



Ontario Creates

Annual Report 2019 | 2020

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

Table of Contents

1	By the Numbers	22	Cross-sector Collaboration
2	Strategic Plan	22	Business & Market Intelligence
3	Message from the Chair and the President & Chief Executive Officer	23	Service Excellence
5	Screen-based industries	24	Ontario's Creative Industries Tax Credits
	• Another Record-breaking Year in Film and TV p. 5	25	32 nd Trillium Book Awards
	• Ontario Creates at TIFF 2019 p. 7	26	2019-20 Program Recipients
	• Ontario Film Commission p. 10	43	Board of Directors
	• TV Success Story: <i>Schitt's Creek</i> p. 11	44	Corporate Notes
	• Interactive Digital Media (IDM) p. 12	53	Management's Responsibility for Financial Statements
	• IDM success story: <i>Avocado Toast the series</i> p. 13	54	Independent Auditor's Report
14	Music Industry	56	Statement of Financial Position
	• International Business Development and Trade Missions p. 15	57	Statement of Operations & Changes in Net Assets
17	Publishing Industries	58	Statement of Cash Flows
	• Books p. 17	59	Notes to Financial Statements
	• Magazines p. 20	67	Supplemental Information (unaudited)



175 Bloor Street East
South Tower, Suite 501
Toronto, Ontario M4W 3R8

Twitter: @OntarioCreates
Facebook: Ontario Creates
YouTube: Ontario Creates
Instagram: ontariocreates

Please consider the
environment before printing.

Published by the Government of Ontario
© Queen's Printer for Ontario, 2020
ISSN 0836-1363

Email: reception@ontariocreates.ca
ontariocreates.ca
416.314.6858

By the Numbers

- **\$6 BILLION+**

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

- **65K JOBS**

Generated by Ontario Creates-supported creative industries*

- **169:1 ROI**

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

- **23.9 MILLION UNITS**

Music recording sales supported by Ontario Music Fund

- **14:1 LEVERAGE VALUE**

Additional production/product spending for each tax credit dollar

- **12,300 BUSINESS CONNECTIONS AND LEADS**

Established by participants of Ontario Creates-led or supported initiatives

- **181 INTERNATIONAL MARKETS**

Attended by companies supported by Ontario Creates

* Source: Statistics Canada, *Provincial and Territorial Culture Indicators 2010 to 2017*, released April 25, 2019

The Ontario Media Development Corporation operates as Ontario Creates. 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

Strategic Plan

Early in fiscal 2017/18, Ontario Media Development Corporation — now operating as Ontario Creates — released a new strategic plan outlining our framework for 2017/18 through 2021/22.

Its vision is of an Ontario in which our creative industries are globally leading and competitive as we celebrate the province's cultural vitality and drive economic growth and development. The agency's stated mission is to be a catalyst for this.

The following strategic goals form the pillars of the plan, and include examples of how Ontario Creates achieved these goals in 2019/20:

Stimulate Economic Growth and Employment

- Ontario Creates' Los Angeles office realized \$280M+ in film and TV production investment leads for the province in the office's first two quarters under a new head
- In 2019/20, the IDM Fund supported 138 interactive digital media projects that generated 11,783 weeks of work
- Ontario Creates participates in the MHSTCI's weekly sector roundtables and tax credit working groups, looking to maximize our programs' effectiveness

Promote the Industries

- The Ontario Music Fund created opportunities for Ontario music companies with export trade missions to events around the world
- Handed out the 32nd annual Trillium Book Award, Ontario's premier prize in literature celebrating the province's writing talent
- At the European Film Market at the Berlinale, the agency supported film-sector events with imagineNATIVE and Hot Docs, enhancing Ontario's presence in Germany ahead of Canada's Guest of Honour spotlight at the 2021 Frankfurt Book Fair

Encourage Collaboration and Innovation

- Released the study *Gen Z: The Culture of Content Consumption*, produced with VICE, that examines how Gen Z is redefining discoverability, consumption and sharing of cultural content across all supported sectors
- Hosted CoCreate, bringing together producers from Ontario and Canada, Australia, Ireland, New Zealand, and the UK including Scotland for one-on-one meetings and producer roundtable sessions at the Toronto International Film Festival
- *Inuit Art Quarterly* enhanced its customer-management systems with help from the Magazine Fund, leading to a 68% increase in reader revenues over the previous year

Message from the Chair and the President & Chief Executive Officer

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

Dear Minister MacLeod,

On behalf of Ontario Creates, we are pleased to submit our 2019-2020 Annual Report.

2019-20 was a record-setting year for Ontario's creative industries by multiple measures, and with support from Ontario Creates the sectors were well positioned for continued growth. But toward the end of fiscal, COVID-19 dramatically altered the business environment for the creative industries. The short-term impact has been severe for all sectors, and recovery for some—film and TV production and live music in particular—is anticipated to be a long road.

But through this crisis we have been working remotely to deliver our programs and services as always. We continued to administer our investment funds and tax credits, fast-tracking payments and adding flexibility for our funding recipients so they could use our support in ways that best suit the times.

Their priorities have changed quickly and so have we, as we help provide them with the ability to adapt, pivot, and continue to operate. As a result, they will be well positioned to emerge from this setback as leaders and innovators in the creative space.

Their performance in 2019/20 bears this out. The film and TV industry saw a record \$2.16 billion in production spending and 44,540 jobs supported—a success attributable to Ontario's world-class crews and talent, topnotch facilities, and critical investment by the Province.

With this growth comes capacity challenges, and so the Film Commission brought together investors, developers, studio operators and production executives to facilitate increasing soundstage infrastructure in Toronto, Ottawa and other cities throughout the Province. Led by Ontario Creates, unions, trade associations, and educational institutions joined forces to formulate and advance workforce development strategies that will build a stronger and more representative workforce across the industry that can respond to future demands.

Particularly promising is the growth in domestic production, which was nearly on par with foreign production and up 23% year over year. So while we are proud to host premium Hollywood dramas including *Mrs. America*, *The Umbrella Academy* and *The Boys*, we can rejoice in local successes such as *Schitt's Creek*, which wrapped shooting in June 2019 and went on to win a record-setting nine Emmy Awards for its sixth and final season.

Continued on next page

Continued from previous page

Success stories can be found across all our creative sectors.

Ontario's Interactive Digital Media industry is contributing more than \$3 billion to Ontario's GDP. The Ontario Music Fund, which is being replaced by the Ontario Music Investment Fund, has supported live music events that have been attended by more than 14 million people. The Book Fund continues to provide excellent ROI, generating \$7.10 in sales for every dollar invested by Ontario Creates. And at last count, magazine media accounted for more than 5,600 jobs in Ontario.

Ontario Creates has continued to focus on providing efficient and timely service delivery to industry stakeholders. All application and reporting tools are online, ensuring real-time communication. Electronic payment systems are in place, and streamlined business processes have resulted in significant improvements in productivity and enhanced business outcomes. Continuous program review and sector input, along with strengthened performance metrics, have optimized investment value, leverage, and impact.

This document highlights companies across our sectors that have been able to grow and thrive thanks to investment by the Province through Ontario Creates. We are grateful for the confidence the government continues to place in our agency to deliver relevant and effective programs to strengthen the competitive position of Ontario's creative industries on the international stage and we are proud of the results those investments have delivered.

Finally, we would like to thank our outgoing board members for their incredible work. Their generous contribution of time, expertise and leadership added tremendous value and was greatly appreciated. Ontario Creates' support enables the creative industries to create high-value jobs and contribute significantly to the Province's economy.

Sincerely,



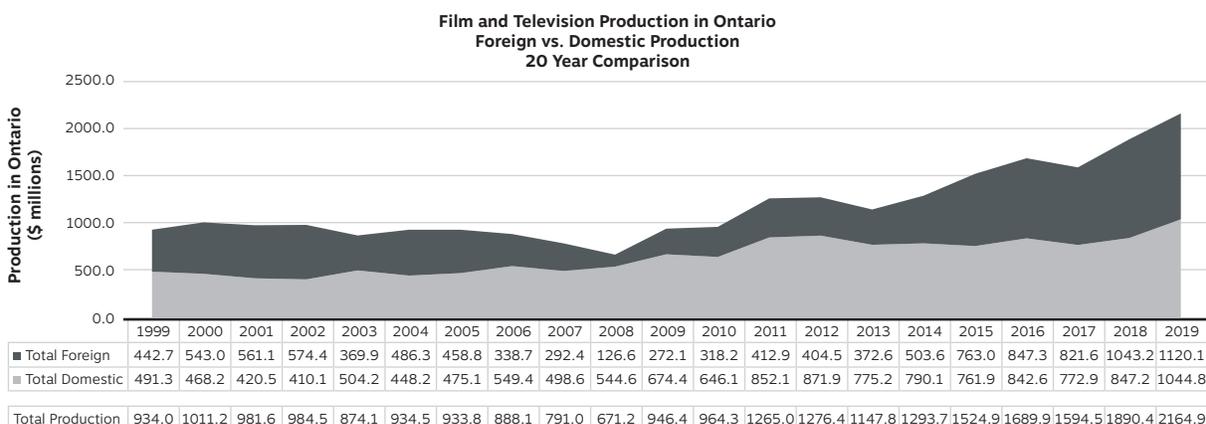
Aaron Campbell
Chair



Karen Thorne-Stone
President & CEO

2019: Another Record-Breaking Year for Ontario's Film and Television Industry

Ontario's film and television industry worked on 343 productions in 2019, bringing in a record-breaking \$2.16 billion in production spending for the economy and supporting 44,540 full-time equivalent direct and spin-off jobs. This represents an increase in production by nearly 15 per cent from 2018 and more than 7,500 new jobs for Ontarians. It also marks the first time the film and television industry has topped \$2 billion of in-province spending.



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

Film & Television

The **Film Fund**, including Production and Development streams, increases domestic feature film production in Ontario. It provides support to Ontario producers for feature film projects with financing for production and all stages of development activities. Administrative updates were implemented in 2019/20, including a new three-deadline cycle for the Production stream. Ontario Creates conducted a pilot partnership with Telefilm Canada on the Development program and offered a continuous deadline with an option for project top-ups.

This was the final year of additional funding for a **Diversity Enhancement** for the Film Fund. The Diversity Enhancement provided an additional \$4.5M over three fiscal years to films meeting 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.

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

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

Film Fund

- \$5.5M invested
- 68 projects supported
- \$18.49 in additional production financing generated for every dollar invested
- 20,842 weeks of work from projects funded

Film and TV Production Activity in Ontario for the 2019 Calendar Year



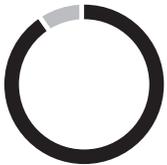
Domestic Production by Format

- Television series¹: \$815,700,000
 - Feature film: \$144,000,000
 - TV movies, miniseries, specials, pilots²: \$85,100,000
- Total: \$1,044,800,000



Foreign Production by Format

- Television series¹: \$946,900,000
 - Feature film: \$46,100,000
 - TV movies, miniseries, specials, pilots²: \$127,100,000
- Total: \$1,120,100,000



Live Action vs. Animation

- Live action: \$1,959,000,000
 - Animation: \$205,900,000
- Total: \$2,164,900,000

Production statistics for the industry are generated annually by Ontario Creates. Data represents expenditures of all productions using Ontario Creates-administered incentives and services including Film Fund, Tax Credits and Film Commission. Data does not include television commercials, corporate videos, music videos, or broadcaster in-house production. Data reflects 2019 production spend (labour, goods and services) in Ontario only, which may not be the total project budget. There may be productions that shot in Ontario that are not included in these totals due to the timing of project applications.

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

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

² Productions with fewer than six episodes.

Ontario Creates at TIFF 2019

Supported films and international producer events

Ontario Creates' annual **Celebrate Ontario** saluted Ontario and international films and filmmakers at the Toronto International Film Festival (September 5-15). The event was held at The Carlu on September 6 with approximately 1,100 guests attending.

Once Were Brothers: Robbie Robertson and the Band was selected to open the festival, the first Canadian documentary to do so. A White Pine Pictures production, the film benefitted from Ontario Creates Film Fund participation. Other Ontario Creates-supported films that screened at TIFF include *American Woman*, *Castle in the Ground*, *Disappearance at Clifton Hill*, *Guest of Honour*, *Sweetness in the Belly*, *Tammy's Always Dying*, *The Rest of Us*, *The Song of Names*, and *This Is Not a Movie*.

Ontario Creates hosted **CoCreate**, which brought together 28 producers from Ontario and Canada, Australia, Ireland, New Zealand, and the UK including Scotland for one-on-one meetings and producer roundtable sessions on September 6. The event featured a case study presentation on Ontario Creates-supported international coproduction *Sweetness in the Belly* (Canada/Ireland).

The 14th edition of Ontario Creates' **International Financing Forum** took place September 8-9. Thirty-seven feature film project teams participated, including producers from UK, Germany, Ireland, Israel, South Africa, New Zealand, Denmark, Iceland, the US and Finland. More than 35 international executives participated in more than 500 meetings.

Ontario Creates partnered with SODEC on a **co-production breakfast** on September 11 to introduce Canadian producers to one another with the goal of stimulating interprovincial co-productions.

On the National and International Stages

Through **Export Fund - Film & Television**, Ontario Creates supported 106 companies to embark on 481 business trips, including attendance at 130 international markets.

Ontario Creates-funded films that screened at the **Hot Docs** international documentary festival in Toronto (April 25-May 6, 2019) include *Killing Patient Zero*, *The Corporate Coup D'État*, *The Daughter Tree*, *There Are No Fakes*, *Toxic Beauty*, and *Propaganda: The Art of Selling Lies*. The agency supported industry activities Doc Shop, Hot Docs Forum, Deal Maker, and International Coproduction Day, a gathering of Canadian and international producers to facilitate opportunities among delegates. Ontario Creates partnered with European Film Promotion for a new B2B matchmaking event for Ontario and European producers.

Ontario Creates co-sponsored its annual industry event with TIFF at the **Cannes International Film Festival** (May 14-25), and shared an industry booth with Telefilm Canada providing workspace for Ontario stakeholders to hold key meetings. The agency also delivered its CoCreate initiative in partnership with Screen Australia, New Zealand Film Commission, British Film Institute, Screen Scotland, and Screen Ireland. This included curated B2B meetings towards new co-production partnerships.

Ontario Creates sponsored CMPA's **Prime Time** in Ottawa (January 29-31, 2020), including the Prime Time Pitch Market. Staff supported an **Ottawa program** for Minister MacLeod ahead of the conference that included an industry roundtable at Algonquin College, a tour of Collège La Cité's studios, the launch of the International Film Festival of Ottawa, and a visit to production company GAPC.

At the **Kidscreen Summit** in Miami (February 10-13), Ontario Creates participated as part of the Canadian presence by supporting and providing meeting space for Ontario producers attending the market. Staff attended and co-hosted a networking breakfast.

Ontario Creates attended the **European Film Market** (February 20-27) at the Berlinale. It hosted an international networking event, met with international partners, and supported film-sector events with imagineNATIVE and Hot Docs, enhancing Ontario's presence in Germany ahead of Canada's Guest of Honour spotlight at the 2021 Frankfurt Book Fair. The agency also supported a familiarization tour in Berlin and networking opportunities for Ontario music producers and composers.

Ontario Creates led a delegation of 11 factual content producers to the **Australia International Documentary Conference (AIDC)** (March 1-4). In addition to participating in conference activities, the trade mission included a day-long program for the Canadian delegation and Australia producers as well as curated B2B meetings. The agency hosted an international networking breakfast and participated in meetings with international funding partners and distributors.

Success Story: *Code 8*

Toronto-shot science fiction film *Code 8*, directed by Jeff Chan and starring Robbie Amell and Stephen Amell, tells the story of a construction worker with secret super powers. The Colony Pictures production, which received support from the Film Fund, was released domestically by Elevation Pictures, while international sales were picked up by XYZ Films. It was released theatrically in December 2019 and on Netflix in the US in April 2020, becoming the service's most-watched program there and in other countries worldwide.

"Ontario Creates was incredibly helpful throughout the process of making *Code 8*. It assisted us from the beginning of production right through to the marketing and release of the film here in Canada and beyond. Its support helped give us the confidence to bet on ourselves as Canadian independent filmmakers."

Jeff Chan, *Code 8* director and producer

Ontario Creates at the Canadian Screen Awards

Ontario talent was well represented at the 2020 Canadian Screen Awards (CSAs), which were presented online May 25-28 after the scheduled March 29 broadcast gala was cancelled due to COVID-19. The CSAs honour achievements in film, television and digital media production.

CSA-winning projects supported by Ontario Creates include:

• ***The Song of Names***

Serendipity Point Films/Lyla Films/Ingenious Media/Feel Films/Proton Cinema

Achievement in Make-Up: Fanny Vachon

Achievement in Sound Editing: Francine Poirier, Claude Beaugrand, Michel B. Bordeleau, Raymond Legault, Lise Wedlock, Natalie Fleurant

Achievement in Overall Sound: Claude La Haye, Bernard Gariépy Strobyl, Mark Appleby, Daniel Bisson

Achievement in Music – Original Score: Howard Shore

Achievement in Music – Original Song: Howard Shore for "The Song of Names" a.k.a. "Cantor Prayer"

• ***Goalie***

Blue Ice Pictures

Performance by an Actor in a Leading Role: Mark O'Brien

• ***Brotherhood***

Karma Film/Industry Pictures/JoBro Productions

Achievement in Visual Effects: Adam Jewett, Steve Ramone, Michelle Brennen, Tim Sibley, Aneesh Bhatnagar, Saikrishna (Sai) Aleti, Peter Giliberti, Alex Basso, Arminus Billones, Marshall Lau

Academy Talks

For the second year Ontario Creates sponsored Academy Talks panel program **The Audience**, which had three panel sessions over the course of the year. These included The Value of Music on Screen (April 24, 2019), Engaging the Contemporary Viewer (November 25) and Attracting Global Audiences (February 26, 2020).

Ontario Film Commission

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

The Commission provides complimentary location scouting and facilitation services to producers considering the province for shooting and post-production. In 2019, Ontario Creates' production consultants provided more than 150 film and television projects with bespoke location-image packages and jurisdictional advice, using one of the industry's most comprehensive location photo libraries, managed in-house by a team of location experts.

Ontario Creates, in partnership with the City of Toronto, maintains a full-time presence in Los Angeles, providing on-the-ground marketing to attract production to Ontario, a direct link to the Province's regional film contacts, and support to Ontario's screen-based content creators. In March 2019, development executive Marc Fiorentino took the helm of the office. In his first two quarters, the LA Office generated more than \$280,000,000 in production investment leads that were realized in Ontario.

Capacity Building and Sustainability

The Film Commission has brokered relationships among investors, developers, studio operators and production planning executives to build the business case for soundstage growth throughout the Province in communities including Ottawa, Pickering, Hamilton, Mississauga and Toronto.

The Film Commission assembled key industry stakeholders in a working group to discuss environmentally sustainable film production practices, resources and educational opportunities that will enhance Ontario's jurisdictional offering for producers, reduce the industry's carbon footprint, and strengthen community relationships.

Testimonials

"Creating the world of Gilead in *The Handmaid's Tale* is no easy feat, so having access to Ontario's diverse array of locations and state-of-the art soundstages and equipment has been crucial to our ability to execute on our vision for the series season after season."

MGM Television Senior Executive

"Working with the Ontario Film Commission has always been a great experience of collaborative efforts with the industry in a precise and efficient manner. The Commission's wealth of knowledge is comforting as a trusted resource for production activity on a global scale."

Rick Perotto, Vice President, Business Development, William F. White International

"As Ontario Creates has evolved in our ever-changing industry, its leadership and teams' 100% commitment to developing and supporting the film and television industry in Ontario has been steadfast."

Christa Tazzeo Morson, VP, Sales Post Production, Company 3

Production Guide

Ontario Creates' Ontario Production Guide features recently enhanced functionality allowing users to upload listings digitally, providing more intuitive search abilities and introducing the ability to list and search for environmentally sustainable goods and services. The 1,600+ listings make it the most comprehensive guide for Ontario. The service is complimentary to listing companies and users.

Locations Library

- 250,500 Images
- 8,915 location portfolios
- 29,194 Library Visits

Promoting Ontario

In July 2019, the Film Commission hosted a **Production Familiarization Tour** in Ontario for 10 leading L.A.-based production executives to strengthen ties with Ontario's vendors, suppliers, talent, production partners and government stakeholders, and to showcase locations. The group met with more than 170 Ontario industry stakeholders, creating and strengthening 1,700 business relationships.

Ontario Creates and Telefilm Canada co-hosted a stand at the **TIFF 2019 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.

The Film Commission organized a November **client outreach trip to Los Angeles** for Minister MacLeod and Deputy Minister Matthews to meet with key film and television clients and music industry executives. Staff participated in all client meetings, which helped forge and strengthen relationships with leading production companies including Netflix, Warner Bros., Sony, CBS, Universal, and Fremantle.

Throughout the year, the Film Commission photographed more than 150 new locations for the Ontario **Locations Library**, working with municipal partners in Collingwood, Kingston, Ottawa, and many others to capture images that will strengthen locations offerings to productions.

Success Story: *Schitt's Creek*

Schitt's Creek (Not a Real Company) aired its sixth and final season in 2020. The comedy follows the Rose family, which has gone from riches to rags and moved into a ramshackle motel in a town they bought as a joke. The series starring Eugene Levy, Catherine O'Hara, Daniel Levy and Annie Murphy picked up a record-breaking nine wins and 15 nominations at the Primetime Emmy Awards. The show shot in Toronto, Uxbridge, the Hockley Valley, Fergus and other Ontario locations. It airs on CBC locally and Pop TV in the US, while Netflix picked up the series for streaming in the US and other major territories.

Interactive Digital Media

There are 929 IDM companies in Ontario, according to *Measuring Success*, a 2019 study by Interactive Ontario. In 2017, Ontario's IDM industry contributed more than \$3 billion to Ontario's GDP and accounted for 22,375 jobs, according to Statistics Canada. The Ontario IDM industry generated \$1.66 billion in revenue in 2017—more than 90% coming from export—with a profit margin of nearly 16%.

IDM Fund

- 138 projects supported
 - \$9M invested
 - 11,783 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 provides funding to companies to undertake trips, including attendance at international markets, to participate in activities that support company growth and produce measurable business and market development results.

IDM Fund: Marketing Support provides funding for marketing activities that will amplify the visibility and financial viability of Ontario Creates-funded interactive digital media projects when they are released or available for sale in the marketplace.

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

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

Programming and attendance at key industry events

Ontario Creates supported Interactive Ontario's **iLunch** program, a monthly lunch-and-learn series that provides skills development and networking opportunities to interactive digital media producers. At the January 24, 2019, session, Interactive Ontario launched the *Discoverability Report* with research funded through Ontario Creates' Business Intelligence Program.

Comics x Games (May 11-12), organized by Hand Eye Society at the Toronto Comic Arts Festival, fosters collaboration between the independent game and comic communities through various projects, partnerships and events. Supported by Ontario Creates, it includes an expo of original games, panels and talks.

Ontario Creates supported **T.O. WebFest** (July 11-13), which offers panels, workshops, networking, screenings, installations and awards.

Success Story: *Avocado Toast the series*

Avocado Toast the series is an intergenerational comedy exploring the comforts and awkwardness of sex for characters aged 25 to 69.

Produced by Border2Border Entertainment with the participation of IDM Fund: Production, the web series has won awards at World Webfest Mania, the Depth of Field International Film Festival, Changing Face International Film Festival, and the Paris Play Film Festival. It can be seen on OUTtvGo, Amazon Prime Video, Apple TV and Air Canada's in-flight and at-home platforms in Canada. It also has been licensed to platforms in the US, UK, Poland, Japan, South America, Australia, New Zealand, India, South Africa, Germany, and Taiwan.

"Having Ontario Creates' support has elevated our web series to be competitive at film festivals and in securing distribution around the world. We are proud to boast women in key positions as showrunners, producers, director, editors, production designer, screen writers, story editors, and stars. We intend to continue creating work for those who are marginalized in the screen-based industries as we prepare for our second season with on- and off-screen roles for women over 60, LGBTQ+ persons and POC. Thank you to Ontario Creates for valuing and validating our voices and stories."

Charlie David, Producer

Award-winning IDM Project: *A Short Hike*

Adam Robinson-Yu's *A Short Hike* won the Seumas McNally Grand Prize for Best Independent Game at the 22nd annual Independent Games Festival (IGF) Awards on March 18, 2020. The awards were presented in a livestream event as the Game Developers Conference in San Francisco was postponed due to COVID-19.

A Short Hike also won the Audience Award, chosen through a public vote. The game uses retro graphics for a colorful exploratory experience that has players crossing Hawk Peak Provincial Park, along the way finding hidden treasures and other hikers and soaking up the natural world.

Robinson-Yu was a participant in the **IDM Fund Futures** program, which teaches business, marketing, and pitching skills to up-and-coming digital-media creators and those transitioning to digital from traditional screen content.

Music

Ontario is Canada's key music hub. According to Statistics Canada, Ontario's sound-recording and music-publishing industries contributed more than \$362 million to the Province's GDP and accounted for 3,995 jobs in 2017. In that year, Ontario's sound recording and distribution industries paid \$59.1 million in employee salaries, wages and benefits. It is estimated that live music companies in Ontario generate upwards of \$600 million annually. Although live music has temporarily been shut down due to COVID-19 restrictions, it is expected to return to strength.

In 2019/20, the Government announced a review to modernize the Ontario Music Fund to prioritize activities that bring the highest ROI to the province and focus on emerging talent. In fall 2019, Ontario Creates led consultations with Ontario's key music stakeholders. Nearly 70 were invited and 55 participated. In addition, an online survey invited more than 950 industry reps to provide input; 163 responses were received.

Following the consultations, Ontario Creates worked with MHSTCI in winter 2019/20 to develop the new Ontario Music Investment Fund (OMIF), announced in April 2020.

Industry Results after Six Years of OMF Support

- 23.9M+ units of OMF-supported music recordings sold worldwide
- 14M+ people have attended OMF-supported live music events
- 2,800 artists directly supported
- 51.7K business leads and deals from export missions and B2B meetings

Testimonials

"OMF was one of the first supporters of Haviah and her company Mighty Gang Inc. From working in retail to winning the Polaris Music Prize in the span of one year, Haviah was allowed to take that leap towards creating a scalable career as a full-time independent artist thanks to OMF's Music Futures program."

Christina Cassaro, Haviah Mighty's Manager (Valeo Arts Management)

"Funding from OMF was critical in the making, marketing and touring of iskwē's album *acākosīk*, which was nominated for a Juno Award for Best Adult Alternative Album, won a Juno for Music Video of the Year for 'Little Star,' and received nominations for the Prism Prize and SOCAN Songwriting Prize for the song 'Breaking Down.' The Ontario Creates team has been so supportive and committed to iskwē's development."

Keely Kemp, iskwē's Manager (CultureCap)

Ontario Artists Win at Juno Awards

Ontario artists were well represented at the 2020 JUNO Awards with more than 100 nominations. Among the nominees was Alessia Cara, who was also to host the awards show's live broadcast in Saskatoon on March 15, 2020, but the event was cancelled due to COVID-19. Winners were announced June 29 in an online special from the Canadian Academy of Recording Arts and Sciences (CARAS) and CBC. OMF-supported artists who took home awards include Jessie Reyez, iskwē, REZZ, PUP, Meghan Patrick, Lee Harvey Osmond, and The Glorious Sons.

OMF at Major Music Events

Supported by Ontario Creates, the 37th annual **Canadian Music Week** was held in Toronto May 6-12, 2019. The Ontario Music Office expanded its successful CMW mentorship program, providing conference passes and access to industry mentors and Ontario Creates staff to high-potential emerging companies and artists from underrepresented communities and genres.

OMF-supported artist Haviah Mighty took home the prestigious 2019 **Polaris Music Prize**, while supported artists Jessie Reyez and PUP made it to the shortlist.

International Business Development and Trade Missions

The OMF has supported export trade missions around the world that create business opportunities for Ontario music companies. Ontario Creates works with industry partners to deliver targeted B2B activities and showcase talent. In 2019/20, these included:

- **A2IM Indie Week**
New York City, NY (June 2019)
- **A3C Conference and Festival**
Atlanta, GA (October 2019)
- **Americana Music Festival & Conference**
Nashville, TN (September 2019)
- **AmericanaFest UK**
Hackney, London, UK (January 2020)
- **FIMPRO 2019 CIMA Mission to Mexico**
Guadalajara, Mexico (May/June 2019)
- **Folk Alliance International**
New Orleans, LA (January 2020)
- **The Great Escape**
Brighton and London, UK (May 2019)
- **Jazzahead**
Bremen, Germany (April 2019)
- **MIDEM – Music Publishers Trade Mission**
Cannes, France (July 2019)
- **Reeperbahn Festival**
Hamburg and Berlin, Germany (September 2019)
- **Sync Summit**
Los Angeles, CA (December 2019)

Live Music

Ontario is home to some of Canada's best concerts and music festivals, and Ontario Creates support can be found in live music events across the province. This year, Orillia's Mariposa Folk Festival and family-friendly Riverfest Elora saw record attendance. Other successful events include the River & Sky Music/Camping Festival in Northeastern Ontario, Toronto's Tirgan Festival featuring Iranian-Canadian artists, and Music & Beyond, Ottawa's classical music and arts festival. Since 2013, more than 14 million people have attended OMF-supported live music events featuring more than 12,500 performances by Ontario artists.

The impact of COVID-19 has been particularly devastating on live music. Ontario Creates is supporting the industry through this challenging time and helping to mitigate these impacts with innovative options for audiences, including performances online and at drive-ins as well as other models that allow patrons to adhere to health and safety regulations.

Books

Ontario is home to Canada's largest book-publishing industry with operating revenues of \$1.1 billion in 2018, representing 71% the national total. Ontario publishers accounted for nearly \$276 million, or 67%, of national salaries, wages and benefits. The Ontario book industry contributed \$523 million in GDP and accounted for 6,035 jobs in 2017.

Book Fund

- \$2.4M invested
 - 31 projects supported
 - \$7.10 in sales earned for every dollar invested
-

Supporting Book Publishing

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

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

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

The **Canadian Books in Ontario Schools Fund**, in the third year of a three-year commitment from the government, supports publishers to create learning materials for established works of Canadian literature and collective marketing activities to raise awareness among education professionals about Canadian titles suitable for their classrooms.

Program & Event Highlights

The **Export Fund - Book** supported 27 publishers to embark on 149 trips, including attendance at 53 markets and fairs around the world.

Book Summit 2019, a professional development conference focusing on industry issues, was held June 18 at Toronto's Harbourfront Centre with support from Ontario Creates.

Ontario Creates attended the **Frankfurt Book Fair (FBF)**, in Frankfurt, Germany (October 16-20). This year marked the kick-off to Canada's Guest of Honour presence for the 2021 FBF, moved from 2020 due to COVID-19. Events included a press conference, handover ceremony, and a gala night of readings featuring Margaret Atwood. The agency provided meeting space for Ontario publishers and supported an international networking dinner and a reception at the Canada Stand. Ontario Creates will participate in the federal government's delegation planned for 2021.

Ontario Creates supported the **Toronto International Festival of Authors International Visitors Programme** (October 27-November 1) at Harbourfront Centre.

The agency supported the **27^e Salon du Livre de Toronto** (Toronto French Book Fair) (December 5-7), which assembled more than 100 publishers and distributors from the French-speaking industry and hosted a literary festival for Francophone audiences.

At the **OLA (Ontario Library Association) Super Conference 2020** (January 29-February 1) in Toronto, the agency supported the Ontario Book Publishers Organization's pavilion space at the tradeshow, where member publishers displayed their books.

Success Story: *Biblioasis*

Windsor-based literary press Biblioasis enjoyed a banner 2019 with several titles winning or being nominated for major awards.

Mark Bourrie's *Bush Runner: The Adventures of Pierre-Esprit Radisson* won the \$30,000 RBC Taylor Prize. Lucy Ellmann's *Ducks, Newburyport* won the Goldsmiths Prize, was shortlisted for the Booker Prize and Saltire Society awards, and longlisted for the Andrew Carnegie Medals. K.D. Miller's *Late Breaking* was a finalist for the Governor General's Literary Awards, was nominated for the Scotiabank Giller Prize and Toronto Book Award, and shortlisted for the Trillium Book Award. Adam Foulds' *Dream Sequence* also was nominated for the Giller.

Biblioasis, which has been publishing since 2004, has reached its objectives by being loyal to writers and serving specific reader markets. The independent publishing house founded by Dan Wells is thriving thanks to a slate of diverse Canadian and international writers who create unique, audience-appealing materials.

Supported by the Ontario Creates Book Fund, Biblioasis has grown sales by getting the word out about its authors and varied subjects at regional book fairs and events in Canada and the U.S.

"Ontario Creates' Export Fund has given us the flexibility to try many different approaches to export our titles in the U.S., and because of that, export sales are now 40 per cent of our overall sales makeup," Wells says.

Ontario Authors Shine at Governor General's Literary Awards

Ontario winners of the 2019 Governor General's Literary Awards include:

- *Other Side of the Game*, Amanda Parris, Playwrights Canada Press
- *To the River: Losing My Brother*, Don Gillmor, Random House Canada
- *Holy Wild*, Gwen Benaway, Book*hug
- *Small in the City*, Sydney Smith, Groundwood Books
- *Birds of a Kind*, Wajdi Mouawad, Playwrights Canada Press
- *Havre*, Mishka Lavigne, Les Éditions l'Interligne

The 32nd Trillium Book Awards

Ontario Creates proudly presents the Trillium Book Award, Ontario's premier prize in literature celebrating the province's writing talent. Established to honour excellence in prose and poetry in both official languages, the award is open to books in any genre. This has led to a rich, diverse range of fiction and non-fiction titles on the annual shortlist, which continued to be the case in 2019.

The 32nd annual Trillium Book Award shortlist was announced on May 14 followed by readings by the finalists at a free public event June 12 at the Toronto Reference Library.

On June 13, Ontario Creates President and CEO Karen Thorne-Stone, Chair Aaron Campbell and emcee Heather Hiscox from CBC News Network hosted the Toronto awards ceremony, during which the 2019 Trillium Book Award winners were announced. Ontario Creates awarded \$132,000 in prizes and marketing funds to the winning and finalist authors and publishers.

These included:

• Trillium Book Award in English

Dionne Brand
The Blue Clerk
(McClelland & Stewart)

• Trillium Book Award in French

Lisa L'Heureux
Et si un soir
(Éditions Prise de parole)

• Trillium Book Award for Poetry in English

Robin Richardson
Sit How You Want
(Signal Editions/Véhicule Press)

• Trillium Book Award for Children's Literature in French

Diya Lim
La marchande, la sorcière, la lune et moi
(Les Éditions l'Interligne)

Magazines

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

Supporting Magazine Media

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

Magazine Fund

- 42 companies supported
 - \$2M invested
-

Award-winning Publications

The National Media Awards Foundation announced the winners of its 43rd annual National Magazine Awards in a virtual broadcast hosted by award-winning writer Sandra Martin. The ceremony, held on June 12, 2020, honored the previous year's print and digital publications.

Ontario Creates-supported gold winners include *Broadview*, *Toronto Life*, *The Walrus*, and *Inuit Art Quarterly*. *Canadian Art*, *Toronto Life*, and *The Walrus* also took home silver awards.

Success Story: *Inuit Art Quarterly*

The Toronto-based Inuit Art Foundation (IAF) has published the award-winning *Inuit Art Quarterly* (IAQ) for more than three decades. The magazine was a big winner at the 2020 National Magazine Awards, taking home gold for short-feature writing for “Remembering Our Ways: Film and Culture in Iglulik” by Blandina Attaarjuaq Makkik.

IAQ has established a reputation as one of the world’s most important voices for Indigenous art. Its offerings include its print publication, a web version, and the *IAQ Profiles*—a free online platform that catalogues Inuit artist exhibitions, publications and achievements.

IAF supports Inuit artists in all media in all areas of Canada with a declared mission to empower artists’ self-expression and self-determination while making their work more accessible to the public. The IAF is a not-for-profit charitable organization established in 1987.

With support from the Magazine Fund, *IAQ* enhanced its customer-management systems to increase subscriber and reader revenues. According to the publication, the Magazine Fund has had a “transformative impact on *IAQ*’s reader-generation strategy,” leading to a 68% increase in reader revenues over the previous year.

Event & Program Highlights

Ontario Creates supported the **National Media Awards Foundation’s** Indigenous internship and success-story videos.

MagNet, Canada’s magazine conference, unfolded April 24-25, 2019, in Toronto with support from Ontario Creates, which had staff in attendance. The agency hosted a booth in MagNet Square to provide conference attendees with information on its programs and services.

Ontario Creates attended the **FIPP World Media Congress** for magazine media in Las Vegas November 12-14. Along with Magazines Canada, the agency hosted a networking opportunity for Ontario and international publishers, and attended professional development sessions.

On February 4-5, 2020, Magazines Canada held its eighth annual **Business Media Leadership Summit** in King City, supported by Ontario Creates. This event for senior B2B business media executives—the only one of its kind in Canada—focuses on discussing common issues and challenges, exploring partnerships and developing new business strategies.

On March 11, Ontario Creates held a half-day **professional development session** for magazine publishers, focusing on strategies for enhancing reader experiences and increasing subscribers. More than 35 publishers attended this learning and networking session, reporting that they gained important actionable information and made valuable business connections with peers.

Cross-sector Collaboration

Ontario Creates' **Content Exchange** event was held at St. Paul's Bloor Street on January 14, 2020. Fifty company leaders across all sectors met for roundtable discussions and one-on-one meetings towards discovering collaborative business opportunities and sharing best practices and business insights. The event included a keynote from Amy Davies, VICE Media VP, Client Strategy & Creative, as well as networking opportunities.

Ontario Creates' 13th **From Page to Screen** was scheduled for April 7 in Toronto with more than 70 publishers and producers set to participate, but was canceled due to COVID-19. The B2B event promotes big and small-screen adaptations of Canadian fiction, non-fiction and children's literature from Ontario publishers. Producers and publishers received instruction on setting up virtual meetings as well as access to the option incentive, through which Ontario Creates covers some option costs. In 2019/20 the agency supported four deals totalling \$13,750.

Discussion Panel podcasts available online

Ontario Creates' Digital Dialogue Breakfast Series is a forum for ongoing conversation among decision-makers in the creative industries across sectors. Four sessions were held in 2019/20 in Toronto and Ottawa. Podcasts are available at the Ontario Creates website and Apple Podcasts channel.

Business & Market Intelligence

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

Ontario Creates carries out or commissions its own research, produces industry profiles and a quarterly business intelligence bulletin, provides funding through the Business Intelligence Program for industry organizations to carry out specific research, and curates an extensive Online Research Library that was recently refreshed and now houses links to more than 800 documents.

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

-
- 5 applications supported
 - 13K unique views of industry profiles on Ontario Creates website
 - 2.5K unique visitors to Online Research Library
 - 1.5K unique views of business intelligence bulletin

In January 2020 Ontario Creates released the study **Gen Z: The Culture of Content Consumption**, featuring research conducted by youth media company VICE. The report looks at how Generation Z is redefining the ways cultural content is being discovered, consumed and shared. The survey provides intelligence to stakeholders across the sectors Ontario Creates supports, including music, film, television, gaming and book and magazine publishing. Key findings include that 90% of respondents regularly pay for content, and 50% believe there is a gap in diversity of gender, sexual identity and ethnic representation in today's cultural content.

Service Excellence

Tax Credit Queues Reduced

In 2019/20, Ontario Creates received 2,473 products and reviewed 2,947 products, marking the third consecutive year in which more products were reviewed than received.

Processing times for the film and television tax credits (OFTTC, OPSTC and OCASE) were 14% faster in 2019/20 than in 2018/19 due to shorter queue times. The number of OIDMTC products in queue was reduced by 40% compared to 2018/19.

To mitigate the impact of COVID-19, the agency made proposals to the Ministry regarding expediting file reviews and streamlining business processes across all tax credits. As well, Ontario Creates worked with CRA on electronic notification of certification in lieu of physical certificates to ensure that processing of tax credit claims could continue.

A tax credit certification review is underway, following up on a spring 2019 budget commitment. A kick-off meeting was held with accountancy MNP in January 2020 and a preliminary report was received in late March. Looking for further process improvements, business officers began intake reviews of OFTTC, OPSTC and OCASE applications in February 2020.

Administrative Efficiencies

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

Direct Deposit and E-Payment

Electronic payments reach recipients faster than cheques and are a greener alternative – they eliminate consumption of paper and fuel for delivery, and keep waste out of landfills. In 2017-18 Ontario Creates rolled out direct-deposit payment to vendors and suppliers. The following year the agency improved customer service and efficiency and reduced its carbon footprint by offering electronic direct deposit to investment recipients.

Direct deposit is being adopted by payees at a steady pace: direct deposits accounted for 6% of the total number of payments processed in 2017-18, rising to 19% in 2018-19, and 30% in 2019-20.

In October 2019 the agency introduced a convenient e-payment option for tax credit administration fees.

Electronic Access

Ontario Creates has established an Online Research Library, Online Application Portal, and Online Board Portal to streamline industry access to market intelligence and investment and tax credit applications, and to ensure secure Board access to business documents.

These systems allow the agency to go largely paperless in application processing, help simplify the process for businesses, provide one window of communication with applicants, and facilitate jury deliberations. They are monitored and enhanced on a regular basis in response to user feedback.

The degree to which processes were already online and paperless allowed the agency to continue to deliver programs and services effectively when the COVID-19 pandemic disrupted working from the office in late March 2020.

Ontario's Creative Industries Tax Credits

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

Ontario Film and Television Tax Credit (OFTTC)

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

Ontario Production Services Tax Credit (OPSTC)

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

Ontario Computer Animation and Special Effects Tax Credit (OCASE)

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

Ontario Interactive Digital Media Tax Credit (OIDMTC)

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

Ontario Book Publishing Tax Credit (OBPTC)

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

Tax Credit Statistics for 2019/20

Tax Credit	Products / Productions Received	Products / Productions Reviewed	Eligible Products / Productions Certified	Total Value of Estimated Tax Credits	Project Value
OFTTC	384	334	301	\$186,485,548	\$1,106,008,774
OPSTC	232	186	182	\$251,920,350	\$6,997,860,881
OCASE	420	361	336	\$51,721,327	\$545,837,202
OIDMTC	770	1604	1302	\$128,451,522	\$402,002,639
OBPTC	658	453	439	\$2,488,816	\$8,726,767
Total*	2,473	2,947	2,566	\$621,120,040	\$9,060,941,956

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

*Totals include a small number of Ontario Sound Recording Tax Credit (OSRTC) applications/certifications. OSRTC was discontinued as of the 2015 Ontario Budget, however a company may still claim the OSRTC for sound recordings that commenced before April 23, 2015, but can only calculate the tax credit on expenditures incurred before May 1, 2016. Total estimated value of OSRTC in 19/20 is \$52,478 with a project value of \$505,693.

32nd Trillium Book Awards

Finalists and Winners

Trillium Book Award winners in English language and French language each received \$20,000. Publishers of the winning books each received \$2,500 towards book promotions. The winners of the Trillium Book Award for Poetry in English Language and Children's Literature in French Language each received \$10,000 and their publishers each received \$2,000. All finalist authors received a \$500 honorarium. Finalist English-language publishers received a total of \$35,000 in additional marketing funds, while Francophone publishers received \$22,000.

* indicates winners

English-language Finalists for the Trillium Book Award:

- Tamara Faith Berger, *Queen Solomon*, Coach House Books
- Dionne Brand, *The Blue Clerk*, McClelland & Stewart*
- Claudia Dey, *Heartbreaker*, Harper Avenue, an imprint of HarperCollins
- K.D. Miller, *Late Breaking*, Biblioasis
- Miriam Toews, *Women Talking*, Knopf Canada

French-language Finalists for the Trillium Book Award:

- Alain Doom, *Un quai entre deux mondes*, Prise de parole
- Gilles Latour, *À la merci de l'étoile*, Les Éditions l'Interligne
- Lisa L'Heureux, *Et si un soir*, Prise de parole*
- Yvon Malette, *Entre le risque et le rêve*, Éditions David
- David Ménard, *Poupée de rouille*, Les Éditions l'Interligne

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

- Gwen Benaway, *Holy Wild*, Book*hug
- Stevie Howell, *I left nothing inside on purpose*, McClelland & Stewart
- Robin Richardson, *Sit How You Want*, Signal Editions/Véhicule Press*

Finalists for the Trillium Book Award for Children's Literature in French language:

- Pierre-Luc Bélanger, *L'Odyssée des neiges*, Éditions David
- Diya Lim, *La marchande, la sorcière, la lune et moi*, Les Éditions l'Interligne*
- Daniel Marchildon, *Otages de la nature*, Éditions David

2019-20 Program Recipients

Ontario Creates Film Fund

The Film Fund increases domestic feature film production in Ontario, providing support to Ontario producers for feature film projects in the final stages of development and production financing. In 2019-20, Ontario Creates provided \$5.5 million, supporting 30 production applications and 38 development applications. Every dollar invested generated an additional \$18.49 in production financing for films.

2019-20 – Ontario Creates Film Fund - Production - Drama Recipients

- | | |
|--|---|
| 1. The Boathouse - Circle Blue Films Inc. | 11. Killing - Daniel Darius Films Inc. |
| 2. The Broken Heart Gallery - BHG Productions Inc. | 12. The Middle Man - The Film Farm Inc. |
| 3. Brooke and Sam - Barn 12 Inc. | 13. The Night Knows - Impossible Objects Inc. |
| 4. Brother - Conquering Lion Pictures Inc. | 14. Night Raiders - Alcina Pictures Ltd. |
| 5. Cold Strings - 2569372 Ontario Inc. | 15. The Retreat - Alyson Richards Productions Inc. |
| 6. Dreams of the Moon - Inner City Films Development Inc. | 16. Rosie - Assini Productions |
| 7. Falling - Falling Films Inc. | 17. Slash/Back - Mixtape SB Productions Inc. |
| 8. Furies - Rhombus Media Inc. | 18. The Swearing Jar - Monkeys & Parrots Corp. |
| 9. Kicking Blood - New Real Films Inc. | 19. La switch - Carte Blanche Films Inc. |
| 10. The Kid Detective - Kid Detective Productions Inc. | 20. Tabija - Timelapse Pictures Productions Inc. |

2019-2020 – Ontario Creates Film Fund – Production – Documentary Recipients

- | | |
|---|--|
| 1. Black Zombie - Third Culture Media Inc. | 6. One of Ours - Sienna Films Inc. |
| 2. The Colour of Ink - 136469 Canada Ltd. (Sphinx Productions) | 7. So You Want to Be a Muslim? - GAPC Entertainment Inc. |
| 3. Cynara - 2715077 Ontario Inc. | 8. Subjects of Desire - Hungry Eyes Media Inc. |
| 4. The Face of Anonymous - Storyline Entertainment Inc. | 9. Unloved - Huronia Documentary Productions Inc. |
| 5. Margaret Atwood: Encounters - Atwood Encounters Inc. | 10. The Yes Men Build A Wall - Primitive Entertainment Inc. |

2019-20 – Ontario Creates Film Fund – Development Recipients

1. **Africville** - Canesugar Filmworks Inc.
2. **Armstrong's War** - Solo Productions Inc.
3. **The Art of Death** - Filmcoop Inc.
4. **A Bad Day for Voodoo** - Full Plate Productions Inc.
5. **Bayou of Pigs** - Foundry Films Inc.
6. **The Black Donnelly's** - JoBro productions Inc.
7. **Boom Boom** - Carousel Pictures Inc.
8. **Brown Girl** - urbansoul inc.
9. **Coming Soon** - Clique Pictures Inc.
10. **Delia's Gone** - Lumanity Productions Inc.
11. **The Doll Play** - JA Productions
12. **The Eden Express** - Scythia Films Inc.
13. **18 Miles** - 136469 Canada Ltd.
14. **El Duende** - Edge Enterprises (Edge Entertainment)
15. **Enduring** - Clumsy Ophelia Productions Inc.
16. **Eye of the Hurricane** - Freddie Films Inc.
17. **The Fallers** - Night Market Films Inc.
18. **La Grande Mystique** - Fifth Town Films Inc.
19. **The Hag** - Six Island Productions Inc.
20. **Heidegger** - Motel Pictures Inc.
21. **HitPlay Productions** - HitPlay Productions Inc.
22. **In the Black** - 1371097 Ontario Ltd.
23. **Jamaica Farewell** - Conquering Lion Pictures Inc.
24. **Laura Dean Keeps Breaking Up with Me** - Wildling Pictures Inc.
25. **The Little Company of Labrador** - Fourth Line Arts Inc.
26. **Monsters** - Firecrackers Film Inc.
27. **Mothering in the Movement** - 10869317 Canada Inc.
28. **No Connection** - SDP Entertainment Inc.
29. **Prisoner of Conscience** - CCI Entertainment Ltd.
30. **Queen Maeve** - Coyle Digital Inc.
31. **Queen Tut** - Fae Pictures Inc.
32. **Sallie Chisum Loves Pat Garrett and Billy the Kid** - Shadow Shows Inc.
33. **The Savage** - Baswewe Inc.
34. **Sharp Corner** - Alcina Pictures Ltd.
35. **Unidentified Donald** - New Real Films Inc.
36. **Untitled Jackie Shane Documentary** - Banger Media Inc.
37. **The Woman Who Loves Giraffes** (scripted) - Free Spirit Films Inc.
38. **Your Life Is Mine** - Markham Street Films Inc.

2019-20 Ontario Creates Film Fund Marketing and Distribution Initiative

The Ontario Creates Film Fund Marketing and Distribution Initiative (MDI) assists producers of Ontario Creates Film Fund-supported films with domestic marketing and distribution leading up to and during their releases. The MDI awarded \$253,000 to 11 films that have had theatrical releases.

2019-20 Ontario Creates Film Fund Marketing and Distribution Initiative Recipients

- | | |
|--|---|
| 1. Astronaut - Buck Productions | 7. Possessor - Rhombus Possessor Inc. |
| 2. Code 8 - Code 8 Films Inc. | 8. Project Ithaca - Grim Trigger Productions 1 Inc. |
| 3. The Cuban - The Cuban Movie Inc. | 9. Riot Girls - Riot Girls Film Inc. |
| 4. Falling - Falling Films Inc. | 10. There Are No Fakes - DAARR Inc. |
| 5. Mouthpiece - Mouthpiece (FGM) Films Inc. | 11. Untying the Knot - 1207554 Ontario Inc.
(In Sync Media) |
| 6. Once Were Brothers: Robbie Robertson and The Band aka Robbie Robertson: Testimony
- Robbie Documentary Productions Inc. | |

Ontario Creates Interactive Digital Media Fund

IDM Fund: Concept Definition provides support for early-stage activities that will assist the applicant company in moving towards the production of a market-ready content project. IDM Fund: Production provides IDM content creators with funding for high quality, original interactive digital media content projects.

2019-20 Ontario Creates Interactive Digital Media Fund - Concept Definition Recipients

- | | |
|--------------------------------|-------------------------------------|
| 1. 2295344 Ontario Inc. | 13. Fractal Phase Games Corporation |
| 2. 2572676 Ontario Inc. | 14. Hop To It Productions Inc. |
| 3. 2627822 Ontario Inc. | 15. Komi Games Inc. |
| 4. Actual Humans Inc. | 16. Laundry Bear Games Inc. |
| 5. Alientrap Games Inc. | 17. Lofty Sky Entertainment Inc. |
| 6. Blue Ant Digital Inc. | 18. Red Meat Games Inc. |
| 7. Boss & Company | 19. Secret Location Inc. |
| 8. CortexCollider Studios Inc. | 20. Shaftesbury Development II Inc. |
| 9. Cream Digital Inc. | 21. Stitch Media Ontario Inc. |
| 10. Drinkbox Studios Inc. | 22. Vertex Pop Inc. |
| 11. Extra Dimension Games Inc. | 23. VR Star Games Inc. |
| 12. Finish Line Games Inc. | 24. Yellow Bear Studios Inc. |

2019-20 Ontario Creates Interactive Digital Media Fund - Production Recipients

- | | |
|---------------------------------------|--|
| 1. 2294462 Ontario Inc. | 19. Imaginera Inc. |
| 2. 2385676 Ontario Inc. | 20. Kristal Clear Productions Inc. |
| 3. 2568749 Ontario Ltd. | 21. Lofty Sky Entertainment Inc. |
| 4. Annex Publishing and Printing Inc. | 22. Lunarch Studios Inc. |
| 5. Backyard Media Inc. | 23. Madeleine Patton |
| 6. Balloon House Productions Inc. | 24. Mixed Martial Media Inc. |
| 7. Banger Films Inc. | 25. Mongoose Rodeo Inc. |
| 8. Blue Ant Digital Inc. | 26. Necrophone Games Corp. |
| 9. Cassoulet Palace Inc. | 27. Phantom Compass Inc. |
| 10. Cococucumber Inc. | 28. Relish Interactive Inc. |
| 11. Cream Digital Inc. | 29. Rocketship Park |
| 12. Creative Bytes Studios Inc. | 30. SE3D Interactive Inc. |
| 13. Culturerus Corporation | 31. Secret Location Inc. |
| 14. Drinkbox Studios Inc. | 32. Snakehead Games Inc./Les Jeux Tête De Serpent Inc. |
| 15. Geneva Film Co. Ltd. | 33. The Sorry Girls Inc. |
| 16. Ghost BFF Inc. | 34. Transitional Forms |
| 17. Harlow Creative Ltd. | 35. Vitruvius Technologies Inc. |
| 18. The Heliconia Press | |

Ontario Creates Interactive Digital Media Fund: Global Market Development

The Global Market Development program provided \$465,400 to 47 companies to undertake 79 trips, including attendance at 43 international markets, to participate in activities that support company growth and produce measurable business and market development results.

2019-20 Ontario Creates Interactive Digital Media Fund: Global Market Development Recipients

- | | |
|-----------------------------|------------------------------------|
| 1. Alientrap Games Inc. | 13. Game Hive Corporation |
| 2. Apocalypse Studios Inc. | 14. Game Pill Inc. |
| 3. Axon Interactive Inc. | 15. Get Set Games Inc. |
| 4. Big Viking Games Inc. | 16. Gloam Collective Inc. |
| 5. Bloom Digital Media Inc. | 17. Green Room VR |
| 6. Blot Interactive Inc. | 18. Inspired Entertainment Inc. |
| 7. Breezin' Thru Inc. | 19. Komi Games Inc. |
| 8. Clapfoot Inc. | 20. Kristal Clear Productions Inc. |
| 9. Cococucumber Inc. | 21. LaRue Productions Inc. |
| 10. Dark Slope Studios Inc. | 22. Laundry Bear Games Inc. |
| 11. Drinkbox Studios Inc. | 23. Lightning Rod Games Inc. |
| 12. Finish Line Games Inc. | 24. Little Guy Games Inc. |

- | | |
|----------------------------------|-------------------------------|
| 25. LoCo Productions Inc. | 37. Steel Crate Games Inc. |
| 26. Love Conquers All Games Inc. | 38. Stitch Media Ontario Inc. |
| 27. Massive Damage Inc. | 39. 13AM Games Inc. |
| 28. Mighty Yell Studios Inc. | 40. Tiny Titan Studios Inc. |
| 29. N5 Pictures Inc. | 41. Tribe of Pan |
| 30. Peekapak Inc. | 42. 2Dogs Games Ltd. |
| 31. PixelNAUTS Inc. | 43. Uken Inc. |
| 32. Red Meat Games Inc. | 44. Vertex Pop Inc. |
| 33. Riyo Inc. | 45. The Versus Corp. |
| 34. She Said Films Inc. | 46. Vivid Foundry Corp. |
| 35. Spooky Squid Games Inc. | 47. Whorl Interactive Inc. |
| 36. Springbay Studio Ltd. | |

Ontario Creates Interactive Digital Media Fund: Marketing Support

Marketing Support provided \$927,700 towards marketing efforts for 24 IDM Fund: Production-supported projects. The program provides funding for marketing activities that will amplify the visibility and financial viability of Ontario Creates-funded interactive digital media projects when they are released or available for sale in the marketplace.

2019-20 Ontario Creates Interactive Digital Media Fund: Marketing Support Recipients

- | | |
|-------------------------------|------------------------------|
| 1. 1454119 Ontario Ltd. | 13. Occupied VR Inc. |
| 2. 2018120 Ontario Inc. | 14. Pop Sandbox Inc. |
| 3. Alientrap Games Inc. | 15. Power Level Studios Inc. |
| 4. Anthology Productions Inc. | 16. Puzzle Cats Inc. |
| 5. Bit Playas Inc. | 17. Secret Location Inc. |
| 6. Bloom Digital Media Inc. | 18. Shaftesbury Tech Inc. |
| 7. Game Hive Corporation | 19. She Said Films Inc. |
| 8. The Heliconia Press | 20. Tiny Titan Studios Inc. |
| 9. Hitgrab Inc. | 21. Transitional Forms |
| 10. Little Robot Friends Inc. | 22. The Versus Corp. |
| 11. Milana Bodirosa | 23. Vertex Pop Inc. |
| 12. Moonray Studios Inc. | |

Ontario Creates Interactive Digital Media Fund: Futures

Futures teaches business, marketing, and pitching skills to up-and-coming digital-media creators and those transitioning to digital from traditional screen content. WIFT-T, Hand Eye Society and Interactive Ontario run the courses. Ontario Creates awarded grants totaling \$54,700 to four companies for early-stage development work.

2019-20 Ontario Creates Interactive Digital Media Fund: Futures Recipients

- | | |
|-----------------------|--------------------------|
| 1. A-Game Studios | 3. Mega Power Games Inc. |
| 2. Killjoy Games Inc. | 4. Project Undertow Inc. |

Ontario Music Fund

Ontario Creates has provided funding to the following successful applicants through the Ontario Music Fund (OMF). (Announced in April 2020, the OMF has been replaced by the Ontario Music Investment Fund.)

Music Company Development

Music Company Development helps music companies based in the province increase recording, production and marketing to boost music sales and support job creation. Ontario Creates awarded \$3.6 million to 66 companies.

2019-20 Music Company Development Recipients

Category A – Domestic Music Companies

- | | |
|-----------------------------------|--|
| 1. A Tribe Called Red Inc. | 18. 8 Til Faint Inc. |
| 2. Arkells Music (2017) Inc. | 19. FMLY Inc. (Jessie Reyez) |
| 3. Artist Group Management Inc. | 20. Fullcc Music Group |
| 4. Arts & Crafts Productions Inc. | 21. Go Kartz Management Inc. |
| 5. Austra Touring Inc. | 22. Golden Child Inc. (Daniel Caesar) |
| 6. BadBadNotGood Ltd. | 23. Good Lovelies Inc. |
| 7. Bedlam Music Inc. | 24. Good People Sounds Inc. (Majid Jordan) |
| 8. Bedtracks Inc. | 25. Indoor Recess Inc. |
| 9. Black Box Recordings Inc. | 26. Iskwe Music Inc. |
| 10. Born Ruffians Inc. | 27. Kelp Records Corporation |
| 11. CCS Rights Management Corp. | 28. Kingsway Records Inc. |
| 12. CIHP Inc. (Jeremy Dutcher) | 29. Last Gang Records Inc. |
| 13. Coalition Music Inc. | 30. The Line Group Inc. (DVSN) |
| 14. Crocodile Tears Inc. (Ralph) | 31. Linus Entertainment Inc. |
| 15. Curve Music Inc. | 32. Manafest Productions Inc. |
| 16. Dine Alone Music Inc. | 33. MapleCore Ltd. (Cadence Music Group) |
| 17. Don't Guess, Inc. (MorMor) | 34. MDM Recordings Inc. |
| | 35. Meant Well Inc. (Donovan Woods) |

36. Mont Royal Records Inc. (Royal Mountain Records)
 37. Night Lovell
 38. Outside Music Inc.
 39. Pandyamonium Management Inc.
 40. Paper Bag Records Inc.
 41. Peter Cardinali Productions Inc. (Alma Records)
 42. PUPTheBand Touring Inc.
 43. Purple Hive Entertainment Inc. (LaFab Musique)
 44. Red Brick Music Publishing
 45. Rezz Music Inc.
 46. RGK Entertainment Group Inc.
 47. Rock Paper Management (2016) Inc.
 48. Serenader Source Inc. (Serena Ryder)
 49. Six Shooter Records Inc.
 50. Sleepless Records Inc.
 51. Sonic Unyon Records Ltd.
 52. Starfish Entertainment Inc.
 53. Stone Woman Music Inc. (Charlotte Day Wilson)
 54. Straight & Narrow Artist Management Inc.
 55. The Strumbellas Inc.
 56. Sunny Jam Records Inc. (Alysha Brilla)
 57. Supergarage Music Inc.
 58. Toronto Mass Choir Inc.
 59. The Trews Music Inc.
 60. 2Wenty 2Wenty Music Group Inc.
 61. Valeo Arts Management Inc.
 62. Walk Off The Earth Entertainment Inc.
 63. Wax Records Inc.
- Category B – Multinational Record Labels**
64. Sony Music Entertainment Canada Inc.
 65. Universal Music Canada Inc.
 66. Warner Music Canada Co.

Music Futures

Music Futures stimulates entrepreneurship and provides support to develop Ontario's diverse and emerging music industry. Ontario Creates awarded \$650,000 to 38 companies.

2019-20 Music Futures Recipients

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

1. AHI
2. Amphis Music (Heather Dale)
3. Buzz Empire Inc. (Buzz Records)
4. CLK Creative Works Inc.
5. Collaborative Artist Management and Productions Inc.
6. Comino Productions Inc.
7. Domanique Grant Creative Group
8. Enlightened Management
9. Foreseen Entertainment Inc.
10. Hand Drawn Dracula Productions Inc.
11. hard. Music Design
12. High Priest (Exco Levi)
13. Hot Steam Entertainment (Tasha the Amazon)
14. Larnell Lewis Music
15. Mighty Gang Inc. (Haviah Mighty)
16. Miller & Smith Management Inc.
17. Noisemaker Management
18. Northstarr Entertainment Inc. (D.O.)

19. Partner Music
20. Potty Mouth Productions Incorporated (Kathleen Edwards)
21. Starline Promotions Inc. (DJ Power)
22. Telephone Explosion Records
23. Vicktory Music Group Inc.
24. Wednesday Management Inc.
25. Zed Music Inc.

Category B - Music Promoters/Presenters and Booking Agents

26. Blue Crane Agency
27. Le Carrefour francophone de Sudbury
28. CCMC Music Gallery
29. Jazz Sudbury
30. JKB Communications Inc.
31. Kazoo! Festival
32. Kingston Punk Productions
33. Peterborough Folk Festival
34. Sawdust City Music Festival
35. Sing! The Toronto Vocal Arts Festival
36. South Coast Cultural Society
37. Venus Fest Inc.
38. We Live Up Here Urban Arts

Live Music

Live Music increases the number and quality of live music experiences enjoyed by residents in and visitors to Ontario at events, festivals and concerts featuring Canadian artists. Ontario Creates awarded \$1.7 million to 36 companies.

2019-20 Live Music Recipients

- | | |
|---|---|
| 1. Aboriginal Experiences, Arts and Culture | 19. Lot 18 Productions Inc. (Riverfest Elora) |
| 2. Ashkenaz Foundation | 20. Lula Music and Arts Centre |
| 3. Beaches Jazz Festival Society | 21. Mariposa Folk Foundation |
| 4. Bravo Niagara! Festival of the Arts | 22. Niagara Jazz Festival |
| 5. Canadian Chamber Academy (Music Niagara) | 23. Noisemaker Presents Inc. |
| 6. Canadian Music Week | 24. Northern Lights Festival Boréal |
| 7. CityFolk Festival | 25. Ontario Festival of Small Halls |
| 8. The Corporation of Massey Hall and Roy Thomson Hall | 26. Ottawa Bluesfest |
| 9. Festival franco-ontarien (2006) inc. | 27. Ottawa Jazz Festival Inc. |
| 10. Franco-Fête de la communauté urbaine de Toronto | 28. The Paquin Entertainment Group Inc. (Paquin Artists Agency) |
| 11. Greater Hamilton Arts & Events (ArtsFest) | 29. River & Sky Arts in the Woods |
| 12. The Guelph Jazz Festival | 30. Small World Music Society |
| 13. Hey Bear Productions Inc. | 31. Southside Shuffle Blues and Jazz Festival |
| 14. Hillside Community Festival of Guelph | 32. Spectrasonic |
| 15. Home County Folk League | 33. Supercrawl Productions |
| 16. Iranian Canadian Centre for Art and Culture | 34. Toronto Downtown Jazz Society |
| 17. Jones & Jones Productions Ltd. (Jambana One World Festival) | 35. UMA Foundation (desiFest) |
| 18. London Committee for Cross Cultural Arts Inc. (Sunfest) | 36. Wavelength Music Arts Projects |

Music Industry Development

Music Industry Development supports initiatives that expand skills, business capacity, market share, export sales, and innovation across Ontario's music industry. Ontario Creates awarded \$1.3 million to 24 companies for 28 projects.

2019-20 Music Industry Development Recipients

- | | |
|--|---|
| 1. Association des professionnels de la chanson et de la musique | 13. Indie Week Inc. |
| 2. The Canadian Academy of Recording Arts and Sciences | 14. Manifesto Community Projects Inc. |
| 3. Canadian Country Music Association | 15. Music Together (administrated by Arts and Crafts)* |
| 4. Canadian Independent Music Association | 16. Northstarr Entertainment Inc. (Northern Power Summit) |
| 5. Canadian Independent Music Association (Music Ontario) | 17. Ottawa Music Industry Coalition |
| 6. Canadian Live Music Association | 18. PhemPhat Entertainment Group (Honey Jam) |
| 7. Canadian Music Publishers Association (Music Publishers Canada) | 19. Polaris Music Prize Inc. |
| 8. Canadian Music Week | 20. Réseau Ontario des arts de la scène inc. |
| 9. Le Carrefour francophone de Sudbury | 21. Small World Music Society |
| 10. Country Music Association of Ontario | 22. Songwriters Association of Canada |
| 11. Folk Music Ontario | 23. Toronto Blues Society |
| 12. Forest City London Music Awards | 24. Venus Fest Inc. |

*Funding for Music Industry Development, Strategic Initiatives

Ontario Creates Book Fund

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

2019-20 Ontario Creates Book Fund Recipients

- | | |
|---|--|
| 1. Annick Press Ltd. | 16. Firefly Books Ltd. |
| 2. Between the Lines Inc. | 17. Greenwood Book Ltd. |
| 3. Biblioasis Inc. | 18. Guernica Editions Inc. |
| 4. Book*hug Inc. | 19. House of Anansi Press Inc. |
| 5. Brick Books Inc. | 20. Inanna Publications and Education Inc. |
| 6. Broadview Press Inc. | 21. Invisible Publishing Collective Inc. |
| 7. Coach House Books Inc. | 22. James Lorimer & Company Ltd. |
| 8. Crabtree Publishing Company Ltd. | 23. Kids Can Press Ltd. |
| 9. CSP Books Inc. | 24. Latitude 46 Publishing Inc. |
| 10. DC Canada Education Development (DCCED) Corp. | 25. Owlkids Books Inc. |
| 11. Dundurn Press Ltd. | 26. Prise de parole Inc. |
| 12. ECW Press Ltd. | 27. Robert Rose Inc. |
| 13. Les Éditions David | 28. Second Story Feminist Press Inc. |
| 14. Les Éditions l'Interligne | 29. Thompson Educational Publishing Inc. |
| 15. Emond Montgomery Publications Ltd. | 30. University of Ottawa Press |
| | 31. University of Toronto Press |

Canadian Books in Ontario Schools Fund

The Canadian Books in Ontario Schools Fund provided \$192,735 to 11 publishers and groups. The program supports publishers to create learning materials for established works of Canadian literature and supports collective marketing activities that will raise awareness among education professionals about Canadian titles suitable for their classrooms.

2019-20 Canadian Books in Ontario Schools Fund Recipients

- | | |
|---|---|
| 1. Les Éditions David | 7. Pajama Press Inc. |
| 2. Les Éditions l'Interligne | 8. Prise de parole Inc. |
| 3. Fitzhenry & Whiteside Ltd. | 9. Regroupement des éditeurs canadiens-français |
| 4. Kids Can Press Ltd. | 10. Second Story Feminist Press Inc. |
| 5. Organization of Book Publishers of Ontario | 11. Wilfrid Laurier University Press |
| 6. Owlkids Books Inc. | |

Ontario Creates Magazine Fund

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

2019-20 Ontario Creates Magazine Fund recipients

1. 1059434 Ontario Inc.
2. 1425545 Ontario Inc.
3. 1454119 Ontario Ltd.
4. 170916 Canada Inc.
5. 1959689 Ontario Inc.
6. 2294462 Ontario Inc.
7. Actual Media Inc.
8. Annex Publishing and Printing Inc.
9. Applied Arts Inc.
10. Big Kids Little Kids Inc.
11. ByBlacks.com Inc.
12. Canadian Abilities Foundation
13. Concepts Travel Media Ltd.
14. Cottage Life Media a division of Blue Ant Media Partnership
15. Culturerus Corporation
16. Cypress Ave. Inc.
17. EcoParent Inc.
18. Environmental Science & Engineering Publications Inc.
19. Grippped Publishing Inc.
20. Horse Publications Group Inc.
21. Inuit Art Foundation
22. Jane Media Inc.
23. King Network Inc.
24. Literary Review of Canada
25. Maple Media Ltd.
26. Media Matters Inc.
27. Municipal World Inc.
28. Observer Publications Inc.
29. Opera Canada Publications
30. Our Times Labour Publishing Inc.
31. Outpost Inc.
32. Post City Magazines Inc.
33. Riptide Resources Inc.
34. Roustan Media Ltd.
35. Shelter Fell Publications Inc.
36. Skynews Inc.
37. Spacing Media Inc.
38. Toronto Life Publishing Company Ltd.
39. Tribute Publishing Inc.
40. Twenty Two Media Group Ltd.
41. Verge Magazine Inc.
42. The Walrus Foundation

Ontario Creates Export Fund

Ontario Creates provided 133 companies from the book and film and television industries with \$1.2 million to pursue international business development activities. Last year, companies receiving export support generated more than \$246 million in sales—a return of \$169 for every dollar invested.

2019-20 Ontario Creates Export Fund - Book Recipients

- | | |
|--|--|
| 1. Annick Press Ltd. | 14. House of Anansi Press Inc. |
| 2. Between the Lines Inc. | 15. Howard Aster & Associates Corp. Ltd. |
| 3. Bookland Press Inc. | 16. Inanna Publications and Education Inc. |
| 4. Book*hug Inc. | 17. Insomniac Press Ltd. |
| 5. Broadview Press Inc. | 18. James Lorimer & Company Ltd. |
| 6. Coach House Books Inc. | 19. Kids Can Press Ltd. |
| 7. Crabtree Publishing Company Ltd. | 20. Koyama Press Inc. |
| 8. CSP Books Inc. | 21. Owlkids Books Inc. |
| 9. DC Canada Education Development (DCCED) Corp. | 22. Pajama Press Inc. |
| 10. Dundurn Press Ltd. | 23. Playwrights Canada Press Ltd. |
| 11. ECW Press Ltd. | 24. Robert Rose Inc. |
| 12. Firefly Books Ltd. | 25. University of Toronto Press |
| 13. Greenwood Books Ltd. | 26. Wilfrid Laurier University Press |
| | 27. Wolsak & Wynn Publishers Ltd. |

2019-20 Ontario Creates Export Fund - Film & Television Recipients

- | | |
|---|--------------------------------------|
| 1. 136469 Canada Ltd. (Sphinx Productions) | 15. Banger Media Inc. |
| 2. 1422444 Ontario Inc. (Riverbank Pictures) | 16. Barn 12 Inc. |
| 3. 1432146 Ontario Ltd. o/a Proximity Films | 17. Brain Power Studio Inc. |
| 4. 1980573 Ontario Inc. (Raging River Pictures) | 18. Breakthrough Entertainment Inc. |
| 5. 2570320 Ontario Inc. (Plainspeak Pictures) | 19. Bunk 11 Pictures Inc. |
| 6. A71 Productions Inc. | 20. Byron A. Martin Productions Inc. |
| 7. Aiken Heart Films Inc. | 21. Carousel Pictures Inc. |
| 8. Aircraft Pictures Ltd. | 22. Cave Painting Pictures Inc. |
| 9. Alcina Pictures Ltd. | 23. Cave 7 Productions Inc. |
| 10. Alibi Entertainment Inc. | 24. Clique Pictures Inc. |
| 11. Allpar Productions Inc. | 25. Conquering Lion Pictures Inc. |
| 12. Alyson Richards Productions Inc. | 26. Corvid Pictures Inc. |
| 13. Amaze Film + Television Inc. | 27. Cream Productions Inc. |
| 14. Babe Nation Creations Inc. | 28. Darius Films Inc. |

29. Devonshire Productions Inc.
30. Don Carmody Television Inc.
31. Epic Story Media Inc.
32. Euclid 431 Pictures Inc.
33. Fathom Film Group Ltd.
34. Fear and Desire Productions Inc.
35. Fella Films Inc.
36. Fifth Ground Entertainment Inc.
37. The Film Farm Inc.
38. Film Forge Productions Inc.
39. Firestarter Productions Inc.
40. Forté Entertainment Inc.
41. GAPC Entertainment Inc.
42. Gearshift Films Inc.
43. Guru Animation Studio Ltd.
44. Hawkeye Pictures Inc.
45. Headspinner Productions Inc.
46. The Heliconia Press
47. High Dive Media Inc.
48. Hungry Eyes Media Inc.
49. Industrial Brothers Canada Ltd.
50. JA Productions
51. JoBro Productions Inc.
52. Kensington Communications Inc.
53. Lithium Studios Productions Inc.
54. Little Engine Moving Pictures Inc.
55. Lofty Sky Entertainment Inc.
56. Lupino Productions
57. MacLaren Productions Inc.
58. Makin' Movies Inc.
59. Marble Media Inc.
60. Marina Cordoni Entertainment Inc.
61. Markham Street Films Inc.
62. Matter of Fact Media Inc.
63. Middle Child Films Inc.
64. Milkcow Media Inc.
65. Monkeys & Parrots Corp.
66. Motel Pictures Inc.
67. Murmur Media Inc.
68. Muse Entertainment (Ontario) Inc.
69. N5 Pictures Inc.
70. New Metric Media Inc.
71. New Real Films Inc.
72. Night Market Films Inc.
73. No Trace Camping Productions Inc.
74. Nomad Films Inc.
75. Out There Productions Inc.
76. Paper Frame Pictures Inc.
77. Pivotal Media Inc.
78. Primitive Entertainment Inc.
79. Quarterlife Crisis Productions Inc.
80. Ramaco Media Inc.
81. Red Queen Productions Inc.
82. Rob Heydon Holdings Inc.
83. RTR Media Inc.
84. RVK Productions Inc.
85. SC Productions Inc.
86. Scythia Films Inc.
87. Sienna Films Inc.
88. Six Island Productions Inc.
89. SK Films Inc.
90. S.N.A.P. Films Inc.
91. Solo Productions Inc.
92. Storyline Entertainment Inc.
93. StrømHaus Productions Ltd.
94. Viddywell Films Inc.
95. Vitality Media Productions Inc.
96. Wango Films Inc.
97. We'll Be Over Here Productions Inc.
98. WexWorks Media Inc.
99. White Eagle Entertainment
100. White Pine Pictures Inc.
101. Wildling Pictures Inc.
102. Willis Sweete Productions Inc.
103. Woods Entertainment Canada Inc.
104. YAP Films Inc.
105. YN Films Inc.
106. Z films inc

Industry Development Program

Ontario Creates provides support to Ontario's cultural entrepreneurs by partnering with established trade and event organizations to offer initiatives, events and activities that stimulate the growth of the cultural media industries. These initiatives must promote the potential for measurable commercial transactions or other business-focused opportunities for Ontario companies that create and sell content in the book and magazine, film and television, and interactive digital media industries and any combination of these industries. Ontario Creates supported 60 initiatives with an investment of nearly \$1.7 million.

2019-20 Industry Development Program Recipients

1. The Alliance of Canadian Cinema Television and Radio Artists - Spotlight on Diversity on our Screens
2. Association of Canadian Publishers - Canadian Audiobook Symposium
3. Association of Canadian Publishers - 49th Shelf
4. Association of Canadian Publishers - International Book Fairs Networking Events
5. Association of Canadian Publishers - School Library Marketing Program
6. Atlantic Film Festival Association - FIN Partners (fka Strategic Partners)
7. Blood in the Snow Canadian Film Festival - Blood in the Snow Film Festival + Deadly Exposure 2019
8. Book and Periodical Council - Book Summit: Breaking New Ground: Toward the Next Decade of Publishing
9. Canadian Film in the Schools - Reel Canada: Our Films in Our Schools programme
10. Canadian Film Institute/Ottawa International Animation Festival - IFFO Screen Summit
11. Canadian Film Institute/Ottawa International Animation Festival - The Animation Conference
12. Canadian Filmmakers Festival - CFF Producers Masterclass & Filmmaker/Distributor Networking Reception
13. Canadian Multicultural Heritage Council - CMHC Film Workshop and Masterclass Series 2019
14. CaribbeanTales Worldwide Distribution Inc. - CineFAM: Ontario Women Artist of Color Incubator
15. Centre for Aboriginal Media - imagineNATIVE Digital Development Day for 20th annual imagineNATIVE Film + Media Arts Festival
16. Centre for Aboriginal Media - imagineNATIVE Industry Days + Indigenous Feature Financing Forum
17. Cinefest; The Sudbury Film Festival Inc. - Industry Forum/Cinema Summit
18. Documentary Organization of Canada - DOC Institute Producers Exchange 2019-2020 Activities
19. The Female Eye Film Festival - 17th FeFF Industry Initiatives - "Making it Happen"
20. The FOLD Foundation - The 2019 Festival of Literary Diversity (FOLD)
21. Forest City Film Festival - Forest City Film Festival Industry Sessions
22. Hand Eye Society - Comics X Games at Toronto Comic Arts Festival
23. Hand Eye Society - IDM Fund Futures
24. Hand Eye Society - WordPlay
25. Hot Docs - Hot Docs Documentary Market Events
26. Hot Docs - Hot Docs Variety Magazine Marketing Initiative

27. Independent Web Series Creators of Canada
- T.O. Webfest 2019
28. Inside Out Lesbian and Gay Film and Video Festival Inc. - Inside Out LGBTQ Film Finance Forum 2019
29. Interactive Ontario Industry Association
- Business Builder Activities
30. Interactive Ontario Industry Association
- Experts-To-Go
31. Interactive Ontario Industry Association
- IDM Fund Futures 2019
32. Interactive Ontario Industry Association
- iLunch 2019-2020
33. International Readings at Harbourfront
- 12th Annual International Visitors Programme
34. Italian Contemporary Film Festival - Italian Contemporary Film Festival Industry Day 2019
35. Liaison of Independent Filmmakers of Toronto
- Newcomer Filmmenor
36. Magazines Canada - 2020 Business Media Leadership Summit
37. Magazines Canada - Community Knowledge: Market Intelligence
38. Magazines Canada - Industry Outreach
39. Magazines Canada - Magazines Canada Paid Internship Program for Ontario Magazines
40. Magazines Canada - MagNet 2019
41. Magazines Canada - Newsstand Distribution Service for Ontario Magazines
42. National Media Awards Foundation - Diversity, Innovation and Collective Marketing
43. Oakville Festivals of Film and Art - Film Industry Days 2019
44. Open Book Foundation - Open Book Editorial
45. Organization of Book Publishers of Ontario - Diverse Intern Initiative: Fall 2019
46. Organization of Book Publishers of Ontario
- Ontario Book Publishers Organization Pavilion at OLA Super Conference
47. Organization of Book Publishers of Ontario
- Regional Marketing Initiative 2020
48. Planet in Focus: International Environmental Film & Video Festival - 19th Annual Planet in Focus Industry Conference
49. ReelWorld Film Festival Inc.
- Emerging 20 Initiative
50. Salon du livre de Toronto
- 27^e Salon du livre de Toronto
51. Toronto Book and Magazine Festival
- The Vibrant Voices of Ontario Stage
52. Toronto International Film Festival Inc.
- TIFF Film Circuit 2019
53. Toronto International Film Festival Inc.
- Toronto International Film Festival 2019
54. Toronto Reel Asian International Film Festival
- Reel Ideas Industry Program and Content Creators Incubator
55. Women in Film & Television - Toronto
- Corus Media Management Accelerator
56. Women in Film & Television - Toronto
- Intermediate Production Accounting and Tax Credit Workshop
57. Women in Film & Television - Toronto-Scripted Digital Series Incubator
58. Women in Film & Television - Toronto-WIFT-T Ontario Creates IDM Fund Futures Accelerator
59. Women in Film & Television - Toronto-WIFT-T Pitch It! Workshop
60. Youth Media Alliance M - dias Jeunesse
- YMA at Kidscreen Summit 2020

Ontario Creates Business Intelligence Program

Ontario Creates offers financial support to incorporated not-for-profit industry organizations undertaking business intelligence initiatives relevant to the growth of one or more content-creating sectors in Ontario. In 2019-20, Ontario Creates awarded \$116,250 to 5 applications.

2019-20 Ontario Creates Business Intelligence Program Recipients

1. Computer Animation Studios of Ontario - *CASO Impact of COVID-19 Survey Results*
2. Documentary Organization of Canada - *Positioning Canadian Documentaries for Success in International Markets*
3. The Foundation for Canadian Comedy (CANCOM) - *Profile and Value Chain Analysis of Ontario's Comedy Content Creators*
4. ReelWorld Film Festival Inc. - *Changing the Narrative: 2020 Status of Canadian Black, Indigenous and People of Colour in Canada's Screen-based Production Sector*
5. Women in View - *On Screen 2020*

Board of Directors

April 1, 2019 – March 31, 2020

Ontario Creates is governed by a Board of Directors appointed by the Lieutenant Governor-in-Council, who designates the Chair and Vice-Chair from among the appointed members. The Board of Directors had up to 13 members and met regularly throughout the fiscal year.

Aaron Campbell, Chair

Chief of Staff

Liquor Control Board of Ontario (LCBO)

– Appointed and designated Chair,
February 28, 2019

Marguerite Pigott, Vice-Chair

Vice-President, Outreach & Strategic Initiatives

Canadian Media Producers Association (CMPA)

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

Diana Arajs

President

Poise Communications

– Appointed June 6, 2019

John Barrack

Barrister & Solicitor

John Barrack Strategic Counsel

– Appointed April 12, 2017

Patrick Bourbonnais

President

Productions PB5

– Appointed November 6, 2013;
Re-appointed November 6, 2016.
Term ended November 5, 2019

Adam Caplan

Principal

Web.isod.es

– Appointed February 26, 2014;
Re-appointed February 26, 2017.
Term ended February 25, 2020

Michael Ceci

Chief of Staff

Bennett Jones LLP

– Appointed April 11, 2019

Ronald Hay

Founding Partner / Lawyer

Stohn Hay Cafazzo Dembroski Richmond

– Appointed May 31, 2017

Nyla Innuksuk

Founder

Mixtape VR

Producer, Film & VR/AR

– Appointed March 21, 2018

Iain Klugman

President & CEO

Communtech

– Appointed April 12, 2017

Gave Lindo

Executive Director, OTT Programming

Canadian Broadcasting Corporation (CBC)

– Appointed October 5, 2016.
Term ended October 4, 2019

Lisa Lyons

President

Kids Can Press

– Appointed April 12, 2017

Edith Myers

President

CEI Management

Chief Financial Officer

Piazza Entertainment Ltd.

– Appointed July 26, 2019

Kiumars Rezvanifar

President

KVC Communications Group

– Appointed May 31, 2017

Total remuneration to the Board of Directors for the fiscal year ending March 31, 2020, was \$7,387.50.

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

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

Ontario Creates met or exceeded most 2019-20 performance targets, noting the following:

- Not all leverage value targets were met in 2019-20. Leverage value indicates the additional amount in financing generated for each dollar invested by Ontario Creates. Smaller leverage values indicate that across most sectors, project budgets in 2019-20 were slightly smaller than anticipated.
- Nearly all of the targets for the Film Commission were exceeded in 2019-20, with the exception of the number of actively scouting domestic and service productions in Ontario, which fell short by 5 productions (140 instead of the targeted 145). This was likely due to production being at or reaching capacity for most of the year. The total value of production in 2019-20 was \$1.6 billion, exceeding the target by over \$3 million.
- The number of business connections/leads made by participants at Ontario Creates-led or supported initiatives fell short of the target by about 1,000 connections. This result was impacted by the postponement and/or cancellation of events in February and March as a result of the pandemic.
- The number of markets where Ontario Creates organized a strategic presence and the number of collaboration events also fell short as a result of pandemic-related cancellations and postponements.
- Tax Credit review and processing results remained consistent over the prior year. The average turnaround time across all tax credits was 35.1 weeks in 2019-20, a 5-week improvement over the target.

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

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

Significant risks facing the agency and the creative industries in 2019-20 included the following:

COVID-19 (High)

- The emergence of a global health crisis in March has severely impacted Ontario's creative industries. The pandemic necessitated a shutdown of live music and film and television production, retail business closures, travel restrictions, and supply-chain disruptions. Ontario's creative industry businesses are likely to face many challenges over the long term, provided the virus remains active.
- Ontario Creates has introduced a number of measures intended to mitigate the impact of COVID-19, including increased program flexibility, allowing delivery dates to shift in cases where events, projects or initiatives were postponed, allowing activity changes where markets or planned travel was cancelled, allowing non-refundable costs, fast-tracking milestone payments and modifying and/or adding additional program application deadlines. Tax credit admin fees were deferred and certificates issued electronically. Agency events and outreach pivoted to virtual models of program delivery. The Film Commission quickly changed its focus of activities to monitoring and reporting on the impact of the pandemic, working with industry and government partners to draft health and safety guidelines, and to building a new website and marketing strategy in preparation for the Province's reopening. In addition, the Film Commission worked on securing additional large filming locations and sound stages, which are anticipated to be in higher demand as the production sector reopens.

Tax Credit Application Volume (High)

- The volume of products applying for Tax Credits continues to grow and outpace resources, possibly leading to lengthy waits for certification.
- Ontario Creates mitigates this risk through risk assessment processes to assist with queue triage. The agency works with industry and government partners on continuous process improvement and last year assigned temporary FTEs and a new Team Lead to focus on mitigating the risks of high-application volume. Reductions to the queue length demonstrate that these strategies are having a positive impact.

Continued on next page

Continued from previous page

Limited Access to Export Markets (Medium)

- Export and collaboration activity remained limited in 2019-20 due to discretionary spending restrictions and because of the emergence of COVID-19 at the end of the fiscal year. Export activity including international sales is fundamental to growing Ontario businesses. Restrictions placed on out-of-province travel for staff may mean that Ontario Creates can't provide the kind of expert on-the-ground support and B2B networking in key markets that has proven to leverage Ontario presence into better outcomes for Ontario companies. There is also the risk that competitive advantage will be lost if Ontario does not have an on-the-ground staff presence at markets where other provinces are promoting their jurisdictions.
- As a mitigating strategy, Ontario Creates continues to support companies to attend foreign markets. Changes were made to the Export Fund to allow applicants to defer or apply funds to virtual markets, after COVID-19 led to event cancellations. The agency has also transitioned to offering virtual events and engages in strategic activations with national and international partners to leverage existing resources.

Insufficient Resources to Service Growing Demand (Medium)

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

Ontario Creates 2019-20 Performance Measures

As of March 31, 2020

Key Performance Indicator	2020-21 Target	2019-20 Actual	2018-19 Actual	2017-18 Actual	Notes
Strategic Goal #1: STIMULATE ECONOMIC GROWTH AND EMPLOYMENT					
1. Estimated value of Tax Credits (millions)	\$600	\$621	\$840	\$747	
2. Leverage Value (additional amount of financing generated for each dollar invested by Ontario Creates)					
a) Investment through all six Tax Credits	\$15.00	\$13.59	\$20.64	\$17.80	
b) Investment through Book Fund	\$0.57	\$0.60	\$0.57	\$0.72	
c) Investment through Film Fund (Production)	\$22.00	\$18.49	\$20.66	\$17.82	
d) Investment IDM Fund (Production)	\$1.75	\$2.17	\$1.96	\$2.21	
e) Investment through Magazine Fund	\$0.75	\$0.70	\$1.01	\$0.72	
f) Investment through Ontario Music Fund (OMF)	\$3.10	\$5.84	\$4.18	\$4.83	
g) Investment through Business Intelligence Program	\$1.50	\$0.91	\$1.75	\$1.73	
3. Return on Investment (sales earned for every dollar invested by Ontario Creates)					
a) Book Fund	\$2.85	N/A	\$7.10 NF	\$4.79	18/19 not final
b) Export Funding (Export Fund and IDM Fund: Global Market Development)	\$175.00	N/A	\$169.05	\$177.86	
c) IDM Fund: Marketing Support	\$2.00	N/A	\$3.69 NF	\$1.55	18/19 not final
d) Magazine Fund	\$1.95	N/A	\$0.93 NF	\$1.19	18/19 not final
4. Ontario Music Fund Economic Growth and Employment Indicators					
a) Increased company gross revenue as a result of the OMF (millions)	\$70.00	N/A	\$30.23	\$97.77	Note 9
b) Private sector investment and equity secured as a result of the OMF support (millions)	\$6.00	N/A	\$13.56	\$12.00	Note 9
c) Jobs created and/or retained through OMF projects (FTEs)	525	N/A	611	551	Note 9
5. Other Economic Growth and Employment Indicators					
a) Weeks of work created and/or retained through IDM Fund and Film Fund projects	18,000	32,625	35,280	22,962	
b) Number of educators reached through Canadian Books in Ontario Schools	12,000	Note 2	329,246	Note 2	

Key Performance Indicator	2020-21 Target	2019-20 Actual	2018-19 Actual	2017-18 Actual	Notes
Strategic Goal #2: PROMOTE THE INDUSTRIES					
1. Film and Television Production					
a) Number of film and television productions that shoot in Ontario	130	170	152	137	
Domestic	70	102	92	74	
Service	60	68	60	63	
b) Value of film and television productions that shoot in Ontario (millions)	\$1,300	\$1,638	\$1,316	\$1,480	
Domestic	\$500	\$674	\$512	\$525	
Service	\$800	\$964	\$803	\$955	
c) Number of actively scouting domestic and service productions accessing Ontario Creates scouting services	145	140	154	150	
2. Los Angeles Office					
a) Number of leads developed by L.A. Office	150	110	120	216	Note 5
b) Proportion of L.A. Office-assisted projects that shoot in Ontario	20%	60%	32%	34%	Note 5
c) Value of L.A. Office-assisted projects that shoot in Ontario (millions)	\$500	\$654	\$343	\$953	Note 5
3. Social Media Influence					
a) Sysmos score	8/10	8/10	8/10	58.4	
b) Number of new subscribers to Ontario Creates social media channels	1,000	2,822	3,996	1,443	
4. Media Impressions					
a) Number of media impressions (millions)	30.0	71.7	184.6	31.7	
b) Number of Trillium Book Award media impressions (millions)	45.0	126.5	4.5	172.0	Note 4

Key Performance Indicator	2020-21 Target	2019-20 Actual	2018-19 Actual	2017-18 Actual	Notes
Strategic Goal #3: ENCOURAGE COLLABORATION AND INNOVATION					
1. Industry Development Support (Industry Development Program, Sector Marketing Support, other Ontario Creates support to industry development)					
a) Number of industry development initiatives led or supported by Ontario Creates	60	76	64	69	
b) Number of business connections/leads made by participants at Ontario Creates-led or supported initiatives	14,000	12,375 NF	35,359	24,436	19/20 not final
c) Number of business connections and/or leads made as a result of OMF Music Industry Development Support	6000	Note 2	13,141	12,111	Note 9
2. International Business Development					
a) Number of markets at which Ontario Creates has organized a strategic presence	9	7	6	17	
b) Number of foreign markets at which Ontario participants are supported through export activity support	200	181	241	346	
3. Collaboration Initiatives					
a) Number of Collaboration events led by Ontario Creates	8	5	4	7	
b) Number of business connections made through meetings at Collaboration events	3,500	772 NF	1,167	1,757	19/20 not final
c) Number of deals/options arising from Collaboration events after 12 months	6	4	6	6	
d) Value (when applicable) of deals/options arising from Collaboration events after 12 months	\$3,000	\$13,750	\$23,000	\$29,100	Note 6
4. Business Intelligence					
a) Number of Business Intelligence projects released	8	10	10	9	
b) Number of Industry Profiles updated	8	8	8	7	
c) Number of unique views of Industry Profiles on corporate website	12,000	N/A	14,816	15,128	
d) Number of new documents added to the Online Research Library	48	N/A	92	116	
e) Number of unique visitors to the Online Research Library	2,500	N/A	2,094	3,662	
f) Number of Business Intelligence Bulletin unique views	1,500	1,551	1,297	New measure for 2018-19	

Key Performance Indicator	2020-21 Target	2019-20 Actual	2018-19 Actual	2017-18 Actual	Notes
Strategic Enabler #1: ENSURE SERVICE AND OPERATIONAL EXCELLENCE					
1. Program Delivery					
a) Number of applications received (funds and tax credits)	2,300	2,588	2,464	2,287	Note 1
b) Average turnaround time across all tax credits (weeks)	40.0	35.1	33.8	41.9	
c) Average time tax credit files spend in analysis (weeks)	5.0	5.2	3.9	5.3	
d) Total number of tax credit products reviewed	3,000	2,947	3,183	3,047	
2. Service					
a) Number of service calls and emails	4800	4,186	4,521	4,779	
b) Number of ministry inquiries	60	144	97	136	
c) Client satisfaction survey (approximately every 5 years)	N/A	N/A	Completed	New measure for 2017-18	Note 3

Key Performance Indicator	2020-21 Target	2019-20 Actual	2018-19 Actual	2017-18 Actual	Notes
Strategic Enabler #2: EMPOWER PEOPLE AND TEAMS					
1. Percentage of staff that have been at organization 5+ years	55%	N/A	62.9%	62.5%	
2. Percentage of staff with Performance Development and Learning Plans	95%	N/A	94.3%	94.4%	
3. Percentage of staff who engaged in 1+ professional development activities within the year	80%	N/A	98.6%	94.4%	
4. OPS Employee Survey (positive or negative variance between Ontario Creates and OPS results on Employee Engagement Survey - when issued)					
a) Engagement Index	+4.0	+9.6	+7.7	+4.4	
b) Inclusion Index	TBD	+5.2	+5.3	+4.1	Note 7
c) Performance Barriers	TBD	+3.4	+12.4		Note 8
d) Independence & Innovation	TBD	+1.7	-2.5		Note 8
e) Learning & Development	TBD	+9.1	+11.6		Note 8
f) Leadership Practices - Directors/Senior Managers	TBD	+11.6	+2.3		Note 8
g) Quality of Service	TBD	+14.2	+10.6		Note 8
h) Organizational Communication	TBD	+19.0	+14.4		Note 8
i) Survey Response Rate	TBD	+29.8	+12.0		Note 8

NOTES:

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

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

- (1) Target is relative to the number of Tax Credit applications certified.
- (2) Results not yet available
- (3) Ontario Creates Client Satisfaction Survey was issued in 2017-18. Surveys are issued approximately every five years.
- (4) Elevated results in 2017-18 due to additional activities and ad spend related to Trillium's 30th anniversary
- (5) LA Office in redevelopment mode - new marketing consultant in place from Q4 2018-19 after position was vacant for 2 quarters
- (6) Results not yet final
- (7) Inclusion Index was revised for 2018 and as a result is not directly comparable to indices from previous years.
- (8) Due to change in OPS Employee Survey reporting, not all historical indicators were available for 2018. Additional indicators developed for 2018
- (9) Targets for the Ontario Music Fund were established based on a \$15 million fund. The program was cut by \$8 million in 2019-20 and these targets do not reflect the reduced program. New measures and targets will be developed as the new Ontario Music Fund launches.

Financial Performance

	2019-20 (\$ 000)		
	Business Plan	Actual	Variance
TOTAL REVENUE	48,669	42,245	(6,424)
TOTAL EXPENDITURES	49,986	42,231	7,755
Net Surplus (Deficit)	(1,317)	14	1,331

The business plan deficit reflected a decision to use unrestricted net assets strategically for certain time-limited initiatives. The Ministry of Heritage, Sport, Tourism and Culture Industries is the primary source of agency revenue (91%). The remaining portion is self-generated, made up of tax credit administration fees, investment income and other recoveries.

The 2019-20 revenue variance is principally due to the Government's reduction of its Ontario Music Fund allocation from \$15 million to \$7 million; the business plan assumed \$15 million for 2019-20, as in previous years. The reduced funding allocation resulted in a similar decrease in expenditures. Offsetting this decrease was the utilization and full recognition of deferred revenue of \$1.2 million during the year.

Total expenditures were less than forecast in the business plan as a result of continued Government direction to reduce spending on activities such as advertising, publications and promotional materials and industry/program activations. International travel decreased as a direct result of the COVID-19 pandemic, which forced international markets scheduled for late-March 2020 to be cancelled.

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

How Financial and Non-Financial Factors Influenced Cost Savings Achieved

Ontario Creates remains committed to continuous business and operational process improvements, including finding and eliminating inefficiencies to save costs. From enhancing electronic access across all areas of operations to introducing administrative efficiencies such as electronic payment and direct deposit options for clients, the agency has been able to keep corporate expenditures low. As a result corporate expenditures for 2019-20 accounted for only 7.4% of the agency's total budget; the remaining 92.6% was direct program-related spend.

In the last six years, from 2013-14 to 2019-20, taking inflation into account, the agency reduced total operating expenses by 8.2%.

	2014	2015	2016	2017	2018	2019	2020	Change, 2014 to 2020	Percentage change
Total operating expenses (Constant 2020 \$000)*	11,982	11,596	11,661	11,374	11,374	10,784	11,000	-982	-8.2%

* Amounts adjusted for inflation using Consumer Price Index:

CPI	125.7	127.3	128.7	130.5	134.2	136.8	137.0
-----	-------	-------	-------	-------	-------	-------	-------

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 29, 2020.

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

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

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



Karen Thorne-Stone
President & Chief Executive Officer



Raina Wells
Director, Business Affairs and Research (A)

September 29, 2020



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

Independent Auditor's Report

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

Opinion

I have audited the financial statements of the Ontario Media Development Corporation (operating as Ontario Creates), which comprise the statement of financial position as at March 31, 2020, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In my opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Ontario Creates as at March 31, 2020 and the results of its operations and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

Basis for Opinion

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

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

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian public sector accounting standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

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

Continued on next page

Continued from previous page

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

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

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



Toronto, Ontario
September 29, 2020

Susan Klein, CPA, CA, LPA
Assistant Auditor General

Statement of Financial Position

As at March 31, 2020

	2020 (\$ 000)	2019 (\$ 000)
ASSETS		
Cash and cash equivalents (Note 3)	24,261	22,793
Short-term investments (Note 3)	4,463	10,061
Accounts receivable	166	77
Accrued interest	84	109
Prepaid expenses	50	7
Current assets	29,024	33,047
Capital assets (Note 4)	440	352
	29,464	33,399
LIABILITIES		
Accounts payable and accrued liabilities (Note 5)	21,955	24,828
Due to the Province	529	396
Current liabilities	22,484	25,224
DEFERRED REVENUE (Note 6)	-	1,158
ACCRUED EMPLOYEE BENEFITS OBLIGATION (Note 10)	651	702
NET ASSETS		
Invested in capital assets	440	352
Internally restricted (Note 6)	465	498
Unrestricted	5,424	5,465
	6,329	6,315
	29,464	33,399
COMMITMENTS AND CONTINGENCIES (Note 9 and 13)		

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, 2020

	2020 (\$ 000)	2019 (\$ 000)
REVENUE		
Ministry of Heritage, Sport, Tourism and Culture Industries (Note 6)	38,457	45,787
Tax credit administrative fees	2,785	2,624
Prior year grants (rescinded) or recovered (Note 8)	(55)	(139)
Return of investment under assistance programs	245	252
Interest	681	693
Other	132	103
	<u>42,245</u>	<u>49,320</u>
EXPENSES		
Ontario Music Fund	7,267	14,037
Industry development initiatives	13,203	12,471
Operating expenses (Note 7)	11,000	10,768
Interactive Digital Media Fund	9,264	8,888
Tax credit transitional grant (Note 6)	-	136
Toronto International Film Festival Group grants	1,295	1,330
Research initiatives	202	200
	<u>42,231</u>	<u>47,830</u>
Excess of revenue over expenses	<u>14</u>	<u>1,490</u>

The accompanying notes are an integral part of these statements.

Statement of Changes in Net Assets

For the Year ended March 31, 2020

	2020 (\$ 000)			2019 (\$ 000)	
	Invested in Capital Assets	Internally Restricted	Unrestricted	Total	Total
Balance, beginning of year	352	498	5,465	6,315	4,825
Excess of revenue over expenses	(308)	(33)	355	14	1,490
Investment in capital assets	396	-	(396)	-	-
Balance, end of year	<u>440</u>	<u>465</u>	<u>5,424</u>	<u>6,329</u>	<u>6,315</u>

The accompanying notes are an integral part of these statements.

Statement of Cash Flows

For the Year ended March 31, 2020

	2020 (\$ 000)	2019 (\$ 000)
Cash flows from operating activities		
Excess of revenue over expenses	14	1,490
Amortization of capital assets	308	240
	<u>322</u>	<u>1,730</u>
Changes in non-cash working capital		
Accounts receivable	(89)	37
Prepaid expenses	(43)	30
Accrued interest	25	(40)
Current liabilities	(2,740)	2,750
Deferred revenue	(1,158)	(537)
Accrued employee benefits obligation	(51)	2
	<u>(4,056)</u>	<u>2,242</u>
Net cash from (used in) operating activities	(3,734)	3,972
Capital Activities		
Purchase of capital assets	(396)	(315)
Investing Activities		
Purchase of short-term investments	27,247	(39,101)
Proceeds from short-term investments	(21,649)	39,042
	<u>5,598</u>	<u>(59)</u>
Net increase in cash	1,468	3,598
Cash and cash equivalents at beginning of year	22,793	19,195
Cash and cash equivalents at end of year	<u>24,261</u>	<u>22,793</u>

The accompanying notes are an integral part of these statements.

Notes to Financial Statements

March 31, 2020

1. BACKGROUND

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

2. SIGNIFICANT ACCOUNTING POLICIES

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

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

(a) Capital Assets

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

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

(b) Revenue Recognition

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

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

(c) Grants and Recoupable Advances

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

(d) Contributed Services

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

(e) Cash and Cash Equivalents

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

(f) Short-term Investments

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

(g) Use of Estimates

The preparation of financial statements in accordance with Canadian public sector accounting standards requires that management make estimates and assumptions that affect the reported amounts of assets and liabilities as at the date of the financial statements and the reported amounts of revenue and expenses.

The infectious coronavirus ("COVID-19") pandemic has added to the Corporation's measurement uncertainty primarily due to a reduction of available information with which to make significant assumptions related to estimates as compared to those estimates reported at March 31, 2019. Actual results could differ from management's best estimates as additional information becomes available in the future. The items subject to the most significant estimates are amortization of capital assets, employee future benefits, allowance for rescinded grants and accounts payable and accrued liabilities.

The allowance for rescinded grants, see Note 5, is subject to measurement uncertainty because future rescinded grants may differ significantly from the Corporation's best estimate of expected results based on historical performance.

(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 \$14.905 million (2019 - \$22.555 million) of bankers' acceptances and bearer deposit notes from Canadian chartered banks with interest rates ranging from 0.98% - 1.94% (2019 - 1.76% - 2.22%). Short-term investments of \$4.463 million (2019 - \$10.061 million) consist of bankers' acceptances and bearer deposit notes from Canadian chartered banks with interest rates ranging from 1.06% - 1.85% (2019 - 1.73% - 2.33%).

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

Liquidity Risk - Liquidity risk is the risk that the Corporation will be unable to fulfill its obligations on a timely basis or at a reasonable cost. The Corporation manages its liquidity risk by monitoring its operating requirements. The Corporation prepared budget and cash forecasts to ensure it has sufficient funds to fulfill its obligations. Over 90% of the Accounts payable and accrued liabilities are payable to recipients, which are generally paid within the next fiscal year.

There have been no significant changes to the risk exposure from 2019.

4. CAPITAL ASSETS

	2020 (\$ 000)			2019 (\$ 000)
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Furniture and Office Equipment	201	126	75	93
Computer Hardware	104	75	29	28
Computer Software	635	370	265	206
Website	120	52	68	23
Leasehold Improvements	7	4	3	2
	<u>1,067</u>	<u>627</u>	<u>440</u>	<u>352</u>

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:

	2020 (\$ 000)	2019 (\$ 000)
Allowance, beginning of year	825	650
Change in allowance	(425)	175
Allowance, end of year	400	825

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

	2020 (\$ 000)	2019 (\$ 000)
Ontario Music Fund	100	200
Industry Development Initiatives	300	625
	400	825

6. MINISTRY OF HERITAGE, SPORT, TOURISM AND CULTURE INDUSTRIES FUNDING

The Ministry of Heritage, Sport, Tourism and Culture Industries (a related party) provided a \$28.497 million (2019 - \$28.450 million) base operating grant which has been recognized as revenue in the fiscal year. The Ministry also provided funding of \$7 million for the Ontario Music Fund (2019 - \$15 million), \$1.5 million for the Diversity Fund (2019 - \$1.5 million), and \$0.3 million for Canadian Books in Ontario Schools (2019 - \$0.3 million) of which the following was recognized as revenue in the Statement of Operations.

	2020 (\$ 000)			2019 (\$ 000)	
	Ontario Music Fund	Diversity Fund	Canadian Books in Ontario Schools	Total	Total
Deferred Revenue - Opening balance	1,055	-	103	1,158	1,695
Funding received	7,000	1,500	300	8,800	16,800
Recognized as revenue	(8,055)	(1,500)	(403)	(9,958)	(17,337)
Deferred Revenue - Closing balance	-	-	-	-	1,158

Revenue recognized for the Ontario Music Fund includes \$7.266 million (2019 - \$14.037 million) in grants, \$0.775 million (2019 - \$0.829 million) in Operating expenses and prior year grants rescinded or recovered in the year of \$0.014 million (2019 - \$0.115 million).

The Canadian Books in Ontario Schools program ended in 2020 with an unspent balance of \$0.207 million. The Corporation has internally restricted this amount for certain initiatives to be undertaken in 2020. In 2019, the Corporation internally restricted \$0.498 million relating to the unspent funds of the Tax Credit Transitional Grant program for certain initiatives over a two-year period. Of this amount, \$0.258 million remains internally restricted in 2020.

7. OPERATING EXPENSES

	2020 (\$ 000)	2019 (\$ 000)
Salaries, wages and benefits		
- Tax credit administration	3,012	2,588
- Industry development	2,716	2,596
- Business affairs and research	1,374	1,356
- Other	718	907
	7,820	7,447
Corporate expenses and operations	1,362	1,229
Consulting services	182	416
Amortization of capital assets	308	240
Advertising, promotion & publications	421	493
Program support	619	639
Travel	288	304
	11,000	10,768

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:

	2020 (\$ 000)	2019 (\$ 000)
Amounts received during the year	770	511
Less: prior year allowance	825	650
Prior year grants (rescinded) or recovered	(55)	(139)

Rescinded or recovered amounts during the year were as follows:

	2020 (\$ 000)	2019 (\$ 000)
Ontario Music Fund	214	135
Industry Development Initiatives	556	376
	770	511

9. LEASE EXPENSES

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

	(\$ 000)
2021	425
2022	429
2023	432
2024	253
2025	-
	1,539

The premises lease was renewed commencing on November 1, 2018 and expiring on October 31, 2023. The lease contains an option to extend the term beyond October 31, 2023 for a period of five years. The Corporation is committed to future minimum payments for its premises lease of \$1,517,000 and its proportionate share of realty taxes and operating expenses which amounted to \$408,000 during 2020 (2019 – \$347,000). These amounts are expected to be similar in future years. Infrastructure Ontario (a related party) makes the lease payments to the landlord, and is subsequently reimbursed by the Corporation.

The Corporation is committed to future minimum payments totalling \$22,000 under its operating leases for office equipment, which expire at various times over the next four 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 \$582,000 (2019 - \$513,000) are included in operating expenses in the Statement of Operations.

(b) Accrued Employee Benefits Obligation

The costs of any legislated severance and unused vacation entitlements are recognized when earned by eligible employees. The total cost for the year amounts to \$34,000 (2019 - \$107,000) and are included in salaries, wages and benefits, disclosed in Note 7. During the year, the accrued employee benefits obligation was reduced by \$163,000 (2019 - \$146,000) 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:

	2020 (\$ 000)	2019 (\$ 000)
Total liability for legislated severance and vacation	1,040	1,069
Less: Due within one year and included in accounts payable and accrued liabilities	(389)	(367)
Accrued employee benefits obligation	651	702

The legislative severance portion of the accrued benefit obligation was calculated based on the following assumptions: discount rate of 2.45% (2019 - 3.25%); and estimated average years to retirement of 9.23 years (2019 - 9.84 years). Due to the curtailment of the plan in 2015, no assumption of wage and salary escalation was used (2019 - 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 2019. For the Corporation, this disclosure is as follows:

Name	Title	Salary
Marina Adam	Manager, Ontario Music Office	\$120,483
Justin Cutler	Manager, Films	\$109,105
Patrick Dervin	Corporate Controller	\$104,959
Raina Feldman	Director, Business Affairs & Research	\$164,366
Kristine Murphy	Director, Industry Development Group	\$170,004
Manya Rouben	Team Leader, Tax Credits	\$102,977
Mark Sonnenberg	Tax Credits Business Officer	\$100,562
Monica Szenteszky	Team Leader, Tax Credits	\$103,752
Karen Thorne-Stone	President & Chief Executive Officer	\$216,207

12. SIGNIFICANT EVENT - COVID-19

The COVID-19 public health restrictions have negatively impacted the business activities of the Corporation's funding recipients. The Corporation has responded with modifying existing project deliverables and accelerating the timing of upcoming payments to recipients.

13. CONTINGENCIES

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

Supplemental Information (unaudited)

The following chart illustrates that 92.6% of OMDC's expenditures for the year ended March 31, 2020 are program-related.

	Corporate (\$ 000)	Program Related (\$ 000)	2020 Total (\$ 000)
Direct Support (from Statement of Operations):	-	31,231	31,231
From Note 7:			
Salaries, Wages and Benefits	1,574	6,246	7,820
Corporate Expenses and Operations	1,014	348	1,362
Consulting Services	8	174	182
Amortization of Capital Assets	96	212	308
Advertising, Promotion & Publications	381	40	421
Program Support	-	619	619
Travel	72	216	288
Total Expenditures	<u>3,145</u>	<u>39,086</u>	<u>42,231</u>
% of total	<u>7.4%</u>	<u>92.6%</u>	<u>100.0%</u>

