



Ontario
Media
Development
Corporation

OMDC

ANNUAL REPORT 2017 | 2018

#ONcreates



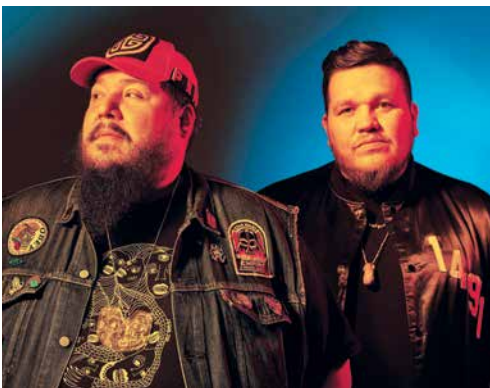
OMDC's mission is to be a catalyst for economic development in Ontario's creative industries through investment, promotion and facilitation of innovation and collaboration, both domestically and internationally. As a government agency, we work collaboratively with our private and public sector partners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

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Cover images, clockwise from left:

Pop singer Iskwé, *Letterkenny*, *The Sweetest One*, *Tulipani*,
Dash Quest Heroes, *The Shape of Water*, Jeremy Dutcher



HIGHLIGHTS



\$7 BILLION CONTRIBUTION TO ONTARIO'S GDP
From OMDC-supported creative media industries*



57,000+ JOBS
Created by OMDC-supported creative media industries*



175:1 ROI FROM OMDC EXPORT FUND
Export Fund recipients reported earning sales of more than \$300 million – \$175 for every dollar invested by OMDC



7.4 MILLION UNITS OF MUSIC RECORDINGS SOLD
The Ontario Music Fund has supported domestic music recording sales of 7.4 million units



LEVERAGED \$18 FOR EACH TAX CREDIT DOLLAR INVESTED
Each tax credit dollar leveraged more than \$18 in additional production/product spending



346 FOREIGN MARKETS
OMDC supported nearly 200 companies to make 837 trips and attend 346 foreign markets

*Source: Statistics Canada, 2016

From top: The team behind *The Handmaid's Tale* celebrates eight Emmy Award wins (photo: Robert Ascroft); Numismatic's videogame *Light Fingers*; Juno Award winners A Tribe Called Red; and National Magazine Award winner *Maclean's*

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

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

MESSAGE FROM THE CHAIR



OMDC Chair
Mark Sakamoto

The Honourable Michael Tibollo
Minister of Tourism, Culture and Sport

Dear Minister Tibollo,

On behalf of the Board of Directors of the Ontario Media Development Corporation (OMDC), I am pleased to submit our 2017-2018 Annual Report.

It was a remarkable year in which Ontario's creative content thrived at home and basked in the international spotlight.

Ontario's music industry continues to be number one in Canada and a phenomenon around the world. Alessia Cara won the award for best new artist at the 60th Annual Grammy Awards. Shawn Mendes became the first artist to have three number-one songs on Billboard's Adult Contemporary chart before turning 20. The Weeknd was 2017's seventh best-selling artist worldwide, according to the International Federation of the Phonographic Industry. OMDC's Ontario Music Fund has played a small, but important, role in helping these artists on their amazing upward trajectories.

Feature film *The Shape of Water* won more than 100 international prizes – among them four Academy Awards, including the trophy for best motion picture and one for its Canadian production-design team. Its director, Mexican-born Guillermo del Toro, has shot his last three movies in Ontario, working nearly exclusively with local crews.

The Breadwinner – a coproduction among Toronto's Aircraft Pictures and Irish and Luxembourg partners – received Academy Award and Golden Globe nominations for best animated feature and won the Annie Award for best independent animated feature. It's based on Deborah Ellis' book of the same title that was optioned out of the OMDC's From Page to Screen initiative.

The Hulu drama *The Handmaid's Tale*, based on the novel by Toronto writer Margaret Atwood, shoots in various cities in the Province and has garnered widespread acclaim. In two seasons it has racked up 10 Primetime Emmy Awards, including outstanding drama series.

These successes are a testament to Ontario's incredible content, locations and production capacity. We're delivering a perfect mix of talent, business-friendly environment, competitive financial incentives and government support that helps create high-quality shows that are enjoyed and celebrated around the world. Last year saw production volumes of \$1.6 billion and nearly 33,000 jobs supported in this vital sector.

Good news can also be found in the rapidly growing interactive digital media (IDM) sector, which contributed \$2.7 billion to Ontario's GDP in 2016, according to Statistics Canada. Ontario IDM companies recently reported projected growth of 44% in salaried employees over the next two years, and annual industry revenue growth of 61%, according to the Interactive Ontario report *Measuring Success*.

They also cited access to public funding as the top determinant for growth. These companies are led by innovative, creative and savvy entrepreneurs who have made the Province a world leader in the sector, and in the following pages you will find examples of how OMDC support has helped Ontario IDM content succeed across Canada and in the international marketplace.

OMDC was proud to host the 30th Anniversary Trillium Book Awards, Ontario's premier prize in literature celebrating excellence in prose and poetry in both of Canada's official languages. The lead-up to this milestone gala included Author Readings in Ottawa – a bilingual event – and in Toronto, both featuring past award finalists.

I hope you will find that the results highlighted in this report demonstrate once again the valuable economic and social impact of Ontario's creative industries as well as the important impact of the Government's investment through OMDC.

Sincerely,

A handwritten signature in black ink, appearing to be 'MS' or similar, representing Mark Sakamoto.

Mark Sakamoto
Chair

MESSAGE FROM THE PRESIDENT & CHIEF EXECUTIVE OFFICER



OMDC President & CEO
Karen Thorne-Stone

It has been an exciting time for OMDC, which has completed the first year of our five-year Strategic Plan. We are focusing our resources on stimulating growth, employment and promotion in Ontario's creative industries, and remain dedicated to facilitating innovation and collaboration, both domestically and on the international stage. Throughout this document you will find many examples of how our plan is succeeding.

Our Strategic Plan included a commitment to revisit OMDC's branding, and we have worked hard to engage with stakeholders to ensure a bold and compelling new look. To ensure we are both compliant with our accessibility obligations and well-aligned with the leading-edge industries we support, we have re-imagined our brand positioning ahead of its unveiling in September 2018. We are building on OMDC's strong track record for driving growth in the creative industries and for providing tools that allow these businesses to thrive in a very competitive marketplace.

It is crucial that these goals be achieved through companies that provide safe and respectful workplaces. OMDC has assumed a strong leadership position in this regard, starting with ensuring our own organization adheres to these standards and by requiring our industry stakeholders to do the same.

We are also taking a leadership role in advancing opportunities for members of diverse communities and are working towards improving their representation in both the companies and projects supported through OMDC.

And so we launched the Diversity Enhancement as part of the OMDC Film Fund. This initiative provides additional funding to films showcasing diversity in their story, talent or creative teams. Early results are highly encouraging. In its first cycle, diversity proposals were included in 61% of applications, and funding was awarded to 10 of 15 successful films in our Production stream and 9 out of 10 in Development. We look forward to seeing these projects on screens in the years ahead.

We also look forward to expanding this focus to our other programs. We have incorporated the same principles in all our funds to encourage proposals that include elements of diversity and ultimately to ensure content and companies that are more representative of Ontario's population – an approach that makes good business sense.

OMDC is proud of the strong results delivered by Ontario's creative industries and companies over the past year, as well as the role that our programs played in that success. We see great potential for continued growth and remain committed to lead, connect and grow these vital business sectors. We are grateful for the confidence the Government of Ontario places in us and for the efforts of our Board and staff towards enabling Ontario's creative industries to make a significant contribution to the Province's economy.

Sincerely,

A handwritten signature in black ink, appearing to read 'Karen Thorne-Stone'.

Karen Thorne-Stone
President & CEO

OMDC STRATEGIC PLAN

Early in fiscal 2017-18, OMDC released a new Strategic Plan outlining our framework for 2017-18 through 2021-22.

VISION

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



FILM & TELEVISION

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

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

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



^
The feature *Falls Around Her*, produced by Basweve Films and The Film Farm and starring Tantoo Cardinal, benefited from the OMDC Film Fund Diversity Enhancement

New

Diversity Enhancement

The **Diversity Enhancement** – launched in 2017-18 as part of the OMDC Film Fund – provides an additional \$4.5M over three fiscal years to films that meet the provincial definition of diversity, encompassing: 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 are also considered.

OMDC Film Fund

\$5.8M
INVESTED

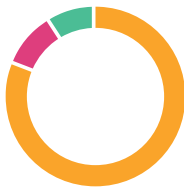
45
PROJECTS SUPPORTED

\$24.62
ADDITIONAL PRODUCTION
FINANCING GENERATED FOR
EVERY DOLLAR INVESTED

10,477
WEEKS OF WORK FROM
PROJECTS FUNDED

Film and TV Production Activity in Ontario for the 2017 Calendar Year

Domestic Production by Format



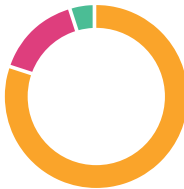
■ **Television series¹:**
\$622,700,000

■ **Feature film:**
\$80,600,000

■ **TV movies, miniseries,
specials, pilots²:**
\$69,600,000

Total:
\$772,900,000

Foreign Production by Format



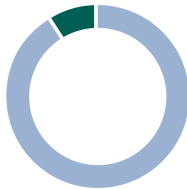
■ **Television series¹:**
\$653,300,000

■ **Feature film:**
\$121,900,000

■ **TV movies, miniseries,
specials, pilots²:**
\$46,300,000

Total:
\$821,600,000

Live Action vs. Animation



■ **Live action:**
\$1,456,700,000

■ **Animation:**
\$137,600,000

Total:
\$1,594,300,000

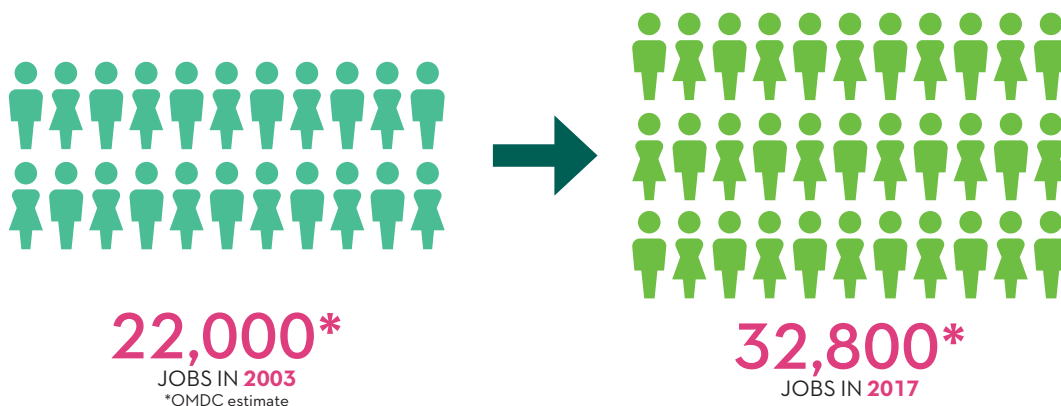
Data represents expenditures of all productions using OMDC-administered incentives and services. Data does not include television commercials, corporate videos, music videos, or broadcaster in-house production. Figures include live action and animated production. Data reflects the production expenditures in Ontario during the year and does not always reflect the total budgets of the projects. There may be productions that shot in Ontario that are not included in these totals due to the timing of project applications.

All dollar figures are in millions of Canadian dollars. Dollar figures have not been adjusted for inflation.
Totals may not add due to rounding
¹ The number of television series does not include cycles which began production in the previous year.
² Productions with fewer than six episodes.

2017: ANOTHER STRONG YEAR FOR ONTARIO FILM AND TELEVISION PRODUCTION

Ontario's film and television production industry accounted for approximately 32,800 full-time direct and spin-off jobs in 2017 and contributed \$1.6 billion to the economy, stimulated by substantial provincial investment and a highly skilled local workforce.

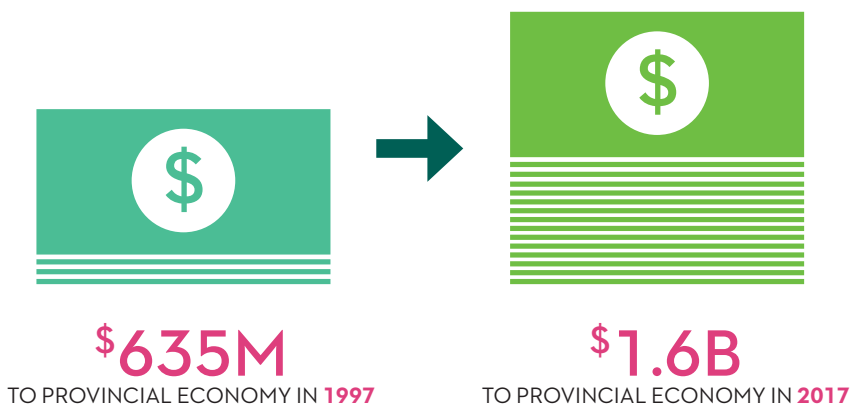
FILM AND TELEVISION PRODUCTION ACCOUNTED FOR



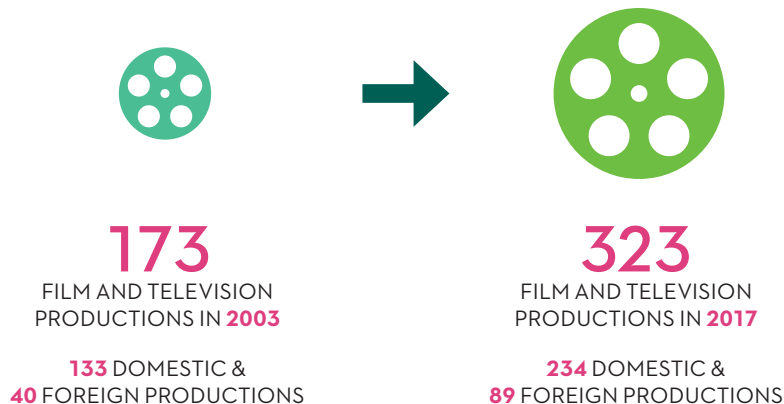
FILM AND TELEVISION PRODUCTION CONTRIBUTED

\$1B+

IT WAS THE SEVENTH CONSECUTIVE YEAR THAT FILM AND TV PRODUCTIONS SUPPORTED BY THE PROVINCE CONTRIBUTED MORE THAN \$1 BILLION TO ONTARIO'S ECONOMY



FILM AND TELEVISION PRODUCTIONS

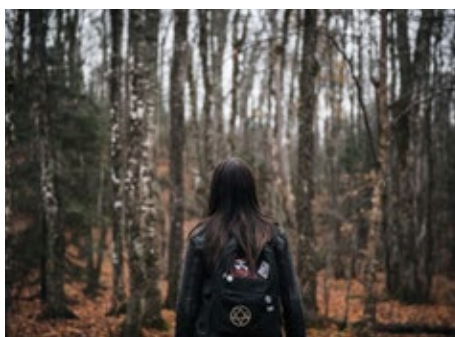




THE NUMBERS OF DOMESTIC AND FOREIGN PRODUCTIONS THAT SHOT IN ONTARIO WERE UP 4% AND 13%, RESPECTIVELY, OVER THE PREVIOUS YEAR

ONTARIO FILMMAKERS AT TIFF 2017

Productions supported through the OMDC Film Fund that screened at the 2017 Toronto International Film Festival (September 7-17), include, clockwise, from top: *Don't Talk to Irene*, *Indian Horse*, *Tulipani*, *Pyewacket* and *Long Time Running*.



< The Breadwinner

The Breadwinner, supported by the Film Fund, also screened at TIFF. Adapted from the award-winning book by Deborah Ellis and published by Ontario's Groundwood Books, the animated Canada/Ireland/Luxembourg coproduction garnered Oscar® and Golden Globe nominations for best animated feature, an Annie Award for best independent animated feature, four Canadian Screen Awards, and was picked best animated film by the Los Angeles Critics Association.

OMDC at TIFF 2017 >

Celebrate Ontario, OMDC's 11th annual salute to Ontario films and filmmakers at TIFF, was held at The Carlu on September 8. More than 1,000 guests attended the event.



Nicholas de Pencier and Jennifer Baichwal, directors of *Long Time Running*, attend Celebrate Ontario



The documentary *What Walaa Wants*, directed by Christy Garland, tells the story of a young woman in the Palestinian Security Forces. The Denmark/Canada coproduction received support from the OMDC Film Fund, including the Diversity Enhancement. It was nominated for best documentary at the Berlinale, won the Special Jury Prize for Canadian Feature Documentary at Hot Docs, and the AOL Charitable Foundation Award from the Gucci Tribeca Documentary Fund.



The OMDC Film Fund supported *What Walaa Wants* at a crucial moment when options were limited and we needed to finish the film in time to premiere at Berlinale 2018. The OMDC's funding also demonstrates to all our international partners there is support for POV documentary in Canada."

– Matt Code, founding partner, Wildling Pictures, and producer, *What Walaa Wants*



Producers Jörg S. Tittel and Alex Helfrecht from the U.K.'s Oiffy at the International Film Financing Forum

INTERNATIONAL CO-PRODUCTION

ON the International Stage

Through **Export Fund - Film and TV**, OMDC supported 102 film and television companies to embark on 507 business trips, including attendance at 180 international markets.

At the **Cannes International Film Festival** (May 17-28, 2017), OMDC co-hosted an Ontario event with the Toronto International Film Festival attended by 700 delegates and hosted an international networking dinner for producers and a lunch attended by alumni of the **Producers Lab Toronto** program, which wrapped up in 2016. OMDC staff met with stakeholders from New Zealand, Germany, India, U.K. and Norway. Canada was the **European Film Market's** Country in Focus at the 2018 Berlin International Film Festival (Feb. 15-25) and OMDC attended with more than 50 Ontario producers to work on global business development goals. It also hosted a dinner for Ontario producers and their international guests.

Bringing Ontario, Canadian and international film producers together with international financiers, the 12th annual **International Film Financing Forum (IFF)** took place Sept. 10-11 during TIFF. Thirty-nine feature-film project teams from Australia, Egypt, Germany, Ireland, Israel, Luxembourg, New Zealand, Serbia, South Africa, Sweden, the U.S. and the U.K. participated along with more than 30 international industry executives. Brokered one-on-one meetings resulted in more than 550 leads for producers.

At the 2018 **Kidscreen Summit** in Miami (Feb. 12-15), OMDC organized a breakfast with Canadian and Chinese producers in association with the Consulate General of Canada in Shanghai and the Trade Commissioner Service, and had a presence at the Canada Stand and supported the Canada networking event. Other initiatives sent producers to the **Nordic Co-production and Finance Market** in Haugesund, Norway, the **Production Finance Market** in London, U.K., and **Film Bazaar** in Goa, India. OMDC also sent one writer/producer team to the **eQuinox Screenwriters' Workshop** in Munich, Germany.

ONTARIO AT THE CANADIAN SCREEN AWARDS

Ontario shone brightly at the 2018 Canadian Screen Awards, held in Toronto in March to honour achievements in film, television and digital media production. The featured CSA-winning projects were supported by the OMDC.

The team behind Ontario/Newfoundland/Ireland co-pro *Maudie* celebrates seven CSAs, including best motion picture. From left: director Aisling Walsh, producers Mary Young Leckie and Bob Cooper, costume designer Trysha Bakker, producers Heather Haldane and Mary Sexton. > Photo: ACCT/George Pimentel



The Space We Hold

National Film Board of Canada | Cult Leader

Best Original Interactive Production:

Patricia Lee, Tiffany Hsiung, Christopher Kang, David Oppenheim



League of Exotique Dancers

documentary Channel (CBC) | Storyline Entertainment

Barbara Sears Award for Best Visual Research: Erin Chisolm



Where the Universe Sings: The Spiritual Journey of Lawren Harris

TVO | White Pine Pictures

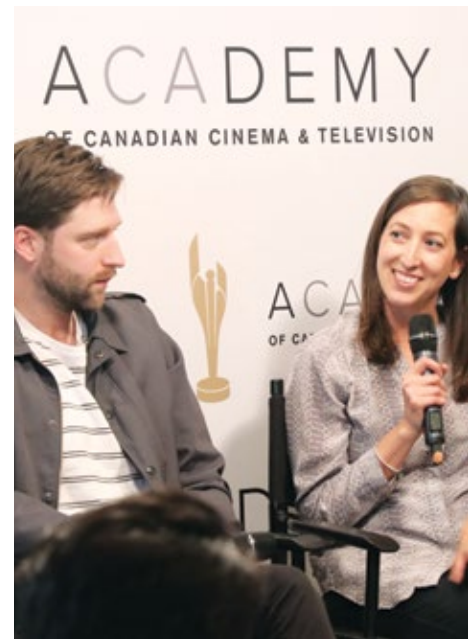
Best Sound, Non-Fiction: Sanjay Mehta, Ian Rodness, Steve Blair, Dustin Harris



Save Me

CBC.ca | iThentic

Best Actress, Web Program or Series: Emma Hunter



Canadian Screen Week

OMDC sponsored **Canadian Screen Week** (CSW) (March 5-11) with programming that included the launch of the OMDC-sponsored Academy Talks program *The Audience*, which includes five panel sessions over the course of the year. Above: Matt King, founder and co-president, LaRue Entertainment, and Jessica La Grassa, manager of sales, home entertainment and ancillary, Mongrel Media, participate in "The Long Tail Model," the first of these, which kicked off during CSW.

ONTARIO FILM COMMISSION



Locations Library

The fully refreshed OMDC Locations Library website launched in November with enhanced functionality, providing image galleries of locally shooting productions and highlighting key information about the Film Commission's services, Ontario's production and post-production sectors, competitive financial incentives, creative talent, infrastructure and news:
<https://digitallibrary.omdc.on.ca>



257,021
IMAGES



9,267
LOCATION PORTFOLIOS



31,583
DATABASE VISITS



Director Guillermo del Toro and Ontario producer J. Miles Dale celebrate four Oscar® wins for *The Shape of Water*. The Ontario-shot movie contributed more than \$20 million to the provincial economy through equipment purchases, visual effects and the employment of more than 1,500 Ontarians.



The *Shape of Water* is an Ontario film in virtually every sense. The Ontario Film Commission was integral to finding our unique locations, world-class crews and special effects teams. So for us, Ontario is a one-stop jurisdiction."

– J. Miles Dale, Producer, *The Shape of Water*

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

The Commission also provides complimentary location scouting and facilitation services to producers considering the province for shooting and post-production. OMDC's film consultants take projects from script to screen through the creation of bespoke location packages using one of the industry's most comprehensive digital photo libraries.

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

Promoting Ontario

In July, the Film Commission hosted a **Visual Effects Familiarization Tour** in Ontario for 10 leading L.A.-based post-production supervisors to strengthen ties with domestic VFX vendors and post-production facilities. The Tour included studio visits and a VFX showcase at TIFF Bell Lightbox.

OMDC and Telefilm Canada co-hosted a stand at the 2017 **Toronto International Film Festival's** Industry Centre to promote Ontario as a leading production jurisdiction to international decision-makers and to provide a hub where Ontario stakeholders could schedule meetings with international delegates.

In November, Ontario Film Commissioner Justin Cutler attended the **American Film Market**, where he organized meetings between key production and financing decision-makers and Ontario producers with a mutual interest in cross-border co-ventures. More than 100 business leads were created.

Cultural Industries Ontario North and the Film Commission delivered a **locations scouting workshop** in Sudbury in January to strengthen the talent pool of scouts across the north, providing participants with the necessary skills to approach and photograph locations and update the OMDC's Locations Database.

ONTARIO FILM & TV PRODUCTION ON THE WORLD STAGE



150

FILM AND TV PRODUCTIONS
DIRECTLY SUPPORTED BY
THE FILM COMMISSION'S
SCOUTING SERVICE

216

PRODUCTION LEADS
TO WHICH THE L.A.
OFFICE CONTRIBUTED

\$953M

CUMULATIVE VALUE
OF THESE PROJECTS

Clockwise, from top left:

Kin, It, Stockholm, Star Trek: Discovery, American Gods, Cardinal (courtesy of CTV), The Shape of Water, The Handmaid's Tale, Letterkenny



INTERACTIVE DIGITAL MEDIA



OMDC IDM FUND

136

PROJECTS SUPPORTED

\$8.9M
INVESTED

12,485

WEEKS OF WORK FROM
PROJECTS FUNDED

Supporting Interactive Digital Media

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

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

IDM Fund: Global Market Development supported 50 companies to undertake 183 trips, including attendance at 97 international markets.

IDM Fund: Marketing Support provided funds towards marketing efforts for 22 IDM Fund: Production supported projects.

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

New

In 2017-18, the OMDC launched **IDM Fund Futures**, an initiative designed to teach business, marketing, and pitching skills to up-and-coming digital-media creators and those transitioning to digital from traditional screen content. Artscape, WIFT-T, Hand Eye Society, and Interactive Ontario ran the courses. Twenty-four companies completed the work and were fast-tracked to IDM Fund eligibility, and three companies were awarded grants from OMDC for early-stage development work.

There are 877 IDM companies in Ontario, according to *Measuring Success*, a 2017 study by Interactive Ontario. In 2016, Ontario's IDM industry contributed nearly \$2.7 billion to the province's GDP and employed nearly 20,000 people. Video game industry expenditures nearly doubled to \$522 million in 2017 from \$265 million in 2015, and the number of jobs in that sector increased 52% to 3,800.



The IDM Fund-supported interactive digital media series *Kristal Clear*, created by Amanda Fahey, tells the story of an internet celebrity and "selfie queen" (Melanie Leishman) who reunites with her estranged identical twin after she wakes to discover she's invisible. The show's accolades include winning best series and comedy actress at the 2018 HollyWeb Festival.

Programming and attendance at key industry events

OMDC supported **TOJam 12** (May 5-7, 2017), where international game developers gather for a three-day game-making binge at George Brown College. The TOJam website allows the public to try one of the 78 games created by the 450 participants.

OMDC supported **T.O. WebFest** (May 25-27), which offers panels and workshops, screenings, installations, awards and special events geared at web-series creators. OMDC partnered on WebFest Connect, a facilitated networking event where independent creators and producers can book business meetings with industry professionals.

OMDC supported eight Ontario companies to attend **Gamescom 2017** (August 22-26) in Cologne, Germany. Canada was the feature country on display in the business area. The Canada Pavilion provided meeting tables and a demo station including a corner reserved for Ontario companies.

OMDC was lead supporter of Interactive Ontario's flagship **iVentures 2017** conference (Oct 26-27), which featured international speakers and guests. The 10th anniversary edition expanded the event to function as a marketplace for ideas across all forms of interactive digital media.

OMDC supported more than 35 Ontario companies to attend the **Game Developers Conference** (March 19-23, 2018) in San Francisco. OMDC hosted a booth in the GDC Play section where Ontario developers could demo their games, and held a networking event for Ontario producers and international distributors and media.

AWARD-WINNING INTERACTIVE PROJECTS

Numismatic's *Light Fingers* won a Best in Play award at the 2018 Game Developers Conference. Played on a magical clockworks game board, the turn-based multiplayer game features real-time action and the chance to trick opponents in order to secure more loot. The game was also the judge's Best of the MIX top pick at the inaugural MIX (Media Indie Exchange) event in Seattle.

“

The IDM Fund allowed us to build the team of talented local individuals who brought *Light Fingers* to life and afforded us the opportunity to showcase this product at the largest trade shows and conferences. This support has let us realize our vision for the game while putting us on track to building a sustainable business.”

– Hubert Bibrowski, founder, Numismatic



Lightning Rod Games' OMDC-supported *A Fold Apart* was a Best in Play award winner at the 2018 Game Developers Conference. The 3D puzzle game explores the emotional struggles of a long-distance relationship through folding paper.



Future Immersive's *Furious Seas*, backed by OMDC, won a Best in Play award at the 2018 Game Developers Conference. The experience takes the user on virtual reality pirate-ship battles on the high seas.

IDM SUCCESS STORIES



^

In *Graceful Explosion Machine*, the player pilots a fighter ship through uncharted planets, battling an alien armada to find a way home. Supported by IDM Fund: Production, the game from Vertex Pop debuted in April 2017 as one of the first indies on Nintendo Switch – on which it has sold more than 50,000 copies – and was later released on the PlayStation 4 and Steam platforms to critical acclaim, as evidenced by a Metascore of 77 on Metacritic.

“

OMDC has enabled Vertex Pop to hire incredibly talented creative professionals, create videogames with world-class production values and gameplay, and build a sustainable business.”

– Mobeen Fikree, CEO and designer/programmer, Vertex Pop



^

Tiny Titan Studios' *Dash Quest Heroes*, available on Android and iOS and capturing the spirit of RPG adventure classics from the 16-bit era, has reached more than 1.6 million downloads/players in six months and has been Apple's Game of the Day in the U.K. and other countries.

“

The OMDC was paramount in the successful development and launch of Dash Quest Heroes. Its generous support helped us realize our ideal production quality and feature-set for players to truly enjoy that nostalgic experience.”

– Jeff Evans, CEO and founder, Tiny Titan Studios

MUSIC

Ontario is Canada's key music hub. According to Statistics Canada, Ontario's sound-recording and music-publishing industries contributed nearly \$380 million to the Province's GDP and employed more than 4,600 people in 2016. Ontario record producers and distributors generate an estimated 79% of the Canadian industry total and annually pay \$37.7 million in employee salaries, wages and benefits. It is estimated that live music companies in Ontario generate upwards of \$600 million annually.

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

Supporting Music

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

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

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

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



Jeremy Dutcher



With support from OMF and the Music Futures program, I was able to grow my small business exponentially quicker than I ever could have alone, and was able to release my first solo record on my terms. These milestones are essential in beginning to build my audiences over the next couple of years."

– Jeremy Dutcher

Industry Results after 4 Years of OMF Support

7.4M
UNITS SOLD OF
OMF-SUPPORTED
MUSIC RECORDINGS

\$21M
IN BUSINESS DEALS
FROM EXPORT MISSIONS
AND B2B MEETINGS

7M
ATTENDANCE FOR LIVE MUSIC
EVENTS FEATURING 6,000
PERFORMANCES BY
ONTARIO ARTISTS

OMF-SUPPORTED ARTISTS WIN AT 2018 JUNO AWARDS

Juno Week, including the 47th Annual Juno Awards, took place in Vancouver March 19-25, 2018. The Ontario Music Office and OMDC facilitated discussion tables as part of a gender parity workshop organized by Women in Music Canada.

Ontario artists enjoyed another strong showing at the awards ceremonies. The featured OMF-supported performers won prizes. Pictured, below, clockwise from top left: Lights, A Tribe Called Red, The Glorious Sons, The Beaches, James Barker Band, Gord Downie and Kevin Drew, Bruce Cockburn, Alvvays and Shawn Mendes.

“

2017 was Linus Group's most successful year in terms of sales revenue, export growth and awards, including Juno Awards for Bruce Cockburn and Buffy Sainte-Marie. The Ontario Music Fund has made us more competitive in a fast-changing cultural sector. With over 50% of our sales from outside Canada, it is clear the world appreciates our artists.”

— Geoff Kulawick, President,
True North Records/Linus Entertainment



Linus Group artist Buffy Sainte-Marie



OMF AT MAJOR MUSIC INDUSTRY EVENTS

The OMF-supported **Canadian Music Week** (Apr. 18-23, 2017) brought the global music industry to Toronto and provided an opportunity for artists and industry professionals from Ontario, the rest of Canada and more than 40 other countries to showcase their talents and do business. OMF-supported activities included the International Music Summit, International Marketplace, Live Touring Summit, Live Music Industry Awards, and Fan Fest. The OMDC also hosted a panel on gender parity.

On November 22, 2017, the OMO hosted **Music Makes It**, OMDC's music and screen-based business development event. Two hundred fifteen eight-minute B2B meetings were scheduled to connect 29 Ontario music companies with 27 Ontario screen-based content creators, followed by a networking exercise.

The 2017 **Megaphono Music Conference and Festival** in Ottawa was supported through the Music Industry Development program. Seventy recording artists were showcased, including 55 from Ontario. International delegates from the U.K., U.S. and Iceland attended. Of surveyed artists, 100% agreed Megaphono was beneficial to their music career with outcomes including new bookings, contacts, and business relationships.



Canadian Music Week panel on gender parity. From left: Marina Adam (OMDC), Alka Sharma (Folk Music Ontario), Erin Benjamin (Music Canada Live), Julien Paquin (Paquin Artists Agency) and Tim Arnold (U.K.-based musician)



Representatives from music and screen-based content companies network at Music Makes It



Voices of Freedom Festival featuring internationally renowned, award-winning soprano Measha Brueggergosman performing "Songs of Freedom" with Wycliffe Gordon, the Songs of Freedom band and Laura Secord Secondary School Concert Choir, on September 29, 2017. Photo: Alex Heidbuechel

International Business Development/Export

The OMF supports international export trade missions around the world that create business opportunities for Ontario music companies.

The OMDC works with various industry partners to deliver targeted B2B activities and showcase talent. In 2017-18, these included:

- **Americana Music Festival and Conference** trade mission
Nashville, TN
- **CIMA business and music tech mission**
San Francisco, CA
- **OMDC pre-Grammy music and screen B2B event**
New York, NY
- **Fluvial Music Festival & Conference** trade mission
Valdivia, Chile
- **The Great Escape: The Festival for New Music**
Brighton, U.K.
- **CIMA Music Japan Business and Showcase Mission**
Tokyo, Japan
- **PRS Foundation's U.K. launch of Keychange gender parity initiative** (OMDC partnership)
London, U.K.
- **Reeperbahn Festival** (Canada was country of focus in 2017; OMDC hosted an international networking reception featuring a music and IDM activation)
Hamburg, Germany
- **SXSW** (international networking reception)
Austin, TX
- **WOMEX: The World Music Expo**
Katowice, Poland

Live Music

Ontario is home to some of Canada's best concerts and music festivals, and OMF support can be found in live music events across the province. The renowned *Live at Massey Hall* series features some of Canada's and Ontario's best talent, while family-friendly Riverfest Elora and the eclectic Bravo Niagara! Festival of the Arts feature global artists as well as musical acts from Ontario's diverse talent pool. Since 2013, nearly seven million people have attended OMF-supported live music events featuring more than 6,000 performances by Ontario artists.

BOOKS

Ontario is home to Canada's largest book-publishing industry with annual operating revenues of \$1.1 billion (as of 2016), representing 67% the national total. Ontario publishers account for nearly \$257 million, or 68%, of national wages, salaries and benefits. The Ontario book publishing sector contributes more than \$500 million to Ontario's GDP and employs nearly 6,500 people.

OMDC Book Fund

\$2.4M
INVESTED

33
PROJECTS SUPPORTED

\$2.85
IN SALES EARNED FOR EVERY
DOLLAR INVESTED

Supporting Book Publishing

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

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

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

New

In June 2017, the OMDC launched the **Canadian Books in Ontario Schools Fund**. The program supports publishers to create learning materials for established works of Canadian literature and collective marketing activities that will raise awareness among education professionals about Canadian titles suitable for use in their classrooms.

Business Development/Export

The **Export Fund - Book** supported 34 publishers to embark on 147 trips, including attendance at 69 key markets and fairs around the world. These included the **Frankfurt Book Fair** (October 11-15, 2017) and **Bologna Children's Book Fair** (March 26-29, 2018), at which OMDC supported networking dinners. OMDC also facilitated networking opportunities on the show floor in Frankfurt.

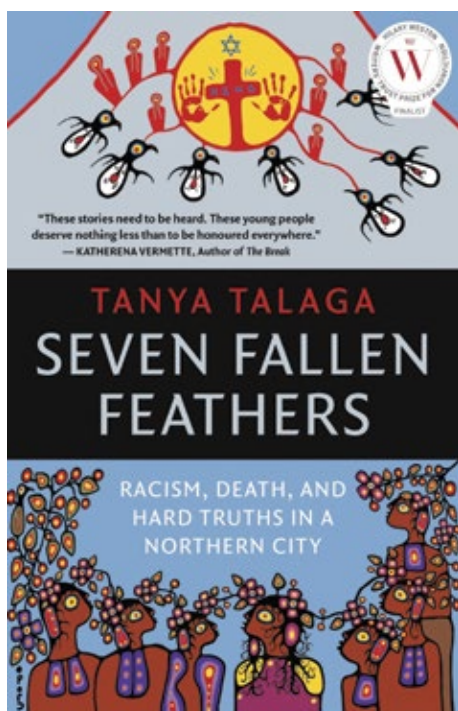
Canada will be Guest of Honour at the 2020 Frankfurt Book Fair. In March OMDC supported **Road Map to Frankfurt 2020: Building Your Rights Business**, a one-day conference that helped Ontario publishers prepare for and maximize their opportunities at the fair. Publishing experts from around the world, including Germany, provided key insights to Ontario publishers.

OMDC supported the **25e Salon du Livre de Toronto** (Nov. 29-Dec. 2, 2017), which serves as a focal point for the Francophone community and publishing industry in French-speaking Canada. More than 100 publishers and distributors participated, and the fair was coupled with a Francophone literary festival.

Top Grade, an initiative of the Association of Canadian Publishers, benefited from the OMDC's Industry Development Program. It supports children's publishers in promoting their books directly to school library decision-makers through the shipment of sample copies, promotional pieces, and other teaching resources. Sixteen Ontario publishers participated.

Success story: *Seven Fallen Feathers*

Written by investigative journalist Tanya Talaga and published by House of Anansi Press, *Seven Fallen Feathers* delves into the tragedies that befell seven Indigenous youth in Thunder Bay, Ontario, and contextualizes these stories within Canada's long struggle with human rights violations against Indigenous communities. The book was a finalist for the Hilary Weston Writers' Trust Prize for Nonfiction, the BC National Award for Canadian Non-fiction and the Speaker's Book Award. It won the RBC Taylor Prize and the Shaughnessy Cohen Prize for Political Writing.



PROMOTING ONTARIO AUTHORS

Success story: ECW Press

Michael Barclay's *The Never-Ending Present: The Story of Gord Downie and The Tragically Hip*, published by Toronto's ECW Press, was a national bestseller for non-fiction and spawned an audiobook narrated by TV personality George Stroumboulopoulos and published by Audible Studios. David Caron, co-publisher of ECW Press, has committed to recording 100 Canadian audiobooks from 21 small publishers using Canadian voice talent provided by ACTRA. The project is funded by OMDC.



Participants at the 30th Anniversary Trillium Book Award Author Readings in Toronto on April 25, 2017: Nino Ricci (*Testament*), Adam Sol (*Crowd of Sounds*), Soraya Peerbaye (*Tell: poems for a girlhood*), Kate Cayley (*How You Were Born*), Wayson Choy (*All That Matters*), Damian Rogers (*Dear Leader*), Robert Hough (*The Man Who Saved Henry Morgan*) and Matthew Tierney (*Probably Inevitable*)



Participants at the 30th Anniversary Trillium Book Award Author Readings in Ottawa on May 3, 2017. Front row: Ian Brown (*The Boy in the Moon*), Éric Charlebois (*Centrifuge*), Maureen Scott Harris (*Drowning Lessons*), Michèle Vinet (*Jeudi Novembre*), Véronique-Marie Kaye (*Marjorie Chalifoux*), Sonia Lamontagne (*À tire d'ailes*), Serge Denis (*Social-démocratie et mouvements ouvriers*), Daniel Castillo Durante (*La passion des nomades*). Back row: Phil Hall (*Killdeer*), Brecken Hancock (*Broom, Broom*), Michèle Matteau (*Cognac et Porto*), Souvankham Thammavongsa (*Light*), Mark Frutkin (*Fabrizio's Return*), Jean Mohsen Fahmy (*L'Agonie des dieux*), Daniel Groleau Landry (*Rêver au réel*), Tina Charlebois (*Poils lisses*), Antonio D'Alfonso (*Un vendredi du mois d'août*).

Authors in the Spotlight

At the **Toronto International Festival of Authors** (Oct. 19-29, 2017), OMDC supported the International Visitors Programme – which looks to strengthen links between Canadian and international publishers as well as promote Canadian writers – and hosted a networking lunch for Ontario and international publishers.

The **OLA (Ontario Library Association) Super Conference** (Jan. 31 - Feb. 3, 2018), held in Toronto, features the country's largest library tradeshow. OMDC supported the Ontario Book Publishers Organization with a pavilion space at which 25 member-publishers displayed their books.

The OMDC's final two **Author Readings** – celebrating the 30th Anniversary Trillium Book Awards – were held on April 25 and May 3, 2017 in Toronto and Ottawa, respectively. The bilingual Ottawa reading involved 18 authors and the Toronto event featured eight authors.

The **30th Anniversary Trillium Book Awards** shortlist was announced on May 9, 2017 and a public reading was held on June 19 in Toronto featuring readings from all 17 finalists.

THE 30TH ANNIVERSARY TRILLIUM BOOK AWARDS

OMDC is proud to present the Trillium Book Award, Ontario's premiere prize in literature celebrating the province's diverse writing talent for the past 30 years. Established to honour excellence in prose and poetry in both of Canada's official languages, the award is open to books in any genre. This has meant a rich, diverse range of fiction and non-fiction titles have appeared on the annual shortlist. This year was no different.

On June 20, 2017, OMDC President and CEO Karen Thorne-Stone, OMDC Chair Mark Sakamoto and emcee Heather Hiscox from CBC News Network hosted the Toronto awards ceremony, during which the 2017 Trillium Book Award winners were announced. The OMDC awarded more than \$75,000 in prizes to the winning authors and publishers. These included:



Trillium Book Award in English language
Melanie Mah
The Sweetest One
(Cormorant Books)



Trillium Book Award in French language
Jean Boisjoli
La mesure du temps
(Éditions Prise de parole)



Trillium Book Award for Poetry in English language
Meaghan Strimas
Yes or Nope
(Mansfield Press)



Trillium Book Award for Children's Literature in French language
Pierre-Luc Bélanger
Ski, Blanche et avalanche
(Éditions David)



172M

MEDIA IMPRESSIONS FOR
THE 2017 TRILLIUM BOOK AWARDS
(A 273% INCREASE OVER 2016)



“

OMDC is proud to support the publishers of this year's winners and we thank them for the important contribution they make to ensuring the success of their authors and to the stellar reputation of Ontario's billion-dollar publishing industry.”

– Mark Sakamoto, Chair, Ontario Media Development Corporation

^

Trillium Book Award winners Melanie Mah, Pierre-Luc Bélanger, Meaghan Strimas and Jean Boisjoli

MAGAZINES

Canada's magazine sector includes consumer and business-to-business (B2B) publications with content distributed both in print and digitally via a variety of web and mobile channels. Ontario has the country's largest magazine media industry, generating \$935 million in operating revenues in 2015, accounting for 58% of the national total. Ontario's periodical publishing sector contributed nearly \$460 million to the province's GDP and employed more than 6,000 people in 2016. Publishers pay more than \$297 million annually in salaries and benefits.



Supporting Magazine Media

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



OMDC hosted a welcome networking event for Ontario and international publishers at the FIPP World Congress (Oct. 9-11, 2017) magazine media event in London, U.K. Front row: Matthew Holmes, Magazines Canada; Barbara Zatyko, Magazines Canada; Scott Jamieson, Annex Business Media. Middle row: Rosetta Heckhausen, *Applied Arts*; Alysa Procida, *Inuit Art Quarterly*; Suzanne Trudel, Alberta Magazine Publishers Association; Jacqueline Loch, St. Joseph Media; Natalie Milne, Maple Media. Back row: David Topping, St. Joseph Media; Melony Ward, Canada's History; Erin Creasey, OMDC; John Intini, Rogers Media; Charles Grandmont, *l'actualité*; Leah Sandals, *Canadian Art*; Jaime Lipowitz, Ideon Media; Jennifer Varkonyi, *Maisonneuve*.

Outreach and International Business Development

The Magazine Fund delivers strategic support for international business development. In 2017-18, publishers Municipal World, Media Matters, Annex Publishing and Graphic Arts were supported in attending a variety of international business, skills and sales development events.

OMDC supported key events including: the **2017 MagNet Conference** (Apr. 25-28, 2017), Magazines Canada's best-practices event **Showcasing Success** (Nov. 2); and **Magazines in a Digital World** (Mar. 29, 2018), a presentation of Interactive Ontario and Magazines Canada.

OMDC presented information on the Magazine Fund at Magazines Canada's sixth annual **Business Media Summit** (Jan. 22-23, 2018) in King City.



Success Story: Canadian Art's "In the Studio"

The video "In the Studio with Kent Monkman" was nominated for Best Online Video (Short) at the 2018 Digital Publishing Awards. *Canadian Art* was the only cultural publication nominated in this category. Videos in the series have been viewed more than 370,000 times. Image: Byron Chan

OMDC Magazine Fund

46

COMPANIES SUPPORTED

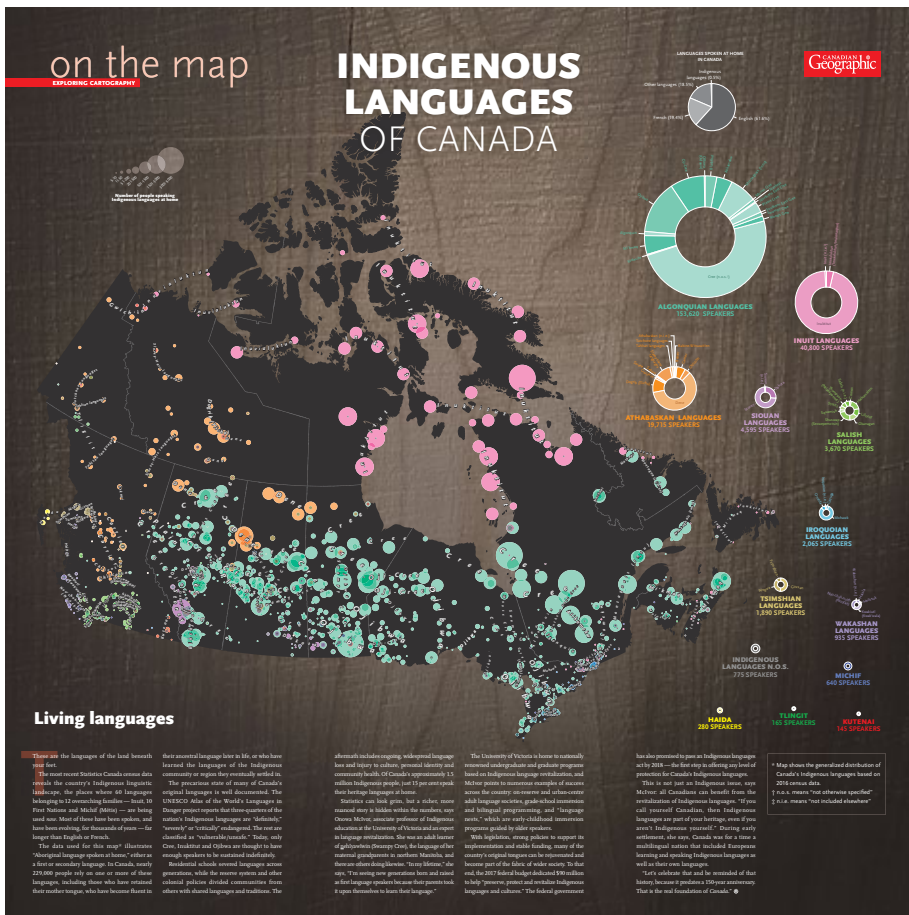
\$2M

INVESTED

\$3.5M

TOTAL PROJECT BUDGETS

AWARD-WINNING PUBLICATIONS



Ontario magazines took home prizes at Masthead's 2017 Canadian Online Publishing Awards, presented on November 14. Winners include *Canadian Art*, *SavvyMom.ca* and *Cottage Life*. Above: Legion Magazine won gold for its interactive website *Cold Comfort*. Legion also won for Independent Publisher of the year.

The National Magazine Awards Foundation presented the winners of its 41st annual **National Magazine Awards** at a gala on June 1, 2018 honouring the previous year's print and digital publications. Winning OMDC-supported publications include *Canadian Geographic*, the *Literary Review of Canada*, *Toronto Life* and *The Walrus*. Above: *Canadian Geographic*'s "Indigenous Languages of Canada Poster Map" won Gold for One of a Kind Storytelling.



Success Story: Bay Street Bull

This special women's edition of *Bay Street Bull* was distributed with *The Globe and Mail* and earned more than \$100,000 in revenue, helping the magazine grow its frequency from four to five issues annually, open up an advertising category, and further establish itself as a thought leader in the professional luxury marketplace.



Success Story: Escapism

Twenty Two Media Group launched *Escapism* magazine to provide quality travel content to Toronto readers. The first issue had a distribution of 50,000 copies, generating \$176,000 in revenue and two full-time jobs.

CROSS-SECTOR COLLABORATION

From Page to Screen

On February 28, 2018 OMDC hosted the 11th annual From Page To Screen, a one-day B2B event promoting screen adaptations of Canadian books by matching 24 publishers with 45 screen producers. Six option deals came out of From Page to Screen in 2017-18. The Academy Award-nominated *The Breadwinner* was optioned out of an earlier edition of the event.

OMDC hosted its first **Content Exchange** on January 16, 2018, attended by 45 executives and decision-makers from all OMDC sectors to share ideas and develop cross-sector business opportunities. The day featured one-on-one meetings, two roundtable sessions and a keynote from Indigenous comedian and broadcaster Candy Palmater.



Crystal Sikma (Coach House Books) speaks with production company Clique Pictures' Aicha Diop and Lauren Grant at From Page to Screen



Content Exchange



Panelists from the Oct. 20, 2017 "Going Global" session of the Digital Dialogue Breakfast Series: Global Affairs Canada's Jeffrey Crossman, Big Coat Media's Maria Armstrong, Owlkids Books' Karen Boersma and DHX Media's Anne Loi



**Digital Dialogue
Breakfast Series**
available ONLINE

The Digital Dialogue Breakfast Series is a year-round forum for conversation among leaders in media, culture and technology. Five sessions were held in 2017-18 in Toronto, Sudbury and Kitchener-Waterloo and can be accessed as podcasts on the OMDC website and through the OMDC Talks iTunes channel and on the Player FM app available through Google Play.

Bringing together and educating the industry

On June 15-16, 2017, OMDC offered a **Digital Marketing Workshop** for film production and IDM companies eligible for marketing and distribution support, providing them with tools to increase marketplace discoverability of their OMDC-supported projects.

OMDC sponsored a new program called **OMDC Presents One-to-One Pitch Sessions at CMPA's Prime Time in Ottawa** (Jan. 31-Feb. 2). Also at the conference, Women in View launched the OMDC-funded toolkit *MediaPLUS+: women + diversity= the big picture*.

Online activity



1.1M
TOTAL REACH IMPRESSIONS
ON TWITTER



623K
PAGE VIEWS ON
OMDC WEBSITE



495K
POST IMPRESSIONS
ON FACEBOOK



12K
VIDEO VIEWS
ON YOUTUBE

BUSINESS & MARKET INTELLIGENCE

\$122K
INVESTED

4

APPLICATIONS SUPPORTED

16K

UNIQUE VIEWS OF INDUSTRY
PROFILES ON OMDC WEBSITE

2.8K

UNIQUE VISITORS TO ONLINE
RESEARCH LIBRARY



Interactive Ontario's *A Diversity & Inclusion Toolkit for the Interactive Digital Media Industry*

OMDC engages in business intelligence activities in three ways: commissioning or undertaking its own research; providing funding to industry organizations through the Business Intelligence Program; and collecting and curating third-party studies to add to the Online Research Library. Together, these activities leverage funding and capacity in the industry to generate timely and relevant information with a relatively small investment by OMDC.

These activities provide a significant, measurable benefit to Ontario's creative media industries and government and academic stakeholders, ensuring Ontario maintains a presence in national initiatives and is internationally competitive. The activities are aimed at enhancing business intelligence for Ontario companies to successfully navigate the rapidly changing environment, to inform OMDC's program design, and ensure the strategic and high-impact investment of funding.



Women in View's *MediaPLUS+*:
women + diversity = the big picture

Industry-led Research

OMDC-funded research studies released in 2017-18 include:

1. *MediaPLUS+: women + diversity = the big picture* (Women in View)
2. *Canadian Ebooks in Public Libraries: A Gap Analysis Report on Trends and Issues in Ebook Collection Practices* (eBOUND Canada)
3. *A Diversity & Inclusion Toolkit for the Interactive Digital Media Industry* (Interactive Ontario)
4. *Toronto Videogame Database (TOVGDB)* (The Hand Eye Society)
5. *Use of Canadian Books in Ontario Public and Catholic Intermediate and Secondary English Departments: Results of a Survey of Teachers of Grades 7 through 12* (Ontario Book Publishers Organization)
6. *Pulse on VR: A Workflow and Ecosystem Study* (Canadian Film Centre)
7. *Digital Trends and Initiatives in Education: The Changing Landscape for Canadian Content* (Association of Canadian Publishers)
8. *Magazine Industry Paid Internship Study* (Magazines Canada)
9. *An Assessment of Northern Ontario's Film & Television Production Infrastructure* (Cultural Industries Ontario North)

ONTARIO'S CULTURAL MEDIA TAX CREDITS

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

\$14B

Total Project Value

\$747M

Estimated Value of Tax Credits

2,361

Products/Productions Received

3,047

Products/Productions Reviewed

2,639

Products/Productions Certified

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.

ONTARIO SOUND RECORDING TAX CREDIT (OSRTC)*

A 20 per cent refundable tax credit on eligible expenditures to produce and market sound recordings by Canadian artists, available to Ontario-based Canadian corporations.

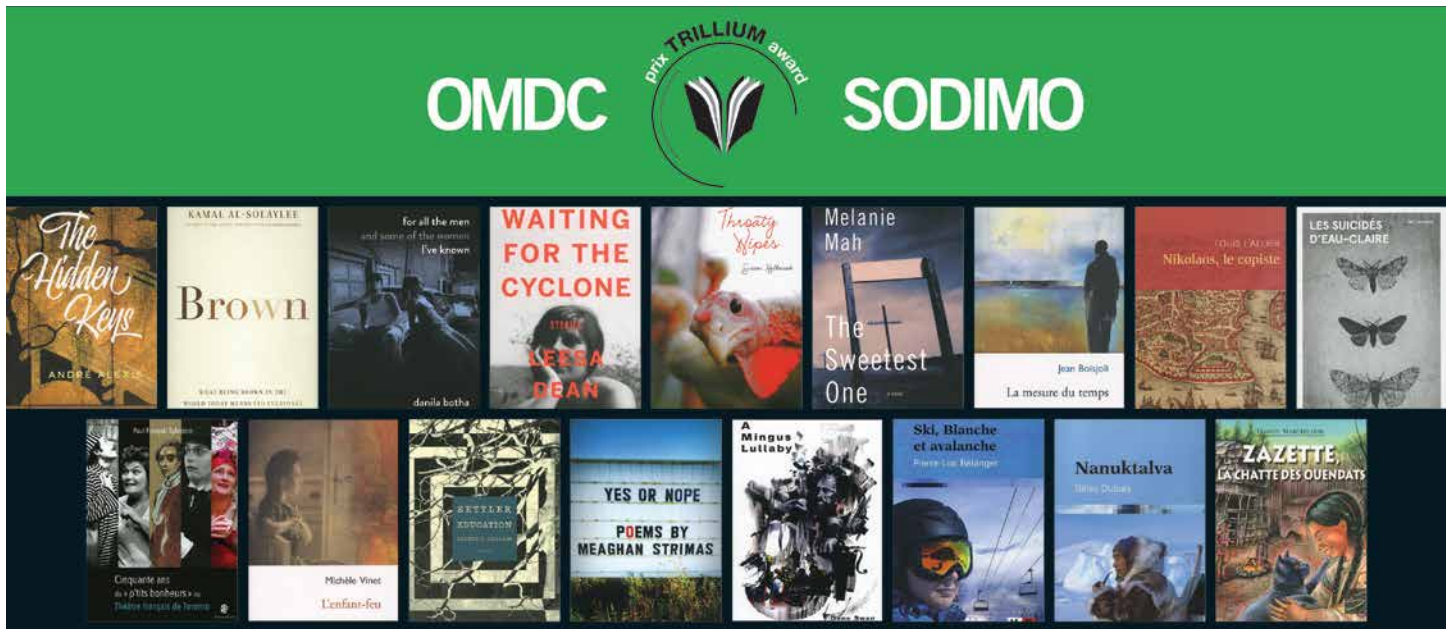
*The Provincial Budget of 2015 announced that the OSRTC would be discontinued. A company may still claim the OSRTC for sound recordings that commenced before April 23, 2015 but can only calculate the tax credit on expenditures incurred before May 1, 2016.

Tax Credit Statistics for 2017-18

Tax Credit	Products / Productions Received	Products / Productions Reviewed	Eligible Products / Productions Certified	Total Value of Estimated Tax Credits	Project Value
OFTTC	292	371	356	\$250,599,648	\$1,542,553,042
OPSTC	200	252	248	\$318,824,687	\$11,613,510,228
OCASE	270	610	551	\$62,497,906	\$549,508,142
OIDMTC	1136	1187	876	\$111,490,049	\$330,751,618
OBPTC	437	588	579	\$3,523,737	\$12,120,831
OSRTC	26	39	29	\$184,119	\$1,113,374
Total	2,361	3,047	2,639	\$747,120,147	\$14,049,557,234

OCASE and OIDMTC applications are based on the applicant's fiscal year of activity and may include multiple productions. Up to 3 OSRTC certificates for each fiscal year are issued for each recording. Total Value of Estimated Tax Credits reflects certificates issued in the fiscal year, NOT production activity in that period.

30TH TRILLIUM BOOK AWARDS FINALISTS AND WINNERS



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

* indicates winners

ENGLISH-LANGUAGE FINALISTS FOR THE TRILLIUM BOOK AWARD:

- André Alexis, *The Hidden Keys*, Coach House Books
- Kamal Al-Solaylee, *Brown*, HarperCollins Publishers
- Danila Botha, *For All the Men (and Some of the Women) I've Known*, Tightrope Books
- Leesa Dean, *Waiting for the Cyclone*, Brindle & Glass Publishing
- Susan Holbrook, *Throaty Wipes*, Coach House Books
- Melanie Mah, *The Sweetest One*, Cormorant Books*

FINALISTS FOR THE TRILLIUM BOOK AWARD FOR POETRY IN ENGLISH LANGUAGE:

- Laurie D. Graham, *Settler Education: Poems*, McClelland & Stewart
- Meaghan Strimas, *Yes or Nope*, Mansfield Press*
- Dane Swan, *A Mingus Lullaby*, Guernica Editions

FRENCH-LANGUAGE FINALISTS FOR THE TRILLIUM BOOK AWARD:

- Jean Boisjoli, *La mesure du temps*, Éditions Prise de parole*
- Louis L'Allier, *Nikolaos, le copiste*, Éditions David
- Éric Mathieu, *Les suicidés d'Eau-Claire*, Éditeur La Mèche
- Paul-François Sylvestre, *Cinquante ans de «p'tits bonheurs» au Théâtre français de Toronto*, Éditions du Gref
- Michèle Vinet, *L'enfant-feu*, Éditions Prise de parole

FINALISTS FOR THE TRILLIUM BOOK AWARD FOR CHILDREN'S LITERATURE IN FRENCH LANGUAGE:

- Pierre-Luc Bélanger, *Ski, blanche et avalanche*, Éditions David*
- Gilles Dubois, *Nanuktalva*, Éditions David
- Daniel Marchildon, *Zazette, la chatte des Ouendats*, Soulières Éditeur

2017-18 PROGRAM RECIPIENTS

OMDC Film Fund

In 2017-18, the OMDC Film Fund provided \$5.8 million, supporting 27 production applications and 18 development applications. Every dollar invested generated an additional \$24.62 in production financing for films.

2017-18 OMDC Film Fund – Production – Drama Recipients

- | | |
|--|---|
| 1. Astronaut - Buck Productions Inc. | 9. Noël en boîte - SandBay Entertainment Inc. |
| 2. Brotherhood - Industry Pictures Inc. | 10. The Padre - Darius-Padre Productions Inc. |
| 3. Code 8 - Code 8 Films Inc. | 11. Possessor - Rhombus Media Inc. |
| 4. Falls Around Her - Nite Fall Studios | 12. Rabid - Back 40 Pictures Inc. |
| 5. Lions of the Sea - First Take Entertainment Ltd. | 13. The Rest Of Us - Babe Nation Creations Inc. |
| 6. Mouthpiece - First Generation Media Inc. | 14. Riot Girls - Clique Pictures Inc. |
| 7. Natalie - The Road Back Productions Inc. | 15. The Song of Names - SPF (Songs) Productions Inc. |
| 8. The New Romantic - The New Romantic Inc. | 16. Stranded - Gearshift Films Inc. |

2017-18 OMDC Film Fund – Production – Documentary Recipients

- | | |
|---|---|
| 1. Anne of Africa - Free Spirit Films Inc. | 7. The Shadow of Gold - Kensington Communications Inc. |
| 2. Between Good and Evil - Antica Productions Ltd. | 8. This Is Not a Movie - TINAM, Inc. |
| 3. Carmine Street Guitars - 2523867 Ontario Inc. | 9. Untying the Knot - 1207554 Ontario Inc. |
| 4. The Corporate Coup d'État - White Pine Pictures | 10. What Walaa Wants - What Walaa Wants Productions Inc. |
| 5. House of Invention - DAARR INC. | 11. Woman on the Moon - 1432146 Ontario Ltd. o/a Proximity Films |
| 6. Propaganda: The Art of Selling Lies - Hawkeye Pictures Inc. | |

2017-18 OMDC Film Fund – Development – Drama Recipients

- | | |
|--|---|
| 1. Brooke and Sam - Barn 12 Inc. | 8. The King Tide - Woods Entertainment Canada Inc. |
| 2. Clear Blue - Devonshire Productions Inc. | 9. Laundrymen - IronFlix Inc. |
| 3. Down Low - Viddywell Films Inc. | 10. Operation Red Dog - Hungry Eyes Film & Television Inc. |
| 4. The Edible Woman - Quarterlife Crisis Productions Inc. | 11. Pandora - A71 Productions Inc. |
| 5. Hey 45 - Triptych Media Inc. | 12. The Panicking Fly - The Film Farm Inc. |
| 6. How Black Mothers Say I Love You - Conquering Lion Pictures Inc. | 13. Starring Phil Hartman - Carousel Pictures Inc. |
| 7. Jerusalem - The Quarters - Six Island Productions Inc. | 14. Trust - Gearshift Films Inc. |

2017-18 OMDC Film Fund – Development – Documentary Recipients

- | | |
|--|--|
| 1. Air and Ice - Storyline Entertainment Inc. | 3. Grimm Tales - 1432146 Ontario Ltd. o/a Proximity Films |
| 2. The Corporate Coup d'État - White Pine Pictures Inc. | 4. Subjects of Desire - Hungry Eyes Media Inc. |

OMDC Film Fund Marketing and Distribution Initiative

The OMDC Film Fund Marketing and Distribution Initiative (MDI) assists producers of OMDC Film Fund-supported films with domestic marketing and distribution leading up to and during their releases. The MDI awarded \$185,000 to 10 films that have had theatrical releases.

2017-18 OMDC Film Fund Marketing and Distribution Initiative Recipients

- | | |
|---|--|
| 1. Another Wolf Cop - WC2 Productions Ontario Inc. | 6. Indian Horse - Indian Horse Productions (ON) Inc. |
| 2. The Breadwinner - Breadwinner Canada Inc. | 7. Invisible Heart - TGE Films Inc. |
| 3. Darken - Shaftesbury Darken Inc. | 8. The Man Who Invented Christmas - Bah Humbug Films Inc. |
| 4. Dolphin Man - Storyline Entertainment | 9. Sundowners - Mexican't Productions Inc. |
| 5. Don't Talk to Irene - Don't Talk To Irene Inc. | 10. Take Light - Storyline Entertainment |

OMDC Interactive Digital Media Fund

The 2017-18 IDM Fund invested \$7.7 million in 64 IDM projects with project budgets totaling \$22.5 million, resulting in approximately 12,485 weeks of work for Ontario creators.

2017-18 OMDC Interactive Digital Media Fund – Concept Definition Recipients

- | | |
|--------------------------------|-----------------------------------|
| 1. 2568749 Ontario Ltd. | 15. Little Guy Games Inc. |
| 2. Alientrap Games Inc. | 16. Lofty Sky Entertainment Inc. |
| 3. Astronaught Media Inc. | 17. Massive Damage Inc. |
| 4. Bloom Digital Media Inc. | 18. Metanet Software Inc. |
| 5. Blot Interactive Inc. | 19. Mighty Yell Studios Inc. |
| 6. Breakfall Inc. | 20. Picnic Game Labs Inc. |
| 7. Coyle Digital Inc. | 21. Portfolio Entertainment Inc. |
| 8. Creative Bytes Studios Inc. | 22. Possible Futures Studios Inc. |
| 9. Dualryan Sound Inc. | 23. Rocketship Park |
| 10. EndBoss Inc. | 24. RTR Media Inc. |
| 11. Finish Line Games Inc. | 25. Saloon Media Inc. |
| 12. Havelock Games Inc. | 26. Secret Location Inc. |
| 13. HitGrab Inc. | 27. Splashworks.com Inc. |
| 14. Komi Games Inc. | 28. UDX Interactive Inc. |

2017-18 OMDC Interactive Digital Media Fund – Production Recipients

- | | |
|---------------------------------------|-------------------------------|
| 1. 13AM Games Inc. | 11. DEEP Inc. |
| 2. 1454119 Ontario Ltd. | 12. Falling Squirrel Inc. |
| 3. 2219911 Ontario Inc. | 13. Finish Line Games Inc. |
| 4. Alientrap Games Inc. | 14. Fluxscopic Ltd. |
| 5. Annex Publishing and Printing Inc. | 15. Game Hive Corporation |
| 6. Banger Films Inc. | 16. The Heliconia Press |
| 7. Big Viking Games Inc. | 17. HitGrab Inc. |
| 8. Blue Ant Media Productions Inc. | 18. Jon Remedios Games Inc. |
| 9. Carte Blanche Media Inc. | 19. LaRue Productions Inc. |
| 10. Dark Slope Studios Inc. | 20. Little Robot Friends Inc. |

Continued >

2017-18 OMDC Interactive Digital Media Fund – Production Recipients (Continued)

- | | |
|-----------------------------------|-------------------------------|
| 21. Massive Damage Inc. | 29. Stitch Media Ontario Inc. |
| 22. Media Matters Inc. | 30. Tiny Titan Studios Inc. |
| 23. Occupied VR Inc. | 31. Torn Banner Studios Inc. |
| 24. Pop Sandbox Inc. | 32. Vertex Pop Inc. |
| 25. Power Level Studios Inc. | 33. Vice Studio Canada Inc. |
| 26. Sago Sago Toys Inc. | 34. VR Star Games Inc. |
| 27. Secret Location Inc. | 35. VRGEN Inc. |
| 28. Sinking Ship Interactive Inc. | 36. Yugen Inc. |

OMDC Interactive Digital Media Fund: Global Market Development

The Global Market Development program provided \$468,500 to 50 companies to undertake 183 trips, including attendance at 97 international markets, to participate in activities that support company growth and produce measurable business and market development results.

2017-18 OMDC Interactive Digital Media Fund: Global Market Development Recipients

- | | |
|------------------------------------|----------------------------------|
| 1. 13AM Games Inc. | 26. Magmic Inc. |
| 2. Alientrap Games Inc. | 27. Massive Damage Inc. |
| 3. Benjamin Rivers Inc. | 28. Metanet Software Inc. |
| 4. Big Viking Games Inc. | 29. Mighty Yell Studios Inc. |
| 5. Blot Interactive Inc. | 30. Milkbag Games Inc. |
| 6. Breezin' Thru Inc. | 31. Moonray Studios Inc. |
| 7. Cappybara Games Inc. | 32. N5 Pictures Inc. |
| 8. Clapfoot Inc. | 33. Numismatic Games Corporation |
| 9. Cococucumber Inc. | 34. Phantom Compass Inc. |
| 10. Creative Bytes Studios Inc. | 35. Pop Sandbox Inc. |
| 11. Drinkbox Studios Inc. | 36. Quit Your Day Job Pictures |
| 12. Dualryan Sound Inc. | 37. Radical VR Inc. |
| 13. Finish Line Games Inc. | 38. Red Meat Games Inc. |
| 14. Game Hive Corporation | 39. Reptoid Games Inc. |
| 15. Game Pill Inc. | 40. Rocket 5 Studios Inc. |
| 16. Get Set Games Inc. | 41. Sago Sago Toys Inc. |
| 17. Hop To It Productions Inc. | 42. She Said Films Inc. |
| 18. Household Games Inc. | 43. Splashworks.com Inc. |
| 19. Joydrop Ltd. | 44. Spooky Squid Games Inc. |
| 20. Kristal Clear Productions Inc. | 45. Springbay Studio Ltd. |
| 21. L3O Interactive Inc. | 46. Stitch Media Ontario Inc. |
| 22. LaRue Entertainment Ltd. | 47. Tiny Titan Studios Inc. |
| 23. Laundry Bear Games Inc. | 48. Uken Studios Inc. |
| 24. Lightning Rod Games Inc. | 49. Vertex Pop Inc. |
| 25. Love Conquers All Games Inc. | 50. Vivid Foundry |

OMDC Interactive Digital Media Fund: Marketing Support

Marketing Support provided \$807,820 towards marketing efforts for 22 IDM Fund: Production-supported projects. The program provides funding for marketing activities that will amplify the visibility and financial viability of OMDC-funded interactive digital media projects when they are released or available for sale in the marketplace.

2017-18 OMDC Interactive Digital Media Fund: Marketing Support Recipients

- | | |
|----------------------------------|--|
| 1. 2295344 Ontario Inc. | 12. Massive Damage Inc. |
| 2. AGP 4 Inc. | 13. Media Matters Inc. |
| 3. Banger Films Inc. | 14. Moonray Studios Inc. |
| 4. Cococucumber Inc. | 15. Phantom Compass Inc. |
| 5. EatSleepRIDE Mobile Inc. | 16. Reptoid Games Inc. |
| 6. Fauxhemian Films Inc. | 17. Smoke Labs |
| 7. Ghost BFF Inc. | 18. Snakehead Games Inc. / Les Jeux Tête De Serpent Inc. |
| 8. Household Games Inc. | 19. Splashworks.com Inc. |
| 9. Lofty Sky Entertainment Inc. | 20. Spooky Squid Games Inc. |
| 10. Longbow Digital Arts Inc. | 21. UnLock Math Inc. |
| 11. Marblemedia Interactive Inc. | 22. Verge Magazine Inc. |

Ontario Music Fund

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

Music Company Development

Music Company Development helps music companies based in the province increase recording, production and marketing to boost music sales and support job creation. OMDC awarded 79 grants, representing \$8.1 million with project budgets totaling \$42.2 million.

2017-18 Music Company Development Recipients

Category A – Domestic Music Companies

- | | |
|--|--|
| 1. 2+2 Management Inc. | 12. CCS Rights Management Corp. |
| 2. A Tribe Called Red Inc. | 13. City and Colour |
| 3. Arkells Music Inc. | 14. Coalition Music Inc. |
| 4. Arts & Crafts Productions Inc. | 15. Countermeasure Music Inc. |
| 5. The Baroness Inc. (Sarah Slean) | 16. Cowboy Junkies Inc. |
| 6. Bedlam Music Inc. | 17. Culvert Music Inc. |
| 7. Bedtracks Inc. | 18. Curve Music Inc. |
| 8. Beetle Bomb Music Inc. (Hannah Georgas) | 19. Danko Jones Inc. |
| 9. Black Box Recordings Inc. | 20. Dave Spencer Management Inc. |
| 10. Born Ruffians Inc. | 21. Dine Alone Music Inc. |
| 11. Care of Management Inc. | 22. Dragonette Inc. |
| | 23. Entertainment One Ltd. (eOne Music Canada) |

[Continued >](#)

2017-18 Music Company Development Recipients (Continued)

-
- | | |
|--|--|
| 24. First Things First Entertainment Inc. (Skratch Bastid) | 53. Plaid Shirt Music Inc. (Peter Katz) |
| 25. FullCC Music Group | 54. PUPTheBand Touring Inc. |
| 26. Go Kartz Management Inc. | 55. Purple Hive Entertainment Inc. (LaFab Musique) |
| 27. Good Lovelies Inc. | 56. Q&A Music Rights Administration Inc. |
| 28. Good People Sounds Inc. (Majid Jordan) | 57. RGK Entertainment Group Inc. |
| 29. Grandtheft Music Inc. | 58. Red Brick Music Publishing |
| 30. Hardwood Records Inc. | 59. Royal Crown Records Inc. (Matt Dusk) |
| 31. Hidden Pony Records | 60. Royal Wood Music Inc. |
| 32. Jancar and Associates Inc. | 61. Serenader Source Inc. (Serena Ryder) |
| 33. Johnny Mac Entertainment Inc. | 62. Shauf Songs Inc. (Andy Shauf) |
| 34. Kelp Records Corporation | 63. Silverstein Music Inc. |
| 35. Kingsway Records Inc. | 64. Six Shooter Records Inc. |
| 36. Last Gang Records Inc. | 65. Sleepless Records Inc. |
| 37. The Line Group Inc. (DVSX) | 66. The Slocan Ramblers Ltd. |
| 38. Linus Entertainment Inc. | 67. Sonic Unyon Records Ltd. |
| 39. MacMaster Music Inc. (Natalie MacMaster & Donnell Leahy) | 68. The Stable Music (Shaun Frank) |
| 40. MapleCore Ltd. (Cadence Music Group) | 69. Starfish Entertainment Inc. |
| 41. MDM Recordings Inc. | 70. Straight & Narrow Artist Management Inc. |
| 42. Metric Productions Inc. | 71. The Strumbellas Inc. |
| 43. Mont Royal Records Inc. (Royal Mountain Records) | 72. The Trews Music Inc. |
| 44. Nightmare Management Inc. | 73. Walk off the Earth Entertainment Inc. |
| 45. Ole Media Management (GP) Inc. | 74. Wax Records Inc. |
| 46. Outside Music Inc. | 75. William Robillard Cole Management Inc. |
| 47. Pandynamonium Management Inc. | 76. Zeds Dead Inc. |
| 48. Paper Bag Records Inc. | Category B – Multinational Record Labels |
| 49. Partyomo Ltd. (PartyNextDoor) | 77. Sony Music Entertainment Canada Inc. |
| 50. People's Champ Inc. | 78. Universal Music Canada Inc. |
| 51. Peter Cardinali Productions Inc. (Alma Records) | 79. Warner Music Canada Co. |
| 52. Pirates Blend Records Inc. | |

Music Futures

Music Futures supported 46 grants, awarding \$1.1 million overall with project budgets totaling \$5.7 million.

2017-18 Music Futures Recipients

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

1. Adaline Music
2. Amphis Music (Heather Dale)
3. Boonsdale Records Inc.
4. Burke Music Inc.
5. CLK Creative Works Inc.
6. Comino Productions Inc.
7. Evening Hymns
8. G-THREE
9. Hard. Music Design
10. Hennie Bekker Music Inc.
11. High Priest (Exco Levi)
12. Hot Steam Entertainment (Tasha the Amazon)
13. Howling Turtle Inc. (Julian Taylor Band)
14. Idée Fixe Records Inc.
15. Indoor Recess Inc.
16. Intello-Productions Inc. (Yao)
17. Jeremy Dutcher
18. KL Management
19. Miller & Smith Management
20. Noisemaker Management
21. Northstarr Entertainment Inc. (D.O.)
22. Ocean Records Canada Inc.
23. Passenger Sounds (Madison Violet)

24. Popguru Sound & Vision Ltd.
25. Saimy's Art (Sonia Aimy)
26. Strongman Music Inc. (Steve Strongman)
27. Sunny Jam Records Inc. (Alysha Brilla)
28. Tanika Charles Music
29. Urbnet Communications Inc.
30. Valeo Arts Management Inc.
31. Zed Music Inc.

Category B - Music Promoters/Presenters and Booking Agents

32. Aboriginal Experiences, Arts and Culture (Summer Solstice Indigenous Festival)
33. Bravo Niagara! Festival of the Arts
34. Hey Bear Productions Inc.
35. Jazz Sudbury
36. JKB Communications Inc.
37. Kazoo! Festival
38. Long Winter Music and Arts Festival
39. Music Africa Inc.
40. Neruda Productions for Arts, Culture and Community
41. Rastafest Inc.
42. River & Sky Arts in the Woods
43. RPM Arts
44. SING! The Toronto Vocal Arts Festival
45. Venus Fest Inc.
46. We Live Up Here Urban Arts

Live Music

Live Music awarded 42 grants representing \$3.1 million with project budgets totaling \$27.5 million.

2017-18 Live Music Recipients

1. Arboretum Arts Festival
2. Ashkenaz Foundation
3. Beaches Jazz Festival Society
4. Burlington's Sound of Music Festival Inc.
5. Calabogie Blues and Ribfest Inc.
6. Canadian Country Music Association
7. Canadian Music Week
8. CityFolk Festival
9. The Corporation of Massey Hall and Roy Thomson Hall
10. Embrace Entertainment Inc.
11. Escapade Music Festival
12. Festival Franco Ontarien (2006) Inc.
13. Franco-Fête de la communauté urbaine de Toronto
14. The Guelph Jazz Festival

[Continued >](#)

2017-18 Live Music Recipients (Continued)

-
- | | |
|--|---|
| 15. Hillside Community Festival of Guelph | 29. Northern Lights Festival Boréal |
| 16. Historic Waterdown Arts & Events (ArtsFEST) | 30. NXNE Inc. |
| 17. I Book Shows Inc. | 31. Ontario Festival of Small Halls |
| 18. Indie Week Inc. | 32. Ottawa Bluesfest |
| 19. Jones & Jones Productions Ltd.
(JAMBANA One World Festival) | 33. Ottawa Chamber Music Society |
| 20. Jones Entertainment Group (Rock the Park) | 34. Ottawa Jazz Festival Inc. |
| 21. Live Nation Ontario Concerts, GP | 35. The Paquin Entertainment Group Inc. (Paquin Artists Agency) |
| 22. Lot 18 Productions Inc. (Riverfest Elora) | 36. Small World Music Society |
| 23. Lula Music and Arts Centre | 37. Southside Shuffle Blues and Jazz Festival |
| 24. Manifesto Community Projects Inc. | 38. Spectrasonic |
| 25. Marilyn Gilbert Artists Management Inc. | 39. Supercrawl Productions |
| 26. Mariposa Folk Foundation | 40. Toronto Downtown Jazz Society |
| 27. Music and Beyond Performing Arts | 41. UMA Foundation (desiFEST) |
| 28. Niagara Jazz Festival | 42. Wavelength Music Arts Projects |

Music Industry Development

Music Industry Development supports initiatives that expand skills, business capacity, market share, export sales, and innovation across Ontario's music industry. OMDC awarded 35 grants representing \$2.0 million for project budgets totaling \$8.0 million.

2017-18 Music Industry Development Recipients

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- | | |
|---|--|
| 1. Association des professionnels de la chanson et la musique | 18. Kelp Records Corporation / Ottawa Music Industry Coalition |
| 2. Association for Music and Innovative Arts (Prism Prize) | 19. Manifesto Community Projects Inc. |
| 3. Blue Ant Media Music Inc. (Polaris Music Prize) | 20. Music Canada |
| 4. Canada's Music Incubator Ltd. | 21. Music Canada Live |
| 5. The Canadian Academy of Recording Arts and Sciences | 22. Music Managers Forum Canada |
| 6. Canadian Folk Awards Project | 23. Music Nation Foundation
(Canadian Urban Music Conference) |
| 7. Canadian Independent Music Association | 24. Northstarr Entertainment Inc. (Northern Power Summit) |
| 8. Canadian Independent Music Association / Music Ontario | 25. Ottawa Music Industry Coalition |
| 9. Canadian Music Publishers Association | 26. PhemPhat Entertainment Group (Honey Jam) |
| 10. Canadian Music Week | 27. Rastafest Inc. |
| 11. Canadian Songwriters Hall of Fame | 28. Réseau Ontario des arts de la scène inc. |
| 12. Le Carrefour francophone de Sudbury | 29. Small World Music Society |
| 13. Country Music Association of Ontario | 30. Songwriters Association of Canada |
| 14. Cultural Industries Ontario North | 31. Toronto Blues Society |
| 15. Folk Music Ontario | 32. Women in Music Professional Association of Canada |
| 16. Indie Week Inc. | |
| 17. Jack Richardson London Music Awards | |

OMDC Book Fund

In 2017-18, the OMDC Book Fund awarded \$2.4 million to 33 Ontario publishers for project budgets totaling \$4.2 million.

2017-18 OMDC Book Fund Recipients

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

New Canadian Books in Ontario Schools Fund

The Canadian Books in Ontario Schools Fund provided \$271,450 to 15 publishers and groups for 16 initiatives with project budgets totaling \$410,155. The program supports the creation of learning materials for established works of Canadian literature and collective marketing activities that will raise awareness among education professionals about Canadian titles suitable for use in their classrooms.

2017-18 Canadian Books in Ontario Schools Fund Recipients

- | | |
|--|--|
| 1. Crabtree Publishing Company Limited | 9. Pajama Press Inc. |
| 2. Dundurn Press Limited | 10. Porcupine's Quill Inc. |
| 3. Les Éditions David | 11. Prise de parole Inc. |
| 4. Greenwood Books Limited | 12. Second Story Feminist Press Inc. |
| 5. Guernica Editions Inc. | 13. Wilfrid Laurier University Press |
| 6. House of Anansi Press Inc. | Marketing Projects (Group/Collective) |
| 7. Kids Can Press Ltd. | 14. Organization of Book Publishers of Ontario |
| 8. Owlkids Books Inc. | 15. Regroupement des éditeurs canadiens-français |

OMDC Magazine Fund

The OMDC distributed \$2.0 million to 46 magazine publishers seeking to grow their businesses. The funding helped implement 46 strategic business initiatives and digital activities with project budgets totaling \$3.5 million.

2017-18 OMDC Magazine Fund Recipients

- | | |
|-------------------------|---------------------------------------|
| 1. 1059434 Ontario Inc. | 4. 2294462 Ontario Inc. |
| 2. 1198189 Ontario Inc. | 5. Alternatives Inc. |
| 3. 1959689 Ontario Inc. | 6. Annex Publishing and Printing Inc. |

Continued >

2017-18 OMDC Magazine Fund Recipients (Continued)

-
- | | |
|---|--|
| 7. Applied Arts Inc. | 27. Maximum Multimedia Publishing Inc. |
| 8. Azure Publishing Inc. | 28. Media Matters Inc. |
| 9. Big Kids Little Kids Inc. | 29. MJ Rochester Publishing Inc. |
| 10. Blue Ant Media Solutions Inc. | 30. MonoLog Communications Inc. |
| 11. Broken Pencil Canadian Cultural Association | 31. Municipal World Inc. |
| 12. Canadian Art Foundation | 32. Musical Toronto Publishing Inc. |
| 13. Canadian Geographic Enterprises | 33. Opera Canada Publications |
| 14. Canadian Military Family Magazine | 34. Outpost Inc. |
| 15. Canvet Publications Ltd. | 35. PhotoEd Magazine |
| 16. Concepts Travel Media Ltd. | 36. Promotive Communications Inc. |
| 17. Dadgar Inc. | 37. Red Maple Foundation |
| 18. Environmental Science & Engineering Publications Inc. | 38. Riptide Resources Inc. |
| 19. Epoch Magazines Inc. | 39. Salon Communications Inc. |
| 20. Green Teacher | 40. Sawdust Media Inc. |
| 21. Gripped Publishing Inc. | 41. SkyNews Inc. |
| 22. Horse Publications Group Inc. | 42. Spacing Media Inc. |
| 23. iQ Business Media Inc. | 43. Twenty Two Media Group Ltd. |
| 24. King Network Inc. | 44. Verge Magazine Inc. |
| 25. Law and Style Media Inc. | 45. VuePoint IDS Inc. |
| 26. Maple Media Ltd. | 46. The Walrus Foundation |

OMDC Export Fund

The OMDC provided 136 companies from the book and film and television industries with \$1.3 million to pursue international business development activities. Last year, companies receiving export support generated more than \$300 million in sales – a return of \$175 for every dollar invested.

2017-18 OMDC Export Fund – Book Recipients

-
- | | |
|--|--|
| 1. Annick Press Ltd. | 18. Inanna Publications and Education Inc. |
| 2. Between the Lines Inc. | 19. Insomniac Press Ltd. |
| 3. Biblioasis Inc. | 20. Invisible Publishing Collective Inc. |
| 4. Bookland Press Inc. | 21. James Lorimer & Company Limited |
| 5. BookThug Inc. | 22. Kids Can Press Ltd |
| 6. Broadview Press Inc. | 23. Koyama Press Inc. |
| 7. Canadian Scholars' Press Inc. | 24. Owlkids Books Inc. |
| 8. ChiZine Publications Inc. | 25. Pajama Press Inc. |
| 9. Coach House Books Inc. | 26. Pembroke Publishers Limited |
| 10. Crabtree Publishing Company Ltd. | 27. Playwrights Canada Press Ltd. |
| 11. Dundurn Press Ltd. | 28. Porcupine's Quill Inc. |
| 12. ECW Press Ltd. | 29. Quattro Books Inc. |
| 13. Firefly Books Ltd. | 30. Rainbow Horizons Publishing Inc. |
| 14. Groundwood Books Ltd. | 31. Robert Rose Inc. |
| 15. Guernica Editions Inc. | 32. Second Story Feminist Press Inc. |
| 16. House of Anansi Press Inc. | 33. University of Toronto Press |
| 17. Howard Aster & Associates Corp. Ltd. | 34. Wilfrid Laurier University Press |

2017-18 OMDC Export Fund – Film & Television Recipients

-
- | | |
|---|---|
| 1. 1207554 Ontario Inc. | 52. JoBro Productions Inc. |
| 2. 136469 Canada Ltd. | 53. Kensington Communications Inc. |
| 3. 1432146 Ontario Ltd. o/a Proximity Films | 54. Lithium Studios Productions Inc. |
| 4. 8456828 Canada Inc. | 55. Lofty Sky Entertainment Inc. |
| 5. 9 Story Media Group Inc. | 56. MacLaren Productions Inc. |
| 6. A Film Monkey Production Inc. | 57. Makin' Movies Inc. |
| 7. Aiken Heart Films Inc. | 58. Marble Media Inc. |
| 8. Aircraft Pictures Ltd. | 59. Markham Street Films Inc. |
| 9. Alcina Pictures Ltd. | 60. Martinelli Films Inc. |
| 10. Alibi Entertainment Inc. | 61. Matter of Fact Media Inc |
| 11. Allpar Productions Inc. | 62. Media Headquarters Film & Television Inc. |
| 12. Amaze Film + Television Inc. | 63. Milkcow Media Inc. |
| 13. Antica Productions Ltd. | 64. Monkeys & Parrots Corp. |
| 14. Awkward Silence Productions Inc. | 65. Motel Pictures Inc. |
| 15. Barn 12 Inc. | 66. Murmur Film |
| 16. Big Guppy Inc. | 67. Muse Entertainment (Ontario) Inc. |
| 17. Blue Ant HDTV Productions Inc. | 68. N5 Pictures Inc. |
| 18. Brain Power Studio Inc. | 69. New Metric Media Inc. |
| 19. Breakthrough Entertainment Inc. | 70. New Real Films Inc. |
| 20. Bunk 11 Pictures Inc. | 71. No Trace Camping Productions Inc. |
| 21. Cave 7 Productions Inc. | 72. Nomad Films Inc. |
| 22. Clique Pictures Inc. | 73. Pivotal Media Inc. |
| 23. Close Up Film Productions Limited | 74. Plausible Communications |
| 24. Clumsy Ophelia Productions Inc. | 75. Primitive Entertainment Inc. |
| 25. Conquering Lion Pictures Inc. | 76. Quarterlife Crisis Productions Inc. |
| 26. Copperheart Entertainment Inc. | 77. Quiet Revolution Pictures Inc. |
| 27. Cream Productions Inc. | 78. Ramaco Media Inc. |
| 28. Darius Films Inc. | 79. Red Queen Productions Inc. |
| 29. Devil's Note Films Inc. | 80. Rob Heydon Holdings Inc. |
| 30. Devonshire Productions Inc. | 81. Saloon Media Inc. |
| 31. Don Carmody Television Inc. | 82. Scythia Films Inc. |
| 32. Edge Enterprises | 83. Shaftesbury Films Inc. |
| 33. Eggplant Pictures Inc. | 84. Sienna Films Inc. |
| 34. Euclid 431 Pictures Inc. | 85. Six Island Productions Inc. |
| 35. Fadoo Productions Inc. | 86. SK Films Inc. |
| 36. Fast Motion Studios | 87. Storyline Entertainment Inc. |
| 37. Fear and Desire Productions Inc. | 88. Strada Films Inc. |
| 38. Fella Films Inc. | 89. StrømHaus Productions Ltd. |
| 39. The Film Farm Inc. | 90. Temple Street Productions Inc. |
| 40. First Love Films Inc. | 91. Viddywell Films Inc. |
| 41. Forté Entertainment Inc. | 92. Vitality Media Productions Inc. |
| 42. GAPC Entertainment Inc. | 93. Vortex Comics Inc. |
| 43. Gearshift Films Inc. | 94. Wango Films Inc. |
| 44. Grand Passage Media Inc. | 95. We'll Be Over Here Productions Inc. |
| 45. Guru Animation Studio Ltd. | 96. White Pine Pictures Inc. |
| 46. H Is For Productions Inc. | 97. Wildling Pictures Inc. |
| 47. Hawkeye Pictures Inc. | 98. Willis Sweete Productions Inc. |
| 48. The Heliconia Press | 99. Woods Entertainment Canada Inc. |
| 49. Hill 100 Productions Inc. | 100. Yap Films Inc. |
| 50. Inflo Films Inc. | 101. YN Films Inc. |
| 51. JA Productions | 102. Z Films |

Industry Development Program

Ontario Media Development Corporation 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. OMDC supported 54 initiatives with an investment of \$1.6 million.

2017-18 Industry Development Program Recipients

1. Association of Canadian Publishers - 49th Shelf: Interface Redesign, Content Marketing & Audience Engagement
2. Association of Canadian Publishers - International Book Fair Networking Events
3. Association of Canadian Publishers - School Library Marketing Initiative: Top Grade
4. Atlantic Film Festival Association - Strategic Partners Co-Production Market
5. Bento Miso Collaborative Workspace - Bit Bazaar at CNE Game Garage
6. Book and Periodical Council - Book Summit 2017: Publish Well and Prosper: Social and Economic Responsibility in the Book Industry
7. Canadian Film in the Schools - Reel Canada: Our Films in Our Schools programme
8. Canadian Film Institute/Ottawa International Animation Festival - The Animation Conference
9. CaribbeanTales Worldwide Distribution Inc. - CaribbeanTales Market Incubator Program
10. Centre for Aboriginal Media - imagineNATIVE Film & Media Arts Festival - Micro Meetings
11. Cinefest; The Sudbury Film Festival Inc. - Industry Forum / Cinema Summit
12. Computer Animation Studios of Ontario - Joint SIRT/CASO Event Day on the Business of VR/AR for screen-based industries
13. Documentary Organization of Canada - DOC Institute Producers Exchange Activities 2017-2018
14. The Female Eye Film Festival - Making It Happen in 2017
15. FlashinTO Inc. - FITC Toronto 2017 panel sponsor
16. The FOLD Foundation - The 2017 Festival of Literary Diversity
17. Hand Eye Society - Business Basics for Videogame Artists
18. Hand Eye Society - Comics X Games 2017
19. Hot Docs - Hot Docs Documentary Market Events
20. Independent Publishers Association of Ontario - IPAO Internship Program
21. Independent Web Series Creators of Canada - T.O. WebFest 2017 & IWCC Connect #2
22. Inside Out Lesbian and Gay Film and Video Festival Inc. - Inside Out LGBTQ Film Finance Forum
23. Interactive Ontario Industry Association - Building an Interactive Digital Media Company
24. Interactive Ontario Industry Association - iLunch 16.0
25. Interactive Ontario Industry Association - Interact Networking Mixer Series 2017-2018
26. Interactive Ontario Industry Association - iVentures 2017
27. International Readings at Harbourfront - 10th Annual International Visitors Programme at the 38th edition of International Festival of Authors (IFOA)
28. Magazines Canada - Magazine Industry Paid Internship Program: Pilot Project
29. Magazines Canada - MagNet 2017
30. Magazines Canada - Market Intelligence
31. Magazines Canada - Professional Development and Inter-Sectoral Partnerships
32. Magazines Canada - Showcasing Success in Magazine Media
33. Natalie Novak Remplakowski Film Inc. - Beattie & Mae
34. National Magazine Awards Foundation - Newsstand Promotion of Award-winning Magazines in Ontario
35. Open Book Foundation - Open Book
36. Organization of Book Publishers of Ontario - OBPO Presents: FOLD on the Road
37. Organization of Book Publishers of Ontario - OLA 2018 Super Conference Ontario Indie Books Pavilion
38. Organization of Book Publishers of Ontario - Ontario Book Publishing Internship Program
39. Planet in Focus: International Environmental Film & Video Festival - 17th Annual Planet in Focus Industry Conference Series
40. ReelWorld Film Festival Inc. - Emerging 20 Program
41. Salon du livre de Toronto - 25^e Salon du livre de Toronto
42. These Woods Ltd. - Renewal
43. Toronto Book and Magazine Festival - The Vibrant Voices of Ontario Tent and Trillium Book Award/Prix Trillium 30th Anniversary Features
44. Toronto Game Jam - Toronto Game Jam - TOJam 12
45. Toronto International Film Festival Inc. - Film Circuit 2017
46. Toronto International Film Festival Inc. - TIFF Kids 2017 - including Industry Forum
47. Toronto International Film Festival Inc. - TIFF Kids International Film Festival 2018
48. Toronto International Film Festival Inc. - Toronto International Film Festival 2017
49. Toronto Reel Asian International Film Festival - 2017 Toronto Reel Asian International Film Festival Reel Ideas Industry Program
50. Upptack Studios Inc. - Skylar's Adventure
51. Women in Film & Television - Toronto - Corus Media Management Accelerator Program
52. Women in Film & Television - Toronto - Digital Media Bootcamp
53. Women in Film & Television - Toronto - IDM Fund Futures Accelerator
54. Youth Media Alliance / Alliance Médias Jeunesse - YMA at Kidscreen Summit 2018

New **OMDC Business Intelligence Program**

OMDC 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 2017-18, OMDC awarded \$121,761 to 4 studies.

2017-18 OMDC Business Intelligence Program Recipients

- | | |
|--|--|
| 1. Digital Media Industries Ontario o/a Computer Animation Studios of Ontario - Profile of Ontario's Computer Animation and Visual Effects Industry (2018) | 3. eBOUND Canada - Analysis of Canadian Content in Ontario Libraries |
| 2. Documentary Organization of Canada - The Roadmap to Self-Distribution | 4. Hot Docs - 2018 Documentary Audience Research |

BOARD OF DIRECTORS

April 1, 2017 – March 31, 2018

The OMDC 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 meets regularly throughout the fiscal year.

MARK SAKAMOTO, CHAIR

Executive Vice-President
Think Research

– Appointed to OMDC Board August 21, 2008;
Re-appointed February 7, 2011;
Re-appointed February 7, 2014;
Re-appointed and designated Chair,
January 29, 2016

MARGUERITE PIGOTT, VICE-CHAIR

Vice President, Outreach and Strategic Initiatives

Canadian Media Producers Association
– Appointed August 12, 2009;
Re-appointed February 7, 2012;
Re-appointed August 25, 2015;
Appointed Vice-Chair March 1, 2017.
Re-designated Vice-Chair,
February 7, 2018

NYLA AHMAD

Vice-President, New Venture Operations & Strategic Partnerships,

Rogers Communications Inc.
– Appointed August 12, 2009;
Re-appointed February 7, 2012;
Re-appointed June 23, 2015.
Resigned August 15, 2017

JOHN BARRACK

Lawyer & Entrepreneur

– Appointed April 12, 2017

PATRICK BOURBONNAIS

President

Productions PB5
– Appointed November 6, 2013;
Re-appointed November 6, 2016

PAUL BRONFMAN

Chairman and Chief Executive Officer
Comweb Group Inc. and William F. White International Inc.

Chairman
Pinewood Toronto Studios Inc.

– Appointed April 14, 2010;
Re-appointed February 7, 2013;
Re-appointed February 7, 2016

ADAM CAPLAN

Principal
web.isod.es

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

SUSAN DE CARTIER

President

Starfish Entertainment
– Appointed March 10, 2010;
Re-appointed February 7, 2013;
Re-appointed February 7, 2016

RONALD HAY

Founding Partner/Lawyer

Stohn Hay Cafazzo Dembroski Richmond
– Appointed May 31, 2017

NYLA INNUKSUK

Founder

Mixtape VR and Producer, Film & VR/AR
– Appointed March 21, 2018

SHARIFA KHAN

President and Chief Executive Officer
Balmoral Marketing Inc.

– Appointed February 20, 2013;
Re-appointed February 7, 2016

IAIN KLUGMAN

President and Chief Executive Officer
Communtech

– Appointed April 12, 2017

GAYE LINDO

Executive Director, OTT Programming
Canadian Broadcasting Corporation

– Appointed October 5, 2016

LISA LYONS

President

Kids Can Press
– Appointed April 12, 2017

ILDIKO MARSHALL

Retired Vice-President and Publisher

Today's Parent Group at Rogers Publishing
– Appointed April 14, 2010;
Re-appointed February 7, 2013;
Re-appointed February 7, 2016

ANITA McOUAT

Partner

Audit and Assurance Group PwC
– Appointed May 30, 2012;
Re-appointed April 22, 2015;
Re-appointed February 7, 2018

KIUMARS REZVANIFAR

President

KVC Communications Group
– Appointed May 31, 2017

BLAKE TOHANA

Chief Financial Officer

9 Story Media Group
– Appointed March 10, 2010;
Re-appointed February 7, 2013;
Re-appointed on February 7, 2016

Total remuneration to the Board of Directors for the fiscal year ending March 31, 2018 was \$10,237.50.

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 25, 2018.

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

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

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



Karen Thorne-Stone
President & Chief Executive Officer



Raina Wells
Director, Business Affairs and Research (A)

September 25, 2018

INDEPENDENT AUDITOR'S REPORT



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

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

I have audited the accompanying financial statements of the Ontario Media Development Corporation, which comprise the statement of financial position as at March 31, 2018, and the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility 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.

Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with Canadian generally accepted auditing standards. Those standards require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Opinion

In my opinion, the financial statements present fairly, in all material respects, the financial position of the Ontario Media Development Corporation as at March 31, 2018 and the results of its operations and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

Toronto, Ontario
September 25, 2018

Susan Klein, CPA, CA, LPA
Assistant Auditor General

STATEMENT OF FINANCIAL POSITION

AS AT MARCH 31, 2018

	2018 (\$ 000's)	2017 (\$ 000's)
ASSETS		
Cash and cash equivalents (Note 3)	19,195	22,506
Short-term investments (Note 3)	10,002	9,968
Accounts receivable	114	112
Accrued interest	69	55
Prepaid expenses	37	36
Current assets	29,417	32,677
Capital assets (Note 4)	277	293
	29,694	32,970
LIABILITIES		
Accounts payable and accrued liabilities (Note 5)	22,064	23,221
Due to the Province	410	393
Current liabilities	22,474	23,614
DEFERRED REVENUE (Note 6)	1,695	3,780
ACCRUED EMPLOYEE BENEFITS OBLIGATION (Note 10)	700	733
NET ASSETS		
Invested in capital assets	277	293
Unrestricted	4,548	4,550
	4,825	4,843
	29,694	32,970
COMMITMENTS AND CONTINGENCIES (Note 9 and 12)		

The accompanying notes are an integral part of these statements.

On behalf of the Board:



Chair



Member, Audit Committee

STATEMENT OF OPERATIONS

FOR THE YEAR ENDED MARCH 31, 2018

	2018 (\$ 000's)	2017 (\$ 000's)
REVENUE		
Ministry of Tourism, Culture and Sport (Note 6)	47,374	41,623
Tax credit administrative fees	2,568	1,789
Prior year grants rescinded or recovered (Note 8)	46	60
Return of investment under assistance programs	255	431
Interest	388	347
Other	115	138
	<u>50,746</u>	<u>44,388</u>
EXPENSES		
Ontario Music Fund	14,001	15,245
Industry development initiatives	12,907	11,028
Operating expenses (Note 7)	10,906	10,834
Interactive Digital Media Fund	9,268	9,616
Tax credit transitional grant (Note 6)	2,066	-
Toronto International Film Festival Group grants	1,380	1,330
Research initiatives	236	296
	<u>50,764</u>	<u>48,349</u>
Deficiency of revenue over expenses	<u>(18)</u>	<u>(3,961)</u>

The accompanying notes are an integral part of these statements.

STATEMENT OF CHANGES IN NET ASSETS

FOR THE YEAR ENDED MARCH 31, 2018

	2018 (\$ 000's)			2017 (\$ 000's)
	Invested in Capital Assets	Unrestricted	Total	Total
Balance, beginning of year	293	4,550	4,843	8,804
Deficiency of revenue over expenses	(184)	166	(18)	(3,961)
Investment in capital assets	168	(168)	-	-
Balance, end of year	<u>277</u>	<u>4,548</u>	<u>4,825</u>	<u>4,843</u>

The accompanying notes are an integral part of these statements.

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED MARCH 31, 2018

	2018 (\$ 000's)	2017 (\$ 000's)
Cash flows from operating activities		
Deficiency of revenue over expenses	(18)	(3,961)
Amortization of capital assets	184	165
	<u>166</u>	<u>(3,796)</u>
Changes in non-cash working capital		
Accounts receivable	(2)	37
Prepaid expenses	(1)	7
Accrued interest	(14)	(3)
Current liabilities	(1,140)	(1,051)
Deferred revenue	(2,085)	1,567
Accrued employee benefits obligation	(33)	-
	<u>(3,275)</u>	<u>557</u>
Net cash used in operating activities	(3,109)	(3,239)
Capital Activities		
Purchase of capital assets	(168)	(138)
Investing Activities		
Purchase of short-term investments	(25,909)	(41,381)
Proceeds from short-term investments	25,875	39,523
	<u>(34)</u>	<u>(1,858)</u>
Net decrease in cash	(3,311)	(5,235)
Cash and cash equivalents at beginning of year	<u>22,506</u>	<u>27,741</u>
Cash and cash equivalents at end of year	<u>19,195</u>	<u>22,506</u>

The accompanying notes are an integral part of these statements.

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2018

1. BACKGROUND

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

2. SIGNIFICANT ACCOUNTING POLICIES

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

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

(a) Capital Assets

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

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

(b) Revenue Recognition

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

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

(c) Grants and Recoupable Advances

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

(d) Contributed Services

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

(e) Cash and Cash Equivalents

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

(f) Short-term Investments

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

(g) Use of Estimates

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

(h) Financial Instruments

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

(i) Employee Benefits

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

3. FINANCIAL INSTRUMENTS

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

Cash and cash equivalents include \$18.974 million (2017 - \$22.139 million) of bankers' acceptances and bearer deposit notes from Canadian chartered banks with interest rates ranging from 1.30% - 1.54% (2017 - 0.52% - 0.86%). Short-term investments of \$10.002 million (2017 - \$9.968 million) consist of bankers' acceptances and bearer deposit notes from Canadian chartered banks with interest rates ranging from 1.62% - 1.70% (2017 - 0.83% - 0.92%).

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

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

There have been no significant changes to the risk exposure from 2017.

4. CAPITAL ASSETS

	2018 (\$ 000's)			2017 (\$ 000's)	
	Cost	Accumulated Amortization	Net Book Value	Net Book Value	
Furniture and Office Equipment	255	153	102	125	
Computer Hardware	105	64	41	23	
Computer Software	311	199	112	105	
Leasehold Improvements	100	78	22	40	
	771	494	277	293	

5. ALLOWANCE FOR RESCINDED GRANTS

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

	2018 (\$ 000's)	2017 (\$ 000's)
Allowance, beginning of year	1,100	850
Change in allowance	(450)	250
Allowance, end of year	650	1,100

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

	2018 (\$ 000's)	2017 (\$ 000's)
Ontario Music Fund	250	500
Industry Development Initiatives	400	600
	650	1,100

6. MINISTRY OF TOURISM, CULTURE AND SPORT FUNDING

The Ministry of Tourism, Culture and Sport (a related party) provided a \$28.489 million (2017 - \$25.491 million) base operating grant which has been recognized as revenue in the fiscal year. The Ministry also provided funding of \$15 million for the Ontario Music Fund (2017- \$15 million), \$1.5 million for the Diversity Fund (2017 - \$0), and \$0.3 million for Canadian Books in Ontario Schools of which the following was recognized as revenue in the Statement of Operations and the remainder was deferred.

	2018 (\$ 000's)				2017 (\$ 000's)	
	Ontario Music Fund	Tax Credit Transitional Grant	Diversity Fund	Canadian Books in Ontario Schools	Total	Total
Opening balance	1,080	2,700	-	-	3,780	2,213
Funding received	15,000	-	1,500	300	16,800	17,700
Recognized as revenue	(15,044)	(2,066)	(1,500)	(275)	(18,885)	(16,133)
Closing balance	1,036	634	-	25	1,695	3,780

Revenue recognized for the Ontario Music Fund includes \$14.001 million (2017 - \$15.245 million) in grants, \$0.923 million (2017 - \$0.926 million) in Operating expenses and is net of prior year grants rescinded or recovered in the year of (\$0.120 million) (2017 - \$0.038 million). In connection with tax credit rate reductions announced in the 2015 Ontario budget to both the Ontario Production Services Tax Credit and the Ontario Computer Animation Services Tax Credit, the Tax Credit Transitional Grant provides relief to qualifying productions that did not otherwise meet eligibility criteria for rate grandfathering measures. The program was completed in the fiscal year and the closing balance will either be returned to the Ministry or the Corporation will seek Ministry approval to spend these funds on other programs.

7. OPERATING EXPENSES

	2018 (\$ 000's)	2017 (\$ 000's)
Salaries, wages and benefits		
- Tax credit administration	2,635	2,406
- Industry development	2,601	2,595
- Business affairs and research	1,424	1,351
- Other	645	750
	7,305	7,102
Corporate expenses and operations	1,224	1,203
Consulting services	290	501
Amortization of capital assets	184	165
Advertising, promotion & publications	574	583
Program support	881	908
Travel	448	372
	10,906	10,834

8. PRIOR YEAR GRANTS RESCINDED OR RECOVERED

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

	2018 (\$ 000's)	2017 (\$ 000's)
Rescinded or recovered amounts during the year	1,146	910
Less: prior year allowance	1,100	850
Prior year grants rescinded or recovered	46	60

Rescinded or recovered amounts during the year were as follows:

	2018 (\$ 000's)	2017 (\$ 000's)
Ontario Music Fund	380	588
Industry Development Initiatives	766	322
	1,146	910

9. LEASE EXPENSES

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

	(\$ 000's)
2019	398
2020	416
2021	420
2022	427
2023	252
	<u>1,913</u>

During the year the Corporation extended their current premises lease for an additional five years, commencing on November 1, 2018 and expiring on October 31, 2023. The lease contains an option to extend the term beyond October 31, 2023 for a period of five years. The Corporation is committed to future minimum payments for its premises lease of \$1,896,000 and its proportionate share of realty taxes and operating expenses which amounted to \$323,000 during 2018 (2017 - \$313,000). These amounts are expected to be similar in future years. Infrastructure Ontario (a related party) makes the lease payments to the landlord, and is subsequently reimbursed by the Corporation.

The Corporation is also committed under operating leases for office equipment to future minimum payments totalling \$17,000. The leases for office equipment expire at various times over the next five years.

10. OBLIGATION FOR EMPLOYEE FUTURE BENEFITS

(a) Pension Plans

The Corporation's full-time employees participate in the Public Service Pension Plan (PSPP) or the Ontario Public Service Employees' Union Pension Plan (OPSEU-PP), which are defined benefit pension plans for employees of the Province and many provincial agencies. The Province of Ontario, which is the sole sponsor of the PSPP and a joint sponsor of the OPSEU-PP, determined the Corporation's annual payment to the funds. Since the Corporation is not a sponsor of these funds, gains and losses arising from statutory actuarial funding valuations are not assets or obligations of the Corporation, as the sponsors are responsible for ensuring that the pension funds are financially viable. The Corporation's annual payments of \$513,000 (2017 - \$488,000) are included in operating expenses in the Statement of Operations.

(b) Accrued Employee Benefits Obligation

The costs of any legislated severance and unused vacation entitlements are recognized when earned by eligible employees. The total cost for the year amounts to \$43,000 (2017 - \$28,000) and are included in salaries and benefits, disclosed in Note 7. During the year, the accrued employee benefits obligation was reduced by \$255,000 (2017 - \$264,000) due to a curtailment resulting from changes under the Public Service Act of Ontario. The total liability for legislated severance and vacation is reflected in the accrued employee benefits obligation, less any amounts payable within one year, which are included in accounts payable and accrued liabilities, as follows:

	2018 (\$ 000's)	2017 (\$ 000's)
Total liability for legislated severance and vacation	1,064	1,076
Less: Due within one year and included in accounts payable and accrued liabilities	(364)	(343)
Accrued employee benefits obligation	<u>700</u>	<u>733</u>

The legislative severance portion of the accrued benefit obligation was calculated based on the following assumptions: discount rate of 2.90% (2017 - 2.55%); and estimated average years to retirement of 10.85 years (2017 - 12.23 years). Due to the curtailment of the plan during the year no assumption of wage and salary escalation was used (2017 - 0%). These assumptions are management's best estimates.

(c) Other Non-Pension Post-Employment Benefits

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

11. PUBLIC SECTOR SALARY DISCLOSURE

Section 3(5) of the Public Sector Salary Disclosure Act (1996) requires disclosure of Ontario public sector employees who were paid an annual salary in excess of \$100,000 in the calendar year 2017. For the Corporation, this disclosure is as follows:

Name	Title	Salary
Marina Adam	Manager, Ontario Music Office	\$102,494
Jennifer Blitz	Director, Tax Credit and Financing Program	\$121,489
Patrick Dervin	Corporate Controller	\$101,975
Raina Feldman	Director, Business Affairs & Research	\$154,880
Sherri Hills	Manager, Research and Strategic Planning	\$101,118
Kristine Murphy	Director, Industry Development Group	\$154,880
Manya Rouben	Team Leader, Tax Credits	\$105,178
Monica Szenteszky	Team Leader, Tax Credits	\$104,285
Karen Thorne-Stone	President & Chief Executive Officer	\$203,156

12. CONTINGENCIES

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

SUPPLEMENTAL INFORMATION (UNAUDITED)

The following chart illustrates that 93.8% of OMDC's expenditures for the year ended March 31, 2018 are program-related.

	Corporate (\$ 000's)	Program Related (\$ 000's)	2018 Total (\$ 000's)
Direct Support (from Statement of Operations):	–	39,858	39,858
From Note 7:			
Salaries, Wages and Benefits	1,569	5,736	7,305
Corporate Expenses and Operations	877	347	1,224
Consulting Services	36	254	290
Amortization of Capital Assets	80	104	184
Advertising, Promotion & Publications	430	144	574
Program Support	–	881	881
Travel	167	281	448
Total Expenditures	3,159	47,605	50,764
% of total	6.2%	93.8%	100.0%

We've got it going 



Ontario

Ontario Media Development
Corporation