.
50. Marble Media Inc.
51. Markham Street Films Inc.
52. Middle Child Films Inc.
53. Monkeys & Parrots Corp.
54. Motel Pictures Inc.
55. Murmur Media Inc.
56. Muse Entertainment (Ontario) Inc.
57. N5 Pictures Inc.
58. Nava Projects Inc.
59. Neshama Entertainment ULC
60. New Real Films Inc.
61. Obvious Allegory Inc.
62. Oya Media Group
63. Pier 21 Films Ltd.
64. Play Management Media Inc.
65. Primitive Entertainment Inc.
66. Quarterlife Crisis Productions Inc.
67. Quiet Revolution Pictures Inc.
68. Ramaco Media Inc.
69. Red Queen Productions Inc.
70. RTR Media Inc.
71. SC Productions Inc.
72. Scythia Films Inc.
73. SDP Entertainment Inc.
74. Sinking Ship Entertainment Inc.
75. Six Island Productions Inc.
76. SK Films Inc.
77. Snail Mail Media Inc.
78. Solo Productions Inc.
79. Sphere Media Toronto Inc.
80. Stellar Citizens Inc.
81. Storyline Entertainment Inc.
82. The Donaldson Company Inc.
83. The Heliconia Press
84. Too Many Words Inc.
85. True-Sail Production and Motion Pictures Inc.
86. Turtlebox Productions Inc.
87. Vérité Films Inc.
88. WANGO Films Inc.
89. White Pine Pictures Inc.
90. Wildling Pictures Inc.
91. Woods Entertainment Canada Inc.
92. Yap Films Inc.
93. YN Films Inc.
94. Z 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 51 initiatives with an investment of \$1.5 million.

### 2022-23 Industry Development Program Recipients

- |  |  |
|--|--|
| 1. 1371097 Ontario Ltd.  | 21. Italian Contemporary Film Festival                           |
| 2. Afrotopolis Arts Collective   | 22. National Magazines Awards Foundation                         |
| 3. Alliance des producteurs francophones du Canada                       | 23. National Screen Institute                                    |
| 4. Atlantic Film Festival Association                                    | 24. Oakville Festivals of Film and Art                           |
| 5. Blood in the Snow Canadian Film Festival                              | 25. Open Book Foundation   |
| 6. Building a Legacy in Acting, Cinema and Knowledge (B.L.A.C.K.) Canada | 26. Organization of Book Publishers of Ontario                   |
| 7. Canadian Film in the Schools  | 27. Ottawa Black Film Festival / Festival du Film Black d'Ottawa |
| 8. Canadian Film Institute / Ottawa International Animation Festival     | 28. Planet in Focus  |
| 9. Canadian Filmmakers Festival  | 29. Reelworld Screen Institute                                   |
| 10. Canadian Multicultural Heritage Council                              | 30. South Georgian Bay Media Association Inc.                    |
| 11. Centre for Aboriginal Media  | 31. The FOLD Foundation  |
| 12. Cinéfest; The Sudbury Film Festival Inc.                             | 32. Toronto Arab Film Festival                                   |
| 13. Documentary Organization of Canada                                   | 33. Toronto Black Film Festival                                  |
| 14. Forest City Film Festival  | 34. Toronto Book and Magazine Festival                           |
| 15. Gamma Space Collaborative Studio                                     | 35. Toronto Game Jam   |
| 16. Hand Eye Society   | 36. Toronto International Film Festival Inc.                     |
| 17. Hot Docs   | 37. Toronto International Nollywood Festival                     |
| 18. Indigenous Screen Office   | 38. Toronto Reel Asian International Film Festival               |
| 19. Interactive Ontario Industry Association                             | 39. WebSeries Canada   |
| 20. International Readings at Harbourfront                               | 40. Women in Film & Television - Toronto                         |



## 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 2022-23, Ontario Creates awarded \$220,000 invested to nine applications.

### 2022-23 Ontario Creates Business Intelligence Program Recipients

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- |                                       |                                       |
|---------------------------------------|---------------------------------------|
| 1. Canadian Live Music Association    | 6. Reel Canada                        |
| 2. Documentary Organization of Canada | 7. Southwestern Ontario Film Alliance |
| 3. Game Arts International Network    | 8. The Directors Guild of Canada      |
| 4. Indigenous Music Alliance          | 9. Women in View                      |
| 5. Italian Contemporary Film Festival |                                       |



# Board of Directors

## April 1, 2022 – March 31, 2023

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 & Vice President, Corporate Affairs, Strategy & Sustainability*

Liquor Control Board of Ontario (LCBO)

- Appointed Chair February 28, 2019
- Reappointed Chair February 28, 2022
- Term ends February 27, 2025

### **Roger Nair, Vice Chair**

*Filmmaker and CEO*

Lionheart Production House

- Appointed Vice Chair, October 7, 2021
- Term ends October 6, 2024

### **Diana Arajs**

*President*

Poise Communications

- Appointed June 6, 2019
- Reappointed February 17, 2022
- Term ends February 16, 2025

### **Michael Ceci**

*Chief of Staff*

Bennett Jones LLP

- Appointed April 11, 2019
- Reappointed April 11, 2022
- Term ends April 10, 2025

### **Santina Colalillo**

*Independent Music Executive*

Vice-President, F.A.M. Production Inc.

- Appointed April 16, 2020
- Term ends April 15, 2023

### **David Diamond**

*President*

Diamond Marketing

- Appointed May 2, 2022
- Term ends May 1, 2025

### **Aldo Di Felice**

*President*

TLN Media Group (TMG)

- Appointed May 6, 2021
- Term ends May 5, 2024

### **Philip Forte**

*Client Executive*

Bell Canada Business Markets

- Appointed July 9, 2020
- Term ends July 8, 2023

### **Vincent Georgie**

*Associate Vice-President*

University of Windsor;

*Executive Director and Chief Programmer*

Windsor International Film Festival

- Appointed October 7, 2021
- Term ends October 6, 2024

### **Peter-Julian Lee**

*Vice President, Business Solutions*

ICON Media Communications Inc.

- Appointed July 8, 2021
- Term ends July 7, 2024

### **David Lubotta**

*Managing Partner*

DML Capital Partners

- Appointed May 2, 2022
- Term ends May 1, 2025

### **Fraser MacKenzie**

*Senior Director, Digital Marketing*

Universal Music Canada

- Appointed April 14, 2022
- Term ends April 13, 2025

### **Yura Monestime**

*Former Director, Academic Operations for Art and Design and, Business Development*

Canadore College

- Appointed May 20, 2021
- Term ends May 19, 2024

### **Edith Myers**

*President*

CEI Management

*Chief Financial Officer*

Piazza Entertainment Ltd.

- Appointed July 26, 2019
- Reappointed September 15, 2022
- Term ends September 14, 2025



**Rekha Shah**

*Vice President Client Relations*  
 Paramount Global  
 – Appointed October 7, 2021  
 – Term ends October 6, 2024

**Holly Thompson**

*CPA, CA, Director, Consulting & Deals*  
 PwC Canada  
 – Appointed March 4, 2022  
 – Term ends March 3, 2025

**Jody Sugrue**

*Divisional Vice President*  
 Hudson's Bay  
 – Appointed July 29, 2021  
 – Term ends July 28, 2024

**Board of Directors Remuneration**

Appointee	Total Remuneration	Per Diem Remuneration Rate
Aaron Campbell, Chair	\$1,500.00	\$200.00
Roger Nair, Vice Chair	\$750.00	\$150.00
Diana Arajs, Member	\$437.50	\$125.00
Michael Ceci, Member	\$812.50	\$125.00
Santina Colalillo, Member	\$625.00	\$125.00
Aldo Di Felice, Member	\$875.00	\$125.00
David Diamond, Member	\$250.00	\$125.00
Philip Forte, Member	\$437.50	\$125.00
Vincent Georgie, Member	\$437.50	\$125.00
Peter-Julian Lee, Member	\$625.00	\$125.00
David Lubotta, Member	\$62.50	\$125.00
Fraser Mackenzie, Member	\$250.00	\$125.00
Yura Monestime, Member	\$625.00	\$125.00
Edith Myers, Member	\$750.00	\$125.00
Rekha Shah, Member	\$562.50	\$125.00
Jody Sugrue, Member	\$375.00	\$125.00
Holly Thompson, Member	\$625.00	\$125.00

The total remuneration to the Board of Directors for the fiscal year ending March 31, 2023, was \$10,000.



# 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 current strategic plan. Select measures were added or changed in 2018-19 to reflect new activities and methodological changes in source data. Some COVID-19 related measures initially added in 2020-21 were not tracked for 2022-23. The agency anticipates no longer tracking COVID-19 measures moving forward into 2023-24.

In 2022-23, Ontario Creates achieved the following results:

- Leverage value targets for tax credits, IDM Fund, Magazine Fund, and the Business Intelligence Program were all exceeded in 2022-23. Leverage value refers to the additional amount of spending generated for each dollar invested by Ontario Creates. For both the Book Fund and the Ontario Music Investment Fund (OMIF), leverage values came in under target, and further to that, did not meet 2021-22 levels. For OMIF, this was a result of fluctuations within parts of the music industry, including live music, that have not recovered as quickly as other segments.
- Ontario significantly exceeded its targets for the number and value of film and television productions shot in Ontario, with a total of 207 productions valued at \$1.9 billion. This growth was experienced across both domestic and service productions, and targets around the number of actively scouting productions accessing Ontario Creates services also exceeded their target of 90 with 109 in 2022-23. Scouting activity assisted by the L.A. Office continued to outperform expectations, with 278 leads (target of 100) and 63 L.A. Office-assisted productions ultimately electing to shoot in Ontario in 2022-23. This is predominately due to greater-than-anticipated productivity in the film and television production sector including the restarting of some projects that were put on hold due to COVID-19.
- In terms of media engagement and social media metrics, the agency's total media impressions (other than Trillium Book Award) for 2022-2023 were 235.8 million impressions, significantly exceeding the target of 50 million. This is due to coverage and profile of various agency's initiatives in large-scale media outlets like *CBC*, *The Hollywood Reporter* and *Rolling Stone*. Trillium Book Award media impressions exceeded the past three years of results, but ultimately fell slightly short of 2022-23 targets. Social media engagement remained strong, with over 4,200 new subscribers gained across the agency's various social media channels, with growth coming largely from LinkedIn and Instagram.
- While recovery from the COVID-19 pandemic remains uneven across industries, there was a marked return to international business development activities in 2022-23. In 2022-23, the agency organized a strategic presence at 14 markets, greatly exceeding its target of eight. The agency's export activity support helped Ontario participants conduct business development activities in 125 markets in 2022-23, exceeding 2021-22 results but coming in slightly under the target of 150. The agency also greatly exceeded its targets relating to industry development initiatives led or supported by the agency, with 126 total in 2022-23, generating 531 business connections or leads for participants. Finally, the agency led four collaboration events in 2022-23, generating 1,374 business connections, and 20 deals or options valued at \$87,250.



- Ontario Creates continues to support business intelligence projects relevant to the creative industries in Ontario. In 2022-23, a total of five projects were released, fewer than the expected eight. Several targets were not achieved related to number of profiles updated, unique views of the profiles, new documents added to the Online Research Library, and views of the business intelligence bulletin. A lower staff complement in the Research unit over much of the fiscal year affected the unit's output.
- Average turn-around time across all tax credits was quicker than expected, at an average of 22 weeks against a target of 25.0 weeks. However, the time a file spent actively in analysis grew to 7.3 weeks in 2022-23, due in part to the complexity and risk status of the files received, as well as the end of short-term pandemic-related measures intended to accelerate the review process. While the number of tax credit products reviewed (2,278) fell slightly below its target (2,700), this greatly exceeded 2021-22 figures by 18 per cent.



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

Ontario Creates tracks key risks regularly and submits quarterly risk assessment reports to the Ministry of Tourism, Culture and Sport (MTCS) concerning risk factors, impact, and associated mitigation strategies. Rating and reporting is conducted in accordance with the OPS Enterprise Risk Management (ERM) Directive. The agency's full risk register is made public in its annual Business Plan.

As of Q4 2022-23, the agency was tracking 14 risks, of which one was medium-high, six were medium and seven were deemed low. (Note: The risk rating is assigned based on residual risk after considering mitigation strategies.) Notably, standalone risks associated with the COVID-19 pandemic closures, particularly as they relate to the film and television production sector, were eliminated from the agency's risk assessment reports by Q4 2022-23.

Significant risks facing the agency and the creative industries in 2022-23 included the following:

## **Ensuring programs and services are effective and responsible to the current business environment for the creative industries (Medium-High)**

- As the creative industries continue to rapidly evolve with new business models and new technologies, there is a pressing need for Ontario Creates to ensure that its programs and services are flexible and in alignment with this rapidly evolving environment. Ontario Creates will continue to monitor and evolve programs as the environment changes and will continue to work with partners around implementing changes to the tax credits to better align them with the current technological and regulatory environment.

## **Supporting the growth of Ontario's creative industries (Medium)**

- The demand for Ontario Creates' programs and services continues to grow, and without increasing available resources, there are likely to be an increasing number of missed opportunities for economic growth, which could lead to companies leaving Ontario for other jurisdiction and reduce Ontario's competitiveness. To mitigate this risk, Ontario Creates will continue to consider and implement business process improvements and technological changes and undertake reviews of existing supports to identify greatest areas of needs and impact in evolving market conditions.

## **Administering provincial tax credit programs and such other programs as may be required by legislation (Medium)**

- Judicial reviews and other legal proceedings between unsuccessful tax credit applicants and the government may require significant staff time, and depending on the court rulings, could have serious policy and financial implications for the government.
- Ontario Creates ensures that staff are well-trained and experts on the tax credit eligibility requirements. The agency liaises with the Ministry legal department and Crown Law Office as needed. An additional mitigating strategy the agency has proposed is adding a privative clause to tax credit legislation.



**Maintaining Ontario's competitiveness as a jurisdiction for the creative industries (Medium)**

- With the policy environment around the creative industries rapidly evolving through new pieces of federal legislation like the Online Streaming Act, there is an increased risk of a disconnect between federal and provincial policy which could impact Ontario's competitiveness as a jurisdiction for content creating companies.
- To mitigate this risk, the agency will continue to monitor and communicate any policy misalignments with impacts on Ontario's competitive positioning with MTCS.

**Ensuring Ontario Creates has measures in place to support recruitment, retention and engagement of highly qualified staff members (Medium)**

- Due to a high volume of available opportunities within the Ontario Public Service and within industry, workforce demographics and other factors, Ontario Creates faces a human resources risk related to recruitment and retention, which poses a challenge for productivity and succession planning.
- Ontario Creates and its Employee Engagement Committee will continue work on an Action Plan for existing staff and continue to employ diversified strategies for recruitment to build awareness of the agency and associated job opportunities.

**Workforce Development (Medium)**

- As the creative industries continue to grow in Ontario, there is a need for a strong and skilled labour force across all sectors of the creative economy in the province.
- Ontario Creates regularly engages with stakeholders through our Industry Advisory Committees and our research program to understand issues and needs related to workforce development. The agency will also be convening a workforce symposium in 2023 and will be developing a Workforce Development Strategy to identify an appropriate role for the agency to play in developing the Province's creative workforce.

**Labour Relations in the Film and Television Production Sector (Medium)**

- Ongoing labour negotiations between the various unions and guilds in the film and television industry led to work stoppages and slowdowns, which led to a reduction in the amount of film and television work happening in Ontario. Ultimately, a protracted slowdown could lead to weaker economic impact and fewer jobs for Ontarians.
- To mitigate and understand the impacts on Ontario on an ongoing basis, the agency monitors and will continue to assess the situation while focusing energy and resources on supporting domestic production.



# Ontario Creates 2022-23 Performance Measures

Key Performance Indicator	2022-23 Target	2022-23 Actual	2021-22 Actual	2020-21 Actual	Notes
<b>Strategic Goal #1: STIMULATE ECONOMIC GROWTH AND EMPLOYMENT</b>					
<b>1. Estimated value of Tax Credits (millions)</b>	\$600	\$606	\$723	\$690	
<b>2. Leverage Value (additional amount of financing generated for each dollar invested by Ontario Creates)</b>					
a) Investment through all <b>Tax Credits</b>	\$15.00	\$15.29	\$16.30	\$14.53	
b) Investment through <b>Book Fund</b>	\$0.65	\$0.62	\$0.73	\$0.65	
c) Investment through <b>Film Fund</b> (Production)	\$20.00	\$15.77	\$26.41	\$19.73	
d) Investment <b>IDM Fund</b> (Production)	\$3.00	\$3.54	\$3.46	\$2.75	
e) Investment through <b>Magazine Fund</b>	\$0.70	\$0.81	\$0.95	\$0.92	
f) Investment through <b>Ontario Music Investment Fund (OMIF)</b>	\$5.50	\$4.57	\$4.64	\$5.09	
g) Investment through <b>Business Intelligence Program</b>	\$1.25	\$2.01	\$2.14	\$1.31	
<b>3. Return on Investment (sales earned for every dollar invested by Ontario Creates)</b>					
a) <b>Book Fund</b>	\$2.00	Note 2	Note 2	\$4.63	
b) <b>Export Funding</b> (Export Fund and IDM Fund: Global Market Development)	\$100.00	Note 2	Note 2	\$224.88	
c) <b>IDM Fund: Marketing Support</b>	\$2.00	Note 2	Note 2	\$2.52	
d) <b>Magazine Fund</b>	\$0.75	Note 2	Note 2	\$3.91	
<b>4. Ontario Music Investment Fund Economic Growth and Employment Indicators</b>					
a) Increased company gross revenue as a result of the <b>OMIF</b> (millions)	\$45.00	N/A	Note 2	Note 2	Note 4
b) Private sector investment and equity secured as a result of the <b>OMIF</b> support (millions)	\$12.75	N/A	Note 2	Note 2	Note 4
c) Jobs created and/or retained through <b>OMIF</b> projects (FTEs)	500	N/A	Note 2	Note 2	Note 4
<b>5. Other Economic Growth and Employment Indicators</b>					
a) Weeks of work created and/or retained through <b>IDM Fund</b> and <b>Film Fund</b> projects	20,000	23,225	22,119	24,415	
b) Job Creation Index (# of jobs per million dollars of Ontario Creates support)	N/A	Note 7	Note 7	Note 7	
c) Job Quality Index (average wage per job)	N/A	Note 7	Note 7	Note 7	
d) Economic ROI Index (GDP per dollar of Ontario Creates support)	N/A	Note 7	Note 7	Note 7	
e) Investment Leverage (private sector funding per dollar of Ontario Creates support)	N/A	Note 7	Note 7	Note 7	



Key Performance Indicator	2022-23 Target	2022-23 Actual	2021-22 Actual	2020-21 Actual	Notes
<b>Strategic Goal #2: PROMOTE THE INDUSTRIES</b>					
<b>1. Film and Television Production</b>					
a) Number of <b>film and television productions</b> that shoot in Ontario	140	207	151	104	
Domestic	70	108	83	61	
Service	70	99	68	43	
b) Value of <b>film and television productions</b> that shoot in Ontario (millions)	\$1,500	\$1,979	\$1,793	\$1,246	
Domestic	\$375	\$554	\$520	\$370	
Service	\$1,125	\$1,425	\$1,273	\$876	
c) Number of actively scouting domestic and service productions accessing Ontario Creates scouting services	90	109	105	114	
<b>2. Los Angeles Office</b>					
a) Number of leads developed by <b>L.A. Office</b>	100	278	110	112	
b) Number of <b>L.A. Office-assisted projects</b> that shoot in Ontario	40	63	New Measure as of 21/22		Note 5
c) Value of <b>L.A. Office-assisted projects</b> that shoot in Ontario (millions)	\$800	\$998	\$1,000	\$969	
<b>3. Social Media Influence</b>					
a) Sysmos score	8/10	8/10	8/10	8/10	
b) Number of new subscribers to Ontario Creates social media channels	2,500	4,217	4,411	5,006	
<b>4. Media Impressions</b>					
a) Number of media impressions (millions)	50.0	235.8	48.3	110.3	
b) Number of <b>Trillium Book Award</b> media impressions (millions)	150.0	142.4	135.7	59.5	
c) Pick up on news releases ( <b>Trillium Book Award</b> only)	500.0	149.0	574.0	471.0	



Key Performance Indicator	2022-23 Target	2022-23 Actual	2021-22 Actual	2020-21 Actual	Notes
<b>Strategic Goal #3: ENCOURAGE COLLABORATION AND INNOVATION</b>					
<b>1. Industry Development Support</b> (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	60	58	67	58	
b) Number of business connections/leads made by participants at Ontario Creates-led or supported initiatives	6,500	531	11,274	6,424	
c) Number of business connections and/or leads made as a result of <b>OMIF Music Industry Initiatives</b>	6,000	TBD	TBD	TBD	Note 6
<b>2. International Business Development</b>					
a) Number of markets at which Ontario Creates has organized a strategic presence	8	14	13	6	
b) Number of foreign markets at which Ontario participants are supported through export activity support	150	125	117	129	
<b>3. Collaboration Initiatives</b>					
a) Number of Collaboration events led by Ontario Creates	4	4	2	3	
b) Number of business connections made through meetings at Collaboration events	700	1,374	940	1,210	
c) Number of deals/options arising from Collaboration events after 12 months	4	20	17	4	
d) Value (when applicable) of deals/options arising from Collaboration events after 12 months	\$15,000	\$87,250	\$173,750	\$22,500	
<b>4. Business Intelligence</b>					
a) Number of <b>Business Intelligence</b> projects released	8	5	11	6	
b) Number of <b>Industry Profiles</b> updated	8	5	7	11	
c) Number of unique views of <b>Industry Profiles</b> on corporate website	15,000	4,978	7,408	6,217	
d) Number of new documents added to the <b>Online Research Library</b>	60	19	46	33	
e) Number of unique visitors to the <b>Online Research Library</b>	5,000	6,548	6,262	4,975	
f) Number of <b>Business Intelligence Bulletin</b> unique views	1,000	316	780	1,234	



Key Performance Indicator	2022-23 Target	2022-23 Actual	2021-22 Actual	2020-21 Actual	Notes
<b>Strategic Enabler #1: ENSURE SERVICE AND OPERATIONAL EXCELLENCE</b>					
<b>1. Program Delivery</b>					
a) Number of applications received (funds and tax credits)	2,200	2,561	2,345	2,248	Note 1
b) Average turnaround time across all tax credits (weeks)	25.0	22.0	16.5	25.3	
c) Average time tax credit files spend in analysis (weeks)	5.0	7.3	5.7	3.9	
d) Total number of tax credit products reviewed	2,700	2,278	1,928	3,611	
e) Program Delivery Effectiveness Index (avg. application time, weeks)	N/A	Note 7	Note 7	Note 7	
f) Program Delivery Effectiveness Index (avg. cost per application)	N/A	Note 7	Note 7	Note 7	
<b>2. Service</b>					
a) Number of service calls and emails	4,000	4,524	4,290	4,805	
b) Number of ministry inquiries	100	146	109	90	
c) Client satisfaction survey (approximately every 5 years)	N/A	N/A	N/A	N/A	Note 3
<b>3. Risk-Related Performance Measures</b>					
a) % risks managed down since last quarter	10%	8%	N/A	New for 2021-22	
b) % risks with Medium or Low Risk Rating (Rating of 10 or below)	80%	89%	N/A	New for 2021-22	



Key Performance Indicator	2022-23 Target	2022-23 Actual	2021-22 Actual	2020-21 Actual	Notes
<b>Strategic Enabler #2: EMPOWER PEOPLE AND TEAMS</b>					
1. Percentage of staff that have been at organization 5+ years	60%	Note 2	72.1%	62.5%	
2. Percentage of staff with Performance Development and Learning Plans	95%	Note 2	Note 2	94.4%	
3. Percentage of staff who engaged in 1+ professional development activities within the year	95%	Note 2	Note 2	94.4%	
4. <b>OPS Employee Survey</b> (positive or negative variance between Ontario Creates and OPS results on Employee Engagement Survey - when issued)					
a) Engagement Index	+9.0	+4.7	N/A	+7.4	
b) Inclusion Index	+5.0	+0.8	N/A	+4.6	
c) Performance Barriers	+8.0	N/A	N/A	+13.3	
d) Independence & Innovation	+1.0	+2.1	N/A	+1.0	Note 7
e) Learning & Development	+10.0	N/A	N/A	+7.9	
f) Leadership Practices - Directors/Senior Managers	+10.0	+2.9	N/A	+11.0	
g) Quality of Service	+8.0	N/A	N/A	+8.0	Note 7
h) Organizational Communication	+14.0	N/A	N/A	+14.3	
i) Survey Response Rate	+25.0	+32.0	N/A	+29.0	

Key Performance Indicator	2022-23 Target	2022-23 Actual	2021-22 Actual	2020-21 Actual	Notes
<b>COVID-19 Tracking Measures</b>					
a) Number of investment commitments that were modified to reflect new COVID-19 related priorities	N/A	N/A	129	391	
b) Dollars committed to COVID-19 health and safety measures	N/A	\$1,000,000	\$989,619	New for 2021-22	



**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) Ontario Creates Client Satisfaction Survey was issued in 2017-18. Surveys are issued approximately every five years.
- (4) Results for 2019-20 are not comparable to previous years due to a reduction in funding beginning in 2019-20 (from a \$15M fund to \$7M) before year-end review of the program which was relaunched in 2020-21 as the Ontario Music Investment Fund with different program parameters from the former OMF.
- (5) Changed from previously used measure, which was proportion of newly Confirmed projects/Projects scouting in a given quarter.
- (6) Results not yet final due to final report extensions provided in recognition of activity cancellations or delays due to COVID-19 restrictions.
- (7) Results not yet available, baseline results from survey, not directly comparable to future years.



## Financial Performance

	2022-23 (\$ 000)		
	Business Plan	Actual	Variance
TOTAL REVENUE	38,843	41,675	2,832
TOTAL EXPENDITURES	40,839	42,121	1,282
Net Surplus (Deficit)	-1,996	-446	1,550

The Business Plan deficit reflected a decision to use unrestricted net assets strategically for certain time-limited initiatives. The Ministry of Tourism, Culture and Sport is the principal source of agency revenue (86%). The remaining portion is self-generated and is the source of the positive variance, made up of investment income, tax credit administration fees, prior year grants rescinded/recovered, return of investment under assistance programs and other recoveries.

Total expenditures were higher than in the Business Plan and were mainly related to an increase in the one-time strategic initiatives approved in the annual budget, sourced partly from unrestricted net assets, and increasing investment income due to rising interest rates. Grants and other program and operating expenditures performed well against Business Plan assumptions.



# 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 26, 2023.

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.

The Ontario Media Development Corporation operates as Ontario Creates. The agency'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 & Chief Executive Officer



**Raina Wells**  
Director, Business Affairs and Research

September 26, 2023





Office of the Auditor General of Ontario  
Bureau du vérificateur général 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 (operating as Ontario Creates), which comprise the statement of financial position as at March 31, 2023, 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 Ontario Creates as at March 31, 2023 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 Ontario Creates 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 Ontario Creates' ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless Ontario Creates either intends to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing Ontario Creates' financial reporting process.

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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 Ontario Creates' 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 Ontario Creates' 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 Ontario Creates 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 26, 2023

Jeremy Blair, CPA, CA, LPA  
Acting Assistant Auditor General



# Statement of Financial Position

As at March 31, 2023

	2023 (\$ 000)	2022 (\$ 000)
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents (Note 3)	20,797	25,987
Short-term investments (Note 3)	5,639	4,977
Accounts receivable	112	65
Accrued interest	133	15
Prepaid expenses	45	34
	<u>26,726</u>	<u>31,078</u>
Capital assets (Note 4)	189	219
Total Assets	<u><b>26,915</b></u>	<u><b>31,297</b></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued liabilities (Note 5)	20,387	24,168
Deferred Contribution (Note 6)	16	206
	<u>20,403</u>	<u>24,374</u>
Deferred Capital Contribution (Note 7)	100	-
Accrued Employee Benefits Obligation (Note 11b)	603	668
Total Liabilities	<u>21,106</u>	<u>25,042</u>
<b>NET ASSETS</b>		
Invested in capital assets	189	219
Unrestricted	5,620	6,036
Total Net Assets	<u>5,809</u>	<u>6,255</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u><b>26,915</b></u>	<u><b>31,297</b></u>
<b>COMMITMENTS (Note 10)</b>		
<b>CONTINGENCIES (Note 12)</b>		

The accompanying notes are an integral part of these statements.

Approved on behalf of the Board:



Chair



Member, Audit Committee



# Statement of Operations

For the Year Ended March 31, 2023

	2023 (\$ 000)	2022 (\$ 000)
<b>REVENUE</b>		
Province of Ontario – Operating Grant	28,512	28,512
Province of Ontario – Ontario Music Investment Fund Grant (Note 6)	7,190	6,948
Tax credit administrative fees	3,414	3,014
Prior year grants rescinded/recovered (Note 9)	572	717
Return of investment under assistance programs	509	501
Interest	1,211	87
Other	267	173
	<u>41,675</u>	<u>39,952</u>
<b>EXPENSES</b>		
Ontario Music Investment Fund	6,461	6,296
Industry Development Initiatives	13,849	13,855
Operating Expenses (Note 8)	11,263	11,112
Interactive Digital Media Fund	9,035	8,916
Toronto International Film Festival Group Grants	1,285	1,255
Research Initiatives	228	307
	<u>42,121</u>	<u>41,741</u>
<b>Deficiency of revenue over expenses</b>	<u><b>(446)</b></u>	<u><b>(1,789)</b></u>

The accompanying notes are an integral part of these statements.

# Statement of Changes in Net Assets

For the Year Ended March 31, 2023

	2023 (\$ 000)			2022 (\$ 000)
	Invested in Capital Assets	Unrestricted	Total	Total
Net assets, beginning of year	219	6,036	6,255	8,044
Deficiency of revenues over expenses	(172)	(274)	(446)	(1,789)
Invested in capital assets during the year	142	(142)	-	-
<b>Net assets, end of year</b>	<u><b>189</b></u>	<u><b>5,620</b></u>	<u><b>5,809</b></u>	<u><b>6,255</b></u>

The accompanying notes are an integral part of these statements.



# Statement of Cash Flows

For the Year Ended March 31, 2023

	<b>2023</b> (\$ 000)	<b>2022</b> (\$ 000)
<b>Operating Activities</b>		
(Deficiency) of revenues over expenses	(446)	(1,789)
Amortization of capital assets	172	263
	<u>(274)</u>	<u>(1,526)</u>
<b>Changes in non-cash balances</b>		
Accounts receivable	(47)	3,776
Prepaid expenses	(11)	8
Accrued interest	(118)	(11)
Accounts Payable and accrued liabilities	(3,781)	(486)
Deferred contribution	(190)	52
Deferred capital contribution	100	-
Accrued employee benefits obligation	(65)	(37)
	<u>(4,112)</u>	<u>3,302</u>
<b>Net cash (used)/provided by operating activities</b>	<b>(4,386)</b>	<b>1,776</b>
<b>Capital Activity</b>		
Purchase of capital assets	(142)	(167)
	<u>(142)</u>	<u>(167)</u>
<b>Net cash (used) in capital activity</b>	<b>(142)</b>	<b>(167)</b>
<b>Investing Activities</b>		
Purchase of short-term investments	28,843	29,080
Proceeds from short-term investments	(29,505)	(29,564)
	<u>(662)</u>	<u>(484)</u>
<b>Net cash (used) in investing activities</b>	<b>(662)</b>	<b>(484)</b>
<b>Net (decrease) increase in cash during the year</b>	<b>(5,190)</b>	<b>1,125</b>
<b>Cash and cash equivalents, beginning of year</b>	<u>25,987</u>	<u>24,862</u>
<b>Cash and cash equivalents, end of year</b>	<u><b>20,797</b></u>	<u><b>25,987</b></u>
<b>Cash and cash equivalents are represented by:</b>		
Cash	272	2,519
Cash equivalents	20,525	23,468

The accompanying notes are an integral part of these statements.



# Notes to Financial Statements

March 31, 2023

## 1. BACKGROUND

The Ontario Media Development Corporation (the "Corporation"), operating as Ontario Creates, is an agency of the Ministry of Tourism, Sport and Culture of the Province 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.

## 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).

The net assets of the Corporation are presented and accounted for as follows:

- unrestricted - includes the cumulative net assets of operating revenue over expenditures; and
- invested in capital assets - represents the net investment in the Corporation's capital assets. Amounts required for the purchase of capital assets are transferred from unrestricted net assets to invested in capital assets.

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

### (a) Revenue Recognition

The Corporation follows the deferral method of accounting for contributions:

- Restricted contributions from the Province or other organizations, are recognized in revenue in the year the related expenses are incurred;
- Unrestricted contributions are recognized as revenue when received or receivable if the amounts can be reasonably estimated and collection is reasonably assured; and
- Contributions restricted for the purchase of capital assets are deferred and amortized into revenue over the same period of the related capital asset.

Tax credit administrative fees are recognized when earned, which is 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.

Interest is recognized as revenue when earned.

### (b) Cash and Cash Equivalents

Cash and cash equivalents include 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.

### (c) Short-term Investments

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



# Notes to Financial Statements

March 31, 2023

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

### (d) Grants and Advances

Grants and 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 advances to be rescinded or recovered. Grants and advances approved in prior years that are rescinded or recovered in the year are recorded net of the allowance in the Statement of Operations.

### (e) 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
Leasehold Improvements	5 years

### (f) 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.

### (g) Financial Instruments

The Corporation's financial instruments which consist of cash and cash equivalents, short term investments, accounts receivable, accounts payable and accrued liabilities 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.

### (h) Contributed Services

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

### (i) 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, allowance for rescinded grants, and accounts payable and accrued liabilities.



# Notes to Financial Statements

March 31, 2023

## 3. FINANCIAL INSTRUMENTS AND RISK

**Interest Rate Risk** –interest rate risk is inherent in investments due to fluctuations in interest rates. The Corporation's exposure to 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 \$20.525 million (2022 - \$23.468 million) of bankers' acceptances from Canadian chartered banks with interest rates ranging from 4.37% - 4.75% (2022 - 0.38% - 0.81%). Short-term investments of \$5.639 million (2022 - \$4.977 million) consist of bearer deposit notes from Canadian chartered banks with interest rates ranging from 4.69% - 4.75% (2022 - provincial treasury bill with an interest rate of 1.15%).

**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. Over 90% of the Accounts payable and accrued liabilities are payable to recipients, which are generally paid within the next fiscal year.

There have been no significant changes to the risk exposure from 2022.

## 4. CAPITAL ASSETS

	2023			2022
	Cost (\$ 000)	Accumulated Amortization (\$ 000)	Net Book Value (\$ 000)	Net Book Value (\$ 000)
Equipment and Office Equipment	156	102	54	44
Computer Hardware	57	50	7	20
Computer Software	409	285	124	150
Leasehold Improvements	8	4	4	5
	<b>630</b>	<b>441</b>	<b>189</b>	<b>219</b>



# Notes to Financial Statements

March 31, 2023

## 5. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

The accounts payable and accrued liabilities relate to the Corporation's normal business transactions with third-party vendors, which are subject to standard commercial terms. Grants and advances are recorded in the year that the Corporation approves the grant, net of an allowance for rescinded grants. Payroll liabilities include salaries, wages and other employee benefits.

	<b>2023</b> (\$ 000)	<b>2022</b> (\$ 000)
Accounts payable and accrued liabilities	448	673
Grants and advances	19,967	23,593
Allowance for rescinded grants	(650)	(825)
Payroll liabilities	622	727
	<b>20,387</b>	<b>24,168</b>

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

	<b>2023</b> (\$ 000)	<b>2022</b> (\$ 000)
Ontario Music Investment Fund	100	100
Industry Development Initiatives	550	725
	<b>650</b>	<b>825</b>

## 6. DEFERRED CONTRIBUTION

Deferred contributions represent unspent externally restricted grants received from the Province for the Ontario Music Investment Fund. Changes in Deferred Contributions are as follows:

	<b>2023</b> (\$ 000)	<b>2022</b> (\$ 000)
Balance, beginning of year	206	154
Add: amounts received during the year	7,000	7,000
Less: amounts recognized as revenue in the year	(7,190)	(6,948)
Balance, end of year	<b>16</b>	<b>206</b>

Revenue recognized for the Ontario Music Investment Fund includes \$6.461 million (2022 - \$6.296 million) in grants, and \$0.729 million (2022 - \$0.652 million) in net Operating expenses after accounting for grants rescinded/recovered in the year.



# Notes to Financial Statements

March 31, 2023

## 7. DEFERRED CAPITAL CONTRIBUTION

Deferred capital contributions represent unspent externally restricted grants received from the Province for the Ontario Onwards Acceleration Fund. Changes in deferred capital contributions are as follows:

	<b>2023</b> (\$ 000)	<b>2022</b> (\$ 000)
Balance, beginning of year	-	-
Add: amounts received during the year	100	-
Less: amounts recognized as revenue in the year	-	-
Balance, end of year	<b>100</b>	<b>-</b>

## 8. OPERATING EXPENSES

	<b>2023</b> (\$ 000)	<b>2022</b> (\$ 000)
<b><u>Salaries, wages and benefits</u></b>		
Tax credit administration	2,736	2,892
Industry development	2,556	2,610
Business affairs and research	1,641	1,595
Other	722	904
	<b>7,655</b>	<b>8,001</b>
<b><u>Other operating expenses</u></b>		
Corporate expenses and operations	1,346	1,385
Program Support	1,053	697
Advertising, promotion and publications	372	424
Amortization of capital assets	172	263
Consulting Services	483	341
Travel	182	1
	<b>11,263</b>	<b>11,112</b>



# Notes to Financial Statements

March 31, 2023

## 9. PRIOR YEAR GRANTS RESCINDED/RECOVERED

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

	<b>2023</b> (\$ 000)	<b>2022</b> (\$ 000)
Amounts received during the year	1,397	1,402
Less: prior year allowance	(825)	(685)
	<b>572</b>	<b>717</b>

Rescinded/recovered amounts during the year were as follows:

	<b>2023</b> (\$ 000)	<b>2022</b> (\$ 000)
Ontario Music Investment Fund	87	150
Industry Development Initiatives	1,310	1,252
	<b>1,397</b>	<b>1,402</b>

## 10. COMMITMENTS

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

	<b>(\$ 000)</b>
2024	255
	<b>255</b>

The premises lease was renewed commencing on November 1, 2018 and expiring on October 31, 2023. The premises lease is held by the Ministry of Infrastructure. Infrastructure Ontario (a related party) is currently in negotiations for an eighteen month extension to April 30, 2025. The Corporation is committed to future minimum payments for its premises lease of \$251,000. The Corporation's proportionate share of realty taxes and operating expenses amounted to \$351,000 during 2023 (2022 – \$473,000). Infrastructure Ontario makes the lease payments to the landlord, and is subsequently reimbursed by the Corporation. The Corporation is committed to future minimum payments totalling \$4,000 under its operating leases for office equipment which expire in the next year. Extensions for the expiring operating leases are currently in negotiation.



# Notes to Financial Statements

March 31, 2023

## 11. 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 \$557,000 (2022 - \$620,000) are included in operating expenses in the Statement of Operations.

### (b) ACCRUED EMPLOYEE BENEFITS OBLIGATION

The accrued employee benefit obligation includes severance and banked vacation entitlements. The changes in the assumptions for these entitlements resulted in a decrease of \$65,000 (2022 – decrease of \$38,000) to salaries, wages and benefits, which are recorded in Operating Expenses. The assumptions used are as follows: discount rate of 3.53% (2022 – 2.30%); and estimated average years to retirement of 8.1 years (2022 – 7.35 years). Due to the curtailment of the plan in 2015, no assumption of wage and salary escalation was used. 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.

## 12. CONTINGENCIES

Contingencies refer to legal claims that have been made against the Corporation, the ultimate outcome of which cannot be predicted. 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.

A number of unions challenged the legality of Protecting a Sustainable Public Sector for Future Generations Act, 2019 (the Act or Bill 124), which limited public sector wage increases to 1% per year for a three-year moderation period. The Superior Court of Justice, in a decision issued November 29, 2022, held that the Act violated the applicants' right to freedom of association under section 2(d) of the Canadian Charter of Rights and Freedoms by interfering with collective bargaining rights. As a result, it was declared to be "void and of no effect". The Ontario government has appealed the Superior Court's decision. The likelihood, timing or extent of any potential liability is uncertain at this time.

## 13. COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform to the basis of the financial statement presentation adopted in the current year.



# Supplemental Information (unaudited)

The following chart illustrates that 92.2% of OMDC's expenditures for the year ended March 31, 2023 are program-related.

Expenditure Breakdown For the Year ended March 31, 2023	Corporate (\$ 000)	Program Related (\$ 000)	2023 Total (\$ 000)
<b>Direct Support</b>	-	30,858	30,858
<b>Operating Expenses:</b>			
Salaries, Wages and Benefits	1,786	5,869	7,655
Corporate Expenses and Operations	978	368	1,346
Consulting Services	166	317	483
Amortization of Capital Assets	36	137	173
Advertising, Promotion & Publications	308	64	372
Program Support	-	1,053	1,053
Travel	15	166	181
<b>Total Expenditures</b>	<b>3,289</b>	<b>38,832</b>	<b>42,121</b>
<b>% of total</b>	<b>7.8%</b>	<b>92.2%</b>	<b>100.0%</b>





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