

2017/18 Annual Report On Screen Manitoba



On Screen
Manitoba

Media Production
Industry Association

Association des professionnels
de l'industrie audiovisuelle

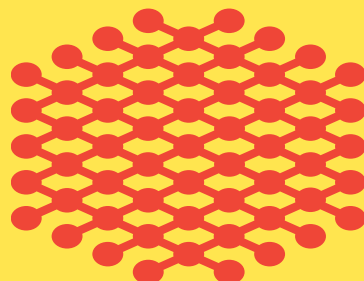


Table of Contents

STAFF

Nicole Matiation
Executive Director/Directrice générale

Cali Ramsey
Data and Finance Manager

Maryam Decter
Membership and Programs Manager

Tani Miki
Communications and Reporting Manager

Amber O'Reilly
Communications Coordinator/
Coordannatrice des communications

Kathryn Kerr
Industry Services Coordinator

Thanks to . . .

Samuel Bischoff
Industry Development Initiatives Manager
(until May 2017)

Katy Slimmon
Project Manager
(until October 2017)

Amy Rebecca Harrison
Marketing and Partnerships Manager
(until January 2018)

INTERNS

Sara Bulloch
Red River College

Jet Plummer
Kwantlen Polytechnic University

Opening Messages/The Board	2-3
Overview	4-5
The Organization	6
Stakeholder Relations	7
Awards & Achievements	8
Members Premieres/Screenings	9
Marketing & Communications	10-11
Industry Development	12
Industry Sessions	13
All Access	14-15
Financial Statements	16
Partnerships	30



**On Screen
Manitoba**

Media Production
Industry Association

Association des professionnels
de l'industrie audiovisuelle

Board of Directors

MESSAGE FROM THE CHAIR OF THE BOARD



Jeff Peeler, Frantic Films

It's been an eventful year in our Manitoba screen-based media industry. We're on track for unprecedented growth but also in store for some potentially unpredictable change.

There is no denying we're at a crossroads. Incredible growth has given rise to incredible opportunity. And our entire community is working hard to rise to the occasion.

Most notably, the Manitoba provincial government has established an industry-government working group to help assess the effectiveness of our undeniably valuable Manitoba Film and Video Production Tax Credit. Our combined goal is to ensure the program remains stable and competitive, and that it properly serves our community and all Manitobans for years to come. This is an incredible opportunity to work hand-in-hand with government to meet our collective goals.

However, our provincial government is also rethinking how it works with sector councils and our sister organization Film Training Manitoba is facing funding uncertainty right at a time when training and industry development is needed most.

Change is most definitely afoot. But change is what we do in this business. We plan, we react, we problem solve, we succeed. And although change may be on the horizon, many years of hard work by On Screen Manitoba members, its board, staff and our supporters and stakeholders, has put us in a position to capitalize on these changes.

Continued support for On Screen Manitoba will be key. A strong and vibrant industry organization is vital in furthering our interests and coordinating our efforts. Participate in programs, renew your membership, encourage new members, support and sponsor initiatives, and let your voice be heard. On Screen Manitoba is an industry-wide organization. It represents all members of our community. And the organization can only be as strong as the community that supports it.

It's been a pleasure to have served On Screen Manitoba on the board and as Chair for the past number of years. But change is coming here as well. I have reached the end of my board term limit. It's the perfect time for new voices and new growth so that our Manitoba screen-based industry continues to be ready and able to surmount any challenge this crazy business throws our way.

I'd like to sincerely thank Nicole and the staff of On Screen Manitoba for their ongoing support and assistance in my role as Chair. Thank you as well to the board past and present and to the membership of On Screen Manitoba for allowing me to contribute in some small way.

EXECUTIVE

- Jeff Peeler, Frantic Films (Chair)
- Patrick Clément, Manito Média (Treasurer / Vice-Chair of Finance Committee)
- Rachel E.R. Margolis, MLT Aikins (Secretary / Vice-Chair of Governance and Nominations Committee)
- Rob Rowan, IATSE 856
- Leslea Mair, Zoot Pictures (Vice-Chair of Government Relations and Regulatory Affairs Committee)

DIRECTORS

- Michael Drabot, William F. White International Inc.
- Meghan Duffy, Black Watch Entertainment
- Steven Foster, DGC Manitoba
- Vergil Kanne, Tactica Interactive
- Rebecca Gibson, Moving Futures
- Phyllis Laing, Buffalo Gal Pictures
- Rob Macklin, ACTRA Manitoba
- Mark Schollenberg, RBC Royal Bank

OTHER STANDING COMMITTEE CHAIRS

- Chris McIvor, FRANK Digital (Chair Programs Committee, Chair Membership Committee)

Executive Director

MESSAGE FROM THE EXECUTIVE DIRECTOR / MESSAGE DE LA DIRECTRICE GÉNÉRALE



Nicole Matiation, On Screen Manitoba

Whatever your role in the media production industry in this province, On Screen Manitoba is your association. Our services, whether stakeholder relations, business or professional development initiatives, or market export and access programs – are designed to develop and enhance overall growth of the media production industry in Manitoba.

With a myriad of platforms distributing content online, through broadcast and in theatres, global demand for audio-visual stories is on the rise and driving business in Manitoba. Manitoba Film and Music (MFM) recorded a record-breaking total production volume of \$173M in 2017-18, IATSE payroll rose by 133% since last year and DGC membership has more than doubled since 2015.

Partnerships with all three levels of government contribute to the success of every aspect of the media production ecosystem. From production incentives (the Manitoba Film and Video Production Tax Credit and equity fund) to locations support (both municipal and provincial) to industry development (market export, business development and training) to support for key stakeholder organizations: Manitoba

Film and Music, Film Training Manitoba, the National Screen Institute and On Screen Manitoba. Government investments also enhance artist-run centres Video Pool and the Winnipeg Film Group, along with Manitoba film festivals: the Gimli Film Festival, Cinémental, the Winnipeg Aboriginal Film Festival, Gimme Some Truth and Freeze Frame.

The long-term commitment and investments made by the many services suppliers, production companies, the unions and guilds over the past 30 years play a critical role in industry development. On Screen Manitoba looks forward to continue working with our public, private and non-profit partners to grow a dynamic, sustainable media production industry in Manitoba.

Quelque soit votre rôle dans l'industrie de la production médiatique au Manitoba, On Screen Manitoba est votre association. Qu'il s'agisse de relations gouvernementales ou avec d'autres joueurs clés, d'initiatives de développement professionnel et d'affaires, ou de programmes d'exportation et d'accès aux marchés, nos services sont conçus pour faciliter la croissance de l'industrie de la production audio-visuelle au Manitoba.

Dans un monde où le contenu audio-visuel est distribué non seulement par télédiffusion et en salle, mais également par l'entremise de multiples plateformes numériques, la demande pour les récits audio-visuels en tous formats et dans tous les genres ne cesse d'augmenter -- une tendance mondiale qui se fait sentir au Manitoba. Musique et Film Manitoba (MFM) a enregistré un volume de production total de plus de 170M\$ en 2017-18, soit une augmentation de 25% par rapport à 2016-17, la rémunération totale des membres d'IATSE a augmenté de 133% depuis l'année dernière et le nombre de membres de la Guilde canadienne des réalisateurs (DGC) a doublé depuis 2015.

Des partenariats avec chacun des trois niveaux du gouvernement contribuent à faire prospérer l'écosystème du milieu de la production audio-visuelle au Manitoba. Depuis des incitatifs à la production (le programme de crédit d'impôt du Manitoba, le fonds d'équité) jusqu'aux soutiens des initiatives de développement de l'industrie (les programmes d'exportations, de développement d'affaires et de formation). Sans oublier les investissements dans les organismes qui offrent ces services : MFM, OSM, Film Training Manitoba et la National Screen Institute ainsi que ceux dans les centres d'artistes Video Pool et le Winnipeg Film Group, et les festivals de film du Manitoba tels que Gimli Film Festival, Cinémental, le Winnipeg Aboriginal Film Festival, Gimme Some Truth et Freeze Frame.

L'engagement et les investissements faits par de nombreux fournisseurs de services, des sociétés de production, les syndicats et les guildes depuis plus de 30 ans jouent un rôle critique dans le développement de l'industrie. On Screen Manitoba à hâte de poursuivre son travail avec nos partenaires publics, privés et sans but lucratif afin de faire croître une industrie de production audiovisuelle dynamique et durable au Manitoba.

Overview

The 2018-2019 year has been a busy one for the industry and for On Screen Manitoba. Production levels in Manitoba continue to grow in parallel with the demand for content around the globe. Manitoba's total production volume was well over \$170 million this past year with numerous feature film projects of varying sizes, two fiction series and several high profile factual series.

Every four to five years On Screen Manitoba commissions an economic impact analysis of the media production industry in Manitoba. This year, *WAVES: A Snapshot of the Manitoba Media Production Industry* was released during All Access, our annual industry forum, in January 2018. It provides a detailed breakdown of the diversity of productions shot in Manitoba including service, co-productions and wholly-Manitoba owned productions. All contribute to create a dynamic industry.

The media production community plays a critical role in the broader arts and culture sector in Manitoba providing work and business opportunities to artists, actors, musicians, writers, technicians, artisans and crafts people who also work in the performing and/or visual arts. Over 40% of Manitoba production companies are owned by women, about 20% are owned by

“The market experience affirmed that we are headed in the right direction with our projects, and there is opportunity for growth with the contacts made. Thank you to OSM’s Access to Markets for making it possible.”

**– Larry Giesbrecht
CLG Communications**



Winnipeg Chamber of Commerce Luncheon with Canada Media Fund's Valerie Creighton

Indigenous people and three media production companies produce exclusively for the French language market. Our sector creates some 2000 (full-time equivalent) highly-skilled jobs annually, with production company operations providing over 340 of those jobs. Those who work on productions and about half of those working for production companies are independent workers who often also run their own small business and/or are artists in their own right.

Entrepreneurship is at the heart of media production industry. Government investments in content creation and business development attract significant investment from the private sector. Investments in equipment, training and physical infrastructure by local film-related equipment and services suppliers, whose principle business is the media production industry, contribute to enhancing the overall capacity of the sector. Car and property rental companies, hotels, graphic design and printing shops, costumes, clothing and furniture retail businesses, construction suppliers, catering services, restaurants

and other local businesses benefit from media production in Manitoba.

On Screen Manitoba, as a provincial industry association, works with local and national stakeholders to encourage film-friendly policies and business development initiatives that recognize the value of the industry to the Manitoba economy. We also work to advocate nationally for Manitoba media production as well as to promote and develop its potential in international markets. On Screen Manitoba delivers industry and business development programs to companies and individual creators. Many of our programs are offered in partnership with local stakeholders and businesses.

In 2018-2019, On Screen Manitoba wrapped up a four-year project that saw Western Economic Diversification invest a total of \$3.89 million towards business development initiatives focused on international markets across the Prairies and offering other programming in collaboration with New Media Manitoba. This project allowed On Screen Manitoba to develop

« On Screen Manitoba nous aide à rencontrer et établir des liens importants avec des joueurs clés de l'industrie, ce qui nous aide à développer des projets et à croître comme compagnie. Le soutien d'OSM est accessible et pratique, tant côté développement que mentorat. Et pour nous, en tant que jeune compagnie émergente, cette aide n'a pas de prix. »

– Jérémie & Janelle Wookey
Wookey Films

its knowledge and understanding of national and international industry trends in film, television and interactive digital media markets in both English and French. It helped to facilitate delegations, to support service and production company business and marketing plan development, to contribute to various visibility and marketing initiatives, and to realize our annual industry forum All Access. In terms of legacy, the project resulted in the Mobile Media Lab, a collection of equipment to stimulate exploration of VR, AR and motion capture technologies; the soon-to-be-released online Content Creator Toolkit; and a continuing series of accelerators

for content development and interdisciplinary collaborations including Creation Labs with the Canadian Museum for Human Rights, New Media Manitoba and the National Film Board of Canada.

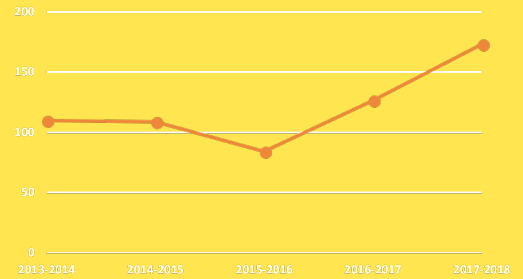
In 2018-2019, On Screen Manitoba began a three-year \$750,000 project also funded by Western Economic Diversification to develop the Francophone media production sector in Western Canada. This project allows On Screen Manitoba to stay attuned to industry trends at major international and national markets, continue to produce All Access, conduct research and develop tools to support business development with a focus on the challenges of the French-language market.

The extraordinary increase in total production volumes over the past three years offers an unprecedented opportunity for sustained growth for all businesses related to the media production industry in Manitoba. New opportunities for work in the industry are emerging in all departments from electrical to wardrobe and hair to locations and transport. On Screen Manitoba is in conversation with local stakeholders including industry support organizations, unions, guilds, businesses, production companies, post-secondary schools and government to facilitate the sort of coordinated action required to meet current challenges, and seize emerging opportunities.

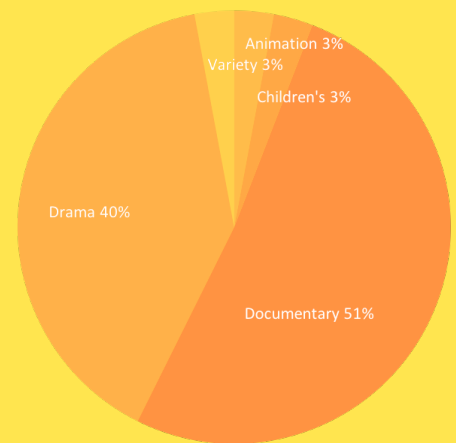


Josette D. Normandeau, Merit Jensen-Carr, Khal Sheriff, Steele Tyler Filipek and Steve Crabtree were part of the Power of Gaming panel at World Congress of Science and Factual Producers

Production Volume \$173.3M in 2017-2018

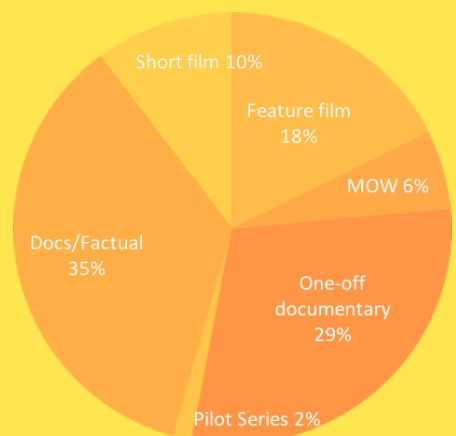


Production by genre



45 Manitoban owned
7 co-productions

by format



The Organization

On Screen Manitoba leads the development of a dynamic media production industry that is recognized for its world-class creative and technical talent. We are a non-profit professional association that includes both individuals (producers, writers, directors and other industry professionals) and organizations (production companies, labor groups, distributors, broadcasters, service suppliers, training bodies and exhibitors) representing some 1,900 media production industry professionals. Our members work in all genres and formats (in English, French and Indigenous languages) and have access to some of the best production incentives in Canada.

OUR VISION

To lead a vibrant media production industry by enabling growth and innovation.

OUR MISSION

To recognize, promote and grow the media production industry.

OUR VALUES

- OSM is proactive in the face of changes in the media production industry.
- OSM is an advocate for the film, TV and interactive media production sector in Manitoba.
- OSM and the OSM board represent and reflect a fully integrated media production industry in Manitoba.
- OSM provides exceptional service to members and stakeholders.
- OSM is a primary resource for the industry in regard to business development and industry information needs.

CURRENT GOALS

GOVERNANCE & ALIGNMENT

On Screen Manitoba is proactive in the face of change in the media production industry.

MEMBERSHIP

On Screen Manitoba membership is engaged and representative of the industry.

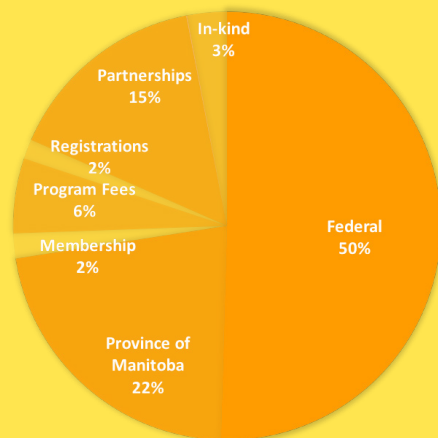
PRESENCE & PROFILE

On Screen Manitoba has a vibrant, meaningful presence and profile online and in person at designated markets, consultations, stakeholder events. Stakeholders, including government partners and regulatory bodies, identify OSM as the leader of the media production industry in Manitoba.

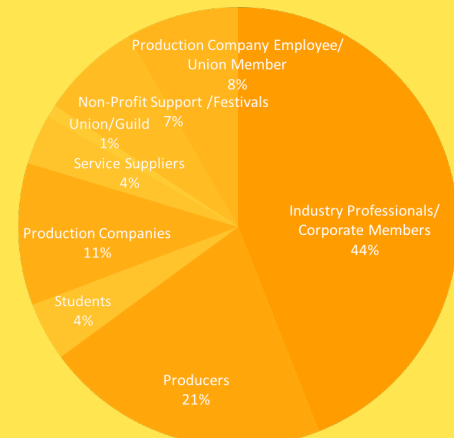
BUSINESS DEVELOPMENT & CAPACITY BUILDING FOR PRODUCTION COMPANIES

On Screen Manitoba provides services and tools to industry to support viable and sustainable companies.

Earned Revenue 2017-2018



Membership 2017-2018





Canadian Heritage Minister Mélanie Joly with Nicole Matiation



Canada Media Fund President & CEO Valerie Creighton



APFC's Carol Ann Pilon, Jeff Peeler, Nicole Matiation, Minister Cathy Cox, CRTC's Dr. Caroline J. Simard, and Telefilm's Carolyn Pennell and MFM's Louise O'Brien-Moran

Stakeholder Relations

The media production industry requires many partnerships and collaborations to succeed. Stakeholder relations and communication of the value of media production industry is a top priority for On Screen Manitoba. To this end, OSM commissioned Nordicity to conduct an economic impact analysis focusing on the five-year period from 2012/13 to 2016/17. *WAVES: A Snapshot of the Manitoba Media Production Industry* was released at All Access 2018 and distributed to government officials and other industry stakeholders.

OSM is in regular conversation with provincial elected officials and their senior advisors. Through meetings and set visits, OSM discusses the challenges and opportunities facing the media production industry with the key officials. In Budget 2018, Minister Friesen confirmed the Manitoba government's commitment to the media production industry and the tax credit, announcing the creation of an industry-government Tax Credit Working Group that will report to the Province in summer 2018.

Attentive to all opportunities to engage in dialogue with the Province, OSM made a written submission to the Manitoba Cultural Policy Review and collaborated with Manitobans for the Arts and other arts and cultural industries organizations to encourage individuals, arts organizations and business development organizations to participate in the Review. OSM also submitted a paper to the Provincial Pre-budget Consultation, organizing delegations of key stakeholders to meet with elected officials.

OSM is an active player in several work-

force development initiatives, seeking to work with the Unions, MFM and Film Training Manitoba to coordinate outreach and recruitment efforts as well as to work towards a shared document to ensure more effective communication. OSM works closely with the City of Winnipeg Film Office and the Provincial Film Liaison Manager to ensure improved management of locations.

Preventing harassment and facilitating respectful workplaces and inclusion is a high priority for On Screen Manitoba. OSM signed on to the Canadian Creative Industries Code of Conduct and introduced several initiatives including the All Access panel *Affecting Change in Our Industry – Respect, Parity & Inclusion* and a Lunch & Learn regarding employer responsibilities. A resource page was added to the OSM web site and work has begun on the creation of a document similar to the Workplace Safety Guidelines.

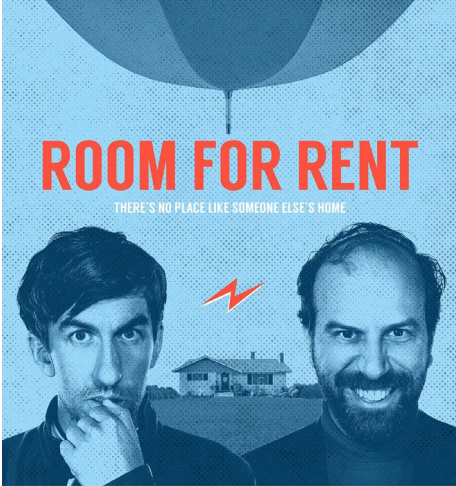
OSM is also an active, national voice for regionally-based production, including Indigenous production and French-language production outside of Quebec. OSM takes part in national consultations to influence policies, guidelines and regulations affecting the production industry in Canada. In carrying out this work, OSM collaborates with various industry associations including the Canadian Media Producers Association (CMPA), l'Alliance des producteurs francophones du Canada (APFC), Alliance of Aboriginal Media Producers (AAMP), Front des réalisateurs francophones du Canada (FRIC) and other association counterparts across Canada to share information and build consensus.

This past year, the Canadian Heritage consultation on the creative industries drove most of OSM's national activity. As part of the consultation process, Canadian Heritage Minister Mélanie Joly met with leaders from Manitoba's creative industries in July 2017 at OSM's invitation. The Creative Canada Policy Framework was released in September 2017 and Minister Mélanie Joly returned to speak at a Winnipeg Chamber of Commerce Luncheon sponsored by OSM and MFM. Nicole Matiation led a fireside chat with the Minister after her speech. The May 2017 Winnipeg Chamber of Commerce Luncheon featuring Canada Media Fund President & CEO Valerie Creighton was sponsored by OSM and MFM as part of the Get on Set Manitoba initiative.

OSM intervened in several federal consultation processes, submitting eleven interventions responding to CRTC Calls for Comment including the consultation on future programming distribution models, the review of the Large Group Licence Renewals, the FairPlay Application and the following licence renewals: Super Channel, Blue Ant, DHX, City-TV (SK), Knowledge (BC), APTN, TV5Unis, and Bell Média's application to purchase Série + and Historia. In addition, OSM participated in the Telefilm-APFC working group on feature film production for Francophones outside of Québec.

On Screen Manitoba continues to collaborate with local, regional and national industry stakeholders and government to ensure that Manitoba remains a dynamic hub that provides meaningful opportunity to all professionals who work in the media production industry.

Awards & Achievements



OSM members garnered over **70 awards and nominations** from festivals and industry organizations.

Manitoba-Alberta coproduction *Considering Love and Other Magic* won the Best Original Musical Score, Alberta Film & Television 'Rosie' Award and was nominated for Best Dramatic Feature, Best Director, Best Screenwriter and Best Editor.

Alain Delannoy's short animated documentary, "*The Talk*" *True Stories About The Birds & The Bees* screened at a total of 38 festivals and winning 9 awards since 2016. The film also made Cartoon Brew's 60 films in contention for Oscar nominations.

Buffalo Gal Picture's Canada-US-Mexico co-production, *You're Killing Me Susana*, shot partly in Manitoba, was nominated for Best Film, Best Actor, Best Production Design, Best Adapted Screenplay and Best Sound Ariel Awards.

Eagle Visions' true crime investigative documentary series *Taken* received an Award of Merit from the Accolade Global Film Competition for the Emily Osmond episode and an English Electronic Media

Award from Beyond Borders ECPAT Internationals Canada Media Awards. The series was nominated for the Best Docudrama Cinematography Award from the Canadian Society of Cinematographers and most notably, the Best Factual Series and Best Editorial Research at the Canadian Screen Awards.

Alan Wong won the Golden Boy ACTRA Manitoba Award for Most Outstanding MIP for his role in *The Interrogation*.

Kathryn Martin received a BRAVOFactual Award for her documentary *Hip Hop Speaks*.

Shelagh Carter's film *Before Anything You Say* was recognized at the International Filmmaker Festivals of World Cinema Madrid, Milan, London and Nice, with several nominations including Best Feature Film and Best Director.

Cecilia Araneda won the Winnipeg Film Group's Hothouse Award and a retrospective of her work screened at Cinematheque. Patrick Mugosa's film *Restoration: A Refugee's Story* won the Award of Excellence at the Hollywood International Independent Documentary Awards.

Indictment: The Crimes of

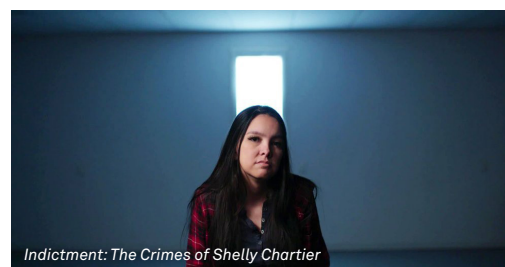
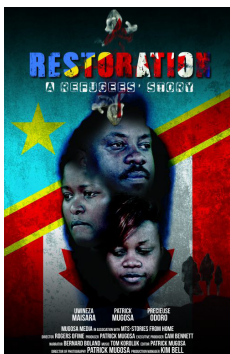
Shelly Chartier, co-produced by FRANK Digital and Frantic Films, won the Alanis Obomsawin Award for Best Documentary (Long-Form) at imagineNATIVE and was nominated for the Indigenous Golden Sheaf Award at the Yorkton Film Festival.

Madison Thomas and Darcy Waite won imagineNATIVE's \$30,000 Webseries Live Pitch Competition with *Spectrum*.

Farpoint Films' *Room for Rent* won the Best Film, Screenplay and Actor Awards at the LA Comedy Festival and Best Feature Film and Feature Actress Awards at the Chicago Comedy Film Festival as well as the Jury Award – Feature and Best Set Design Award at the Canadian Film Festival.

Miles Crossman and Nicola Baldwin won the 6th annual Gimli Film Festival \$10 000 RBC Emerging Filmmaker Competition with *If It Ain't Got*.

Manitoba media production companies received 16 Canadian Screen Award nominations and won 8 awards from the Academy of Canadian Cinema & Television. Frantic Films landed 5 awards for *Baroness Von Sketch Show*, including Best Sketch Comedy Program or Series and Best Performance Sketch Comedy (Individual or Ensemble).



Premieres & Screenings

OSM member productions had over 70 broadcast, theatrical and festival screenings.

Road of Iniquity, an Indigenous crime drama directed by Mark Ennis, produced by Tina Keeper of Kistikan Pictures and executive produced by Liz Jarvis of Buffalo Gal Pictures, screened at Cine Las Americas International Film Festival in Austin, Texas and the American Indian Film Festival.

Cecilia Araneda's short film *Before* screened at Ann Arbor Film Festival and Athens International Film + Video Festival among several other festivals. Her experimental documentary *The Space Shuttle Challenger* also screened at various festivals including Images Festival, Vancouver Latin Film Festival, Antimatter, Curtocircuito, Ji.hlava International Documentary Film Festival, Athens International Film + Video Festival and the Chicago Underground Film Festival.

Merit Motion Pictures' *What Trees Talk About* premiered on CBC's *The Nature of Things*. *Call of the Forest: The Forgotten Wisdom of Trees*, directed by Jeff McKay of Edgeland Films, screened at

Pariscience Film Festival in France and the Wild & Scenic Film Festival in California.

Jeremy Torrie's feature film *Juliana & The Medicine Fish* screened at the American Indian Film Festival and the imagineNATIVE Film + Media Arts Festival.

Leona Krahn's film *Life After Suicide: Moving Past Why* aired on the Documentary Channel, CBC Manitoba, CBC Absolutely Canadian and screened at the Mood Disorders Association of Manitoba's World Suicide Prevention Day event.

Juliette Hagopian's feature *No Honour in Truth: The Charlie Hagopian Story* premiered at the Gimme Some Truth Documentary Festival. Her feature *Stegman is Dead* screened on Super Channel.

JJ Neepin's short film *Bayline* screened at Dreamspeakers Film Festival, St. John's International Women Film Festival, Red Nation Film

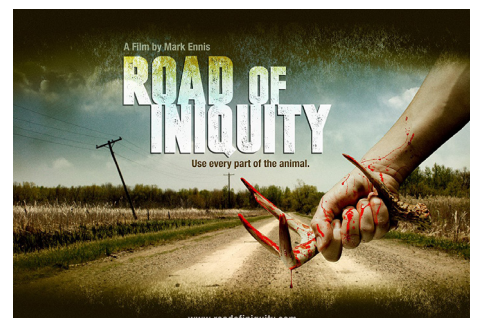
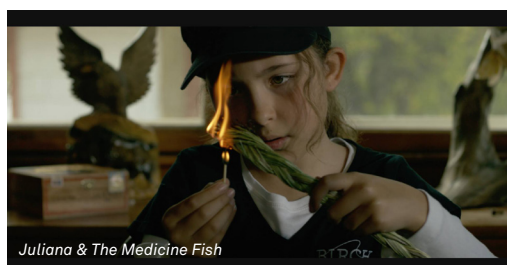
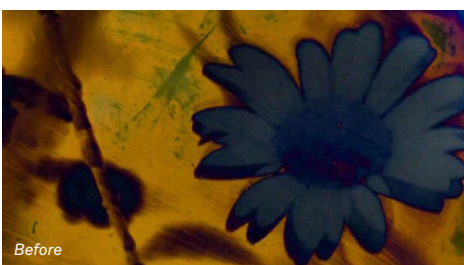
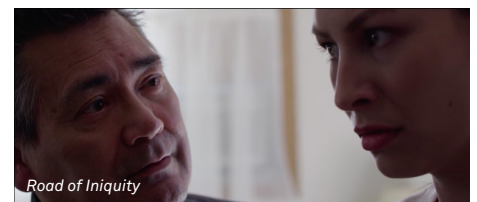
Festival in LA, imagineNATIVE Film + Media Arts Festival and the Winnipeg Aboriginal Film Festival. Her film *Headress* screened on CBC Short Docs.

Menorca, produced by Farpoint Films and directed by John Barnard, screened at Solaris Film Festival and the Black Sea Film Festival in 2017.

Mike Maryniuk's feature animation film *The Goose* screened at the International Film Festival Rotterdam.

Three short films by Jordan Molaro, president of Nu-Media, were official selections of the LA Skins Film Festival: *The Stay*, *The Secrets Behind the Bignell Bridge* and *Call Me Olly*. The latter, featuring Winnipeg filmmaker Olly King, was also shown on CBC Short Docs.

Jeremy Guernette and Gabriel Levesque's Telefilm Canada Microbudget feature *MIA* premiered at Cinematheque and played at several festivals.



Marketing & Communications

Connecting with our members and connecting our members to key industry trends, businesses and professional development opportunities is a key member service. On Screen Manitoba takes a comprehensive approach to industry marketing and communications using a mix of digital and conventional media.

Through strategic public and media relations, On Screen Manitoba highlights the value of the industry to community stakeholders. This includes the public outreach initiative Get on Set Manitoba / On tourne Manitoba, industry updates and analysis, strategic industry partnerships and media interviews in both French and English.

Through the Get On Set Manitoba initiative carried out in partnership with Manitoba Film and Music and other industry stakeholders, packages with window decals with facts about the Manitoba media production industry were delivered to select businesses that work with the media production industry. Similar postcards were handed out during the Winnipeg Chamber of Commerce Luncheon featuring Canada Media Fund President & CEO Valerie Creighton as well as at the Luncheon featuring Canadian Heritage Minister

5026
TWITTER
FOLLOWERS

4798
FACEBOOK
LIKES

1227
INSTAGRAM
FOLLOWERS

Mélanie Joly. The Manitoba Industry Works video continues to screen at events, festivals and markets locally and nationally where partnerships exist.

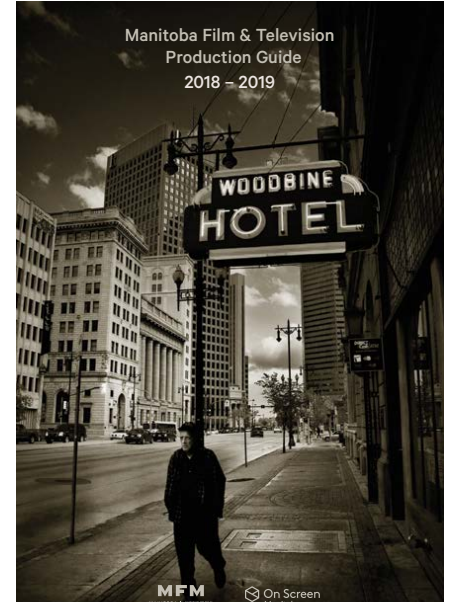
On Screen Manitoba's digital communications strategy includes three bilingual websites (OSM, All Access and Get On Set Manitoba), a weekly newsletter, special messages to members and a strong social media presence. The On Screen Manitoba website and newsletter play a double role communicating timely industry news and information while highlighting members' successes.

On Screen Manitoba's weekly bilingual newsletter, *In Focus*, has over 1063 subscribers in Manitoba and throughout the world. Our social media activity also has a broad reach with over 5,000 followers on Twitter and nearly 5,000 Likes on Facebook, On Screen Manitoba engages online daily to raise the profile of the Manitoba production industry and to provide OSM members with marketing support and industry updates. OSM's Instagram continues to grow steadily with over 1,200 followers.

Our marketing strategy includes partnerships and advertising at key industry events, market-specific publications, the publication of the 2018/2019 Production Guide, ads in TIFF and Hot Docs programs, advertorials, and the creation of infographic videos highlighting our industry and services. Several of our marketing activities are carried out in partnership with Manitoba Film and Music ensuring a higher profile for Manitoba filmmakers and producers at a variety of events including TIFF, AFM, PrimeTime in Ottawa and Berlinale.

Locally, On Screen Manitoba and MFM partnered with other industry stakeholders to hold two red carpet screenings, one in Winnipeg with Telefilm Canada for Eagle Vision's *Lovesick* and another in Selkirk for the premiere of CBC series *Burden of Truth*, co-produced by ICF Films, eOne and Eagle Vision.

On Screen Manitoba is an active partner with a variety of local industry stakeholders. On Screen Manitoba



facilitated a Q & A discussion after screenings at Cinémental; coordinated an outreach table and participated in a session at UWpg Film Festival; and helped to coordinate the Reel Jobz Career Fair at Freeze Frame, inviting representatives from Winnipeg Film Group, New Media Manitoba, Film Training Manitoba, props and wardrobe departments as well as filmmakers to participate. Involvement in local events also included coordinating a screening of National Film Board short animations for the Canada Summer Games Cultural Festival; co-presenting with Winnipeg Film Group and MAWA a short series *Drunk Feminist Films* during Nuit Blanche and hosting an exhibit of behind-the-scenes photos by members of the media production industry during Flash Photo Fest in the OSM office.

Other industry outreach sessions targeted post-secondary schools and other groups including: presentations to Red River College scriptwriting students and to students of OSM member Jordan Molaro's Nu-Media Program as well as joint presentations with Film Training Manitoba at the Manitoba Institute of Trades and Technology (MITT) and to Sisler High School media students.

MEDIA

On Screen Manitoba, our members and the Manitoba media production industry were collectively mentioned in media articles or segments in over 210 instances in 2017-2018. Below is a small sampling; for a complete list contact On Screen Manitoba.

04/04/2017 – CBC Manitoba

Manitoba film industry posts best-in-a-decade \$127M year amid influx of stars

“In Manitoba, an estimated 1,600 people are employed in the industry, with a big jump in the number of people employed in the animation sector. 2017 started with filming of five features, including *Nomis*, starring Stanley Tucci and Henry Cavill and the Keanu Reeves thriller *Siberia*. Meanwhile, NBC’s series *Channel Zero* returned to Manitoba to film its third season.”

25/08/2017 – CTV News

World class crews a factor in Manitoba’s film industry boom

<https://www.youtube.com/watch?v=eAT5sV-P0jI&app=desktop>

“It’s been building out of the last couple of summers where we’ve seen people working for more months of the year than previously.’ 2016 was a record year for the film industry. Manitoba markets itself to the film industry as a versatile backdrop, a setting that can stage as a Mid-America town, a Chicago at the turn-of-the-19th century, or in the case of this April when Keanu Reeves was in the province, even Siberia.”

20/09/2017 – ICI Radio-Canada Manitoba

Masculin, féminin : les femmes luttent pour l'égalité cinématographique

<http://beta.radio-canada.ca/nouvelle/1056806/femmes-luttent-egalite-industrie-cinematographique-cinema-manitoba-women-film-video-network>

« Danielle Sturk croit que la solution est d’avoir plus de mentorat pour les filles qui veulent entrer dans l’industrie du septième art. D’après la réalisatrice Manitobaine, le Women’s Film and Video Network est un véhicule pour permettre aux femmes de s’encourager et d’échanger idées et ressources. « Je pense que c’est le moment pour les femmes de faire des films et d’ouvrir grand la porte et de prendre leur place », dit-elle. »

03/01/2018 – CBC Manitoba

More Manitobans working in film industry, census shows

“The number of people working in Manitoba’s film industry is growing, according to numbers from the latest census. Ian Dimerman, the head of Manitoba-based Inferno Pictures, said filmmaking in Manitoba has historically slowed down in winter months but that’s no longer the case.”

14/03/2018 – Playback Online

Manitoba maintains tax credit in 2018 budget

“The Manitoba provincial government will maintain a \$16 million annual investment in the Manitoba Film and Video Production Tax Credit. The government announced it would form a working group to partner with the government on developing the tax credit regime for the future and develop a new framework that ‘will ensure even better value for the sector, and continued growth for our economy.’ ”

Version française ci-dessous | View this email in your browser | Voir ce courriel dans votre navigateur

On Screen Manitoba | Media Production Industry Association | Association des professionnels de l'industrie audiovisuelle

June 8, 2018 | 8 juin, 2018

In Focus

INDUSTRY & MEMBER NEWS THIS WEEK

Following the publication last week of the CRTC's report *Harnessing Change: The Future of Programming Distribution in Canada*, ISED Minister Navdeep Bains and Heritage Minister Mélanie Joly announced the launch of a review of the *Broadcasting Act* and the *Telecommunications Act*. The review will be led by a panel of external experts and will be chaired by Janet Yale, who previously served as Executive Vice President at TELUS and the President and CEO of the Canadian Cable Television Association. Ms. Yale also served as Director General at the CRTC. The other members of the panel are Peter S. Grant, Hank Intven, Marina Pavlovic, Monique Simard, Monica Song and Pierre Trudel. The panel's final report and recommendations are due January 31, 2020, after the Fall 2019 Federal election. See news releases from *Canadian Heritage*, in English and French from Coalition for the Arts and Media, the *CMPA* and articles from *Le Devoir*, *The Globe and Mail*, *Cartt.ca*, *Playback* and *The Wire Report*.

The CMF and the *Mexican Film Institute* (IMCINE) announced a new agreement to establish a Production Incentive for fiction, documentary or animation series. The total amount of available funds will be CAD\$1M. The details of the program, key dates and specified requirements will be announced in the coming weeks. See the *CMF release* and the *Playback brief* for more information.

Valerie Creighton, President and CEO of the Canada Media Fund (CMF), has been inducted into Playback's 2018 Canadian Film and TV Hall of Fame in the Industry Builder Category. See the *CMF release* for more information.

Nominations are open for Playback's 5 to Watch. The publication is searching for



It's Your Film Industry, Manitoba. Get on Set!

1900 jobs | 60 companies | \$1.2 Billion over 10 years

Learn more at getonsetmanitoba.com

MFM MANITOBA FILM AND VIDEO NETWORK | **On Screen Manitoba** | Media Production Industry Association

GET ON SET MANITOBA ON TOURNE

Industry Development

On Screen Manitoba delivered a broad range of industry development services including the Access Funds, Producer and Development Consultation Programs, the annual All Access forum and 13 industry sessions. These programs were made possible with the support of federal and provincial governments, Manitoba Film and Music and various industry stakeholders including our sustaining partners William F. White, IATSE 865 and HUB International. OSM programming partners included Film Training Manitoba, New Media Manitoba, Tactica Interactive, DOC Winnipeg, RBC Royal Bank, CBC, Discovery Canada, The Manitoba Museum, the NFB, TV5Unis and the Canadian Museum for Human Rights. The following production companies and industry stakeholders also provided targeted support to specific events including the Manitoba TIFF networking event and All Access: Telefilm Canada, Bell Fund, Super Channel, Les Productions MidCan Productions, Eagle Vision, Travel Manitoba, Cause One Manitoba, NSI, Farpoint Films, APTN, Original Pictures,

Frantic Films, Les Productions Rivard, Merit Motion Pictures, DGC, Media RendezVous, Manito Média, Buffalo Gal Pictures, ACTRA Manitoba, FRANK Digital, Zoot Pictures, Inferno Pictures, Fairmont Winnipeg, Cordova Tapas & Wine and Peasant Cookery.

A cornerstone of OSM's market export activity are the highly valued Access Funds, made possible through contributions from Manitoba Film and Music, the Manitoba Government and program fees. In fiscal year 2017-2018, the Access Funds represented a total expenditure of \$143,000. Access to Markets supported 28 different producers, writers, and creative service professionals to participate in 39 different international markets or marketing trips in 6 different countries with a total funding of \$96,250. Access to Festivals sent 21 filmmakers to 15 festivals with a total funding of \$39,000. The Professional Development Fund allowed 4 members to attend high-level training events across Canada, representing about \$7,700 in funding. With new government

programs coming into effect, these programs got off to a slow start this year, but once funding was in place members took advantage of these opportunities.

Five producers accessed support from the Development Consultation Program and 6 producers benefitted from OSM Producer Consultation Program. These programs offered members access to industry experts to help companies develop the necessary project and business development strategies to be successful in international markets whether pitching a project or seeking financing.

28 members
ATTENDED 39 MARKETS

21 filmmakers
ATTENDED 15 FESTIVALS

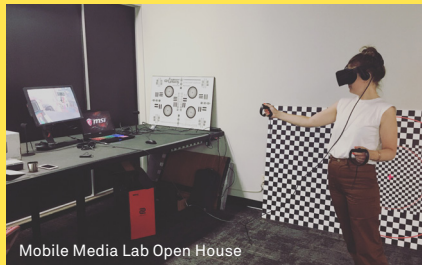
4 members
ACCESSED THE PROFESSIONAL
DEVELOPMENT FUND

OSM Mobile Media Lab

Pilot Project from May to March 2018

In partnership with William F. White and with support from New Media Manitoba. Made possible through funding from Western Economic Diversification Canada

The OSM Mobile Media Lab allows Manitoba media producers to experiment with new technologies and produce cutting-edge digital media projects. The purpose of the Lab is to accelerate prototyping and IP development using emerging immersive and interactive technology. Several events were organized and the Lab equipment was made available at preferential rates for OSM, New Media Manitoba, and other industry organization members at rates on a sliding scale.



Equipment includes:

- 1 Nokia Ozo camera bundle and Ozo post-production unit
- 3 Rokoko full body textile motion capture suits with computers
- 1 Oculus Rift unit
- 2 HTC Vive units
- 2 Samsung Gear VR units
- 1 Microsoft Hololens unit
- Audio Recording unit
- 3 VR-ready Laptops

OPEN HOUSE

OSM, NMM and WFW held an open house to allow members to explore the Mobile Media Lab. It included a demo and Q&A

on the Nokia Ozo Virtual Reality Camera by Elbert Bakker from Handcraft Creative.

FIRST FRIDAYS VR WITH THE WINNIPEG FILM GROUP

OSM partnered with New Media Manitoba and the Winnipeg Film Group for a First Fridays VR/AR showcase of projects and equipment by The Portal Winnipeg, Zenfri Inc. and Electric Monk Media.

MOTION CAPTURE WITH THE ROKOKO SMARTSUIT

OSM and New Media Manitoba presented a hands-on workshop exploring the capabilities of the Rokoko Smartsuit Motion Capture System with David Russell of Tangent Animation.

THE ACTOR'S ART OF MOVEMENT ADAPTED FOR MOTION CAPTURE

OSM produced this hands-on workshop with Giuseppe Condello, using the Rokoko Smartsuit, for actors, dancers, filmmakers and film technicians to explore body movement techniques that can be translated for work in motion capture.



Elbert Bakker at Creation Lab II



The Actor's Art of Movement adapted for Motion Capture workshop



Sara Paradis at Creation Lab III

Industry Sessions

On Screen Manitoba delivers industry sessions that put Manitoba production companies in meetings with coproduction partners, industry stakeholders and decision-makers through conferences and speaker series that include one-on-one business meetings in Manitoba and elsewhere.

COMPANY DEVELOPMENT

Kristine Seir of Manitoba's Growth, Enterprise and Trade spoke about the three corporate income tax credits available to the film and interactive digital media industry. Bill Coulter presented on YES! Winnipeg's services, with a focus on third party investment and assistance with growth.

TELEFILM CANADA MICRO-BUDGET PRODUCTION PROGRAM

OSM is a designated partner of Telefilm Canada for the Main component and for the French-language Official Language Minority Communities component. OSM proposed *Homecoming* by BJ Verot (director, writer, producer), Ken Janssens (writer) and Brad Crawford (producer), one of 18 projects from across Canada selected to receive funding from across Canada.

SCIENCE & NATURAL HISTORY ACCELERATOR

OSM, with support from partners Film Training Manitoba, DOC Winnipeg, RBC Royal Bank, Integro, CBC and Discovery Canada, facilitated the development of two science or natural history projects. Through a competitive juried process, participants had access to development and market preparedness support along with feedback from CBC's *The Nature of Things* and Discovery Canada. Producers of the selected projects had access to a two-day consultation with Marie Natanson, development consultant and market consultant.

GIMLI FILM FESTIVAL

OSM coordinated the 6th annual RBC Emerging Filmmaker Competition at the Gimli Film Festival. Miles Crossman and Nicola Baldwin were awarded \$10,000 for *If It Ain't Got*. Finalists representing five projects were given three minutes to pitch their short film ideas to a panel of industry professionals and a live audience of 250 at the Gimli Theatre. OSM provided support to special guests as well as Manitoba filmmakers' screenings and participation in the Festival. OSM also juried a Manitoba Short Film program and coordinated a Manitoba-made VR showcase.

MUSEUM DESIGN LAB

OSM partnered with New Media Manitoba and the Manitoba Museum to hold a Museum Design Lab. It brought together four teams of creators with backgrounds in design, visual and sound art, film, interactive and immersive digital media for a three-day lab, facilitated by Isaac Marshall. Each team created a prototype for a digital media experience based on themes determined by the Manitoba Museum.

ELEMENTS OF PRODUCING

Facilitated by Liz Jarvis and using case studies, this course gave 23 participants an overview of the role of the producer throughout all stages of independent film production including development, financing, production, post-production and distribution.

DOCUMENTARY & FACTUAL PROJECT DEVELOPMENT ACCELERATOR

OSM, Film Training Manitoba and Doc Winnipeg hosted a Documentary and Factual Project Development Accelerator. Leslea Mair, along with mentors Erna Buffie and Andy Blicq, facilitated three workshops that led participants step-by-step through the development process. Four mentorship opportunities for emerging to mid-level writer/filmmaker/producers were offered, with All Access 2018 as a first pitching objective.

CREATION LAB III

On Screen Manitoba, New Media Manitoba, the National Film Board and the Canadian Museum for Human Rights (CMHR) partnered to produce Creation Lab III. Creation Lab III was facilitated by Alexandra Zaccaria, a creative director and multimedia experiential designer from NYC. Four teams of creators with backgrounds in visual arts, music, film, television, interactive and immersive digital media were selected for the three-day accelerator. Each team created a prototype for a digital media experience based on themes specific to human rights.

LUNCH & LEARN: LET'S MAKE A DEAL...MEMO AND TIME'S UP

Rachel Margolis and Paul McDonald of MLT Aikins LLP talked about how to make deal memos work for producers and the key actions to maintain a harassment-free and respectful workplace.



Jérôme Hellio speaking at All Access 2018



Panelists from the session *Affecting Change in Our Industry – Respect, Parity & Inclusion*

All Access

All Access is an annual three-day English- and French-language media production industry forum produced by On Screen Manitoba in Winnipeg. It offers opportunities to learn about industry trends and emerging business opportunities for film, television, digital and interactive content; to meet distributors, broadcasters, production executives and other experts at one-on-one meetings; and to explore new content and connect with colleagues and future partners at networking receptions and delegate lunches.

“All Access provides a forum where you can meet, socialize, hang out and visit. At All Access we can foster existing relationships.”

**– Charles Clément,
Media RendezVous**

All Access 2018 was held from January 15th to 17th at The Fairmont Winnipeg. The French-language programme, *La Connexion francophone*, was co-presented with l’Alliance des producteurs francophones du Canada (APFC). It stretched beyond the regular one-day of programming to offer a robust day and a half. Francophone delegates attending from across Canada included members of the APFC and le Front des réalisateurs indépendants du Canada (FRIC). All delegates were welcome to attend both English and French programmes. Efforts were made to overlap guests and delegates in order to share knowledge and experiences between both language markets. Programming was also intended

for Indigenous content creators working in both markets.

As in past years, All Access focused on new opportunities in both linear and convergent media for content creation and production in all formats and genres. Sessions—in the form of panels, interviews, keynotes—explored opportunities in the creation, sales, and distribution of producer-driven content. Funders and broadcasters also provided updates.

During All Access, On Screen Manitoba released its new economic report by Nordicity, *WAVES: A Snapshot of Manitoba’s Media Production Industry*, which examines the impact of Manitoba’s linear audiovisual industry.

Featured guest presenters included the Honourable Cathy Cox, Minister of Sport, Culture and Heritage, Dr. Caroline J. Simard (Vice-Chair, Broadcasting from the CRTC), Stephen Follows (Catsnake), Charles Vallerand (Industry Trends consultant), Carolyn Pennell (Telefilm Canada) and Kristian Roberts (Nordicity).

Scheduled one-on-one meetings allowed registered writer, director and producer delegates the opportunity to pitch project ideas with guests, including executive producers, distributors, show runners, funders and broadcast executives.

Registered delegates had access to guests from APTN, Bell Fund, Bell Media, Canada Media Fund, CBC/Radio-Canada, Corus, CMF, Discovery, eOne, Harold Greenberg Fund, Telefilm Canada, Teletoon, TV5Unis, TV5 Quebec and Warner Bros. International TV.

Numerous networking occasions were extended including meet-the-decision-maker luncheons. With over 269 attendees, three full days of content, All Access 2018 was OSM’s largest edition to date.

FRENCH PROGRAMME HIGHLIGHTS

Keynote speaker, Consultant Charles Vallerand, outlined the intersections between streaming platform algorithms, artificial intelligence, consumer privacy and the politics and business of digital content.



Charles Vallerand led a discussion on discoverability in a digital age with Joséé Plamondon (consultant), Anne Paré (Films du 3 mars) and Catalina Briceño (FMC/CMF), which considered how to design a marketing plan and reach audiences in Canada and internationally. Florence Girot moderated a panel with Joséé Brossard (Sunny Side of the Doc), Corey Timpson (Canadian Museum for Human Rights) and Dominic Desjardins (NFB) on their experiences working with independent producers through development accelerators and creating immersive content for museums.

Josette Normandeau moderated a panel examining interprovincial, Quebec and international co-productions case studies. Sally Blake (Films à Cinq), Simon D'Amours (Simon D'Amours Productions) and Patrick Clément (Manito Média) and Marie-Pierre Gariépy (Slalom Productions) discussed their projects.

Dominic Desjardins (ONF/NFB) moderated a session with Marie-France Godbout (Téléfilm Canada), Paul Thinel (Canada Council for the Arts), Anne Paré (Films du 3 mars) and André Béraud (ICI Radio-Canada) on how to plan the funding and distribution of feature films in Canada, the role of the distributor, and when they should be involved.

ENGLISH PROGRAMME HIGHLIGHTS

Keynote speaker Stephen Follows demonstrated how data could be used to make smarter decisions in film. Follows is leading film industry researcher from the UK who uses data and statistics to uncover how the industry actually functions and how it's changing.

Morghan Fortier (Skyship Entertainment) moderated a panel discussion that

looked at the YouTube Model and its opportunities for creators. Shaylyn Kyente Gimby (Kyente), Kenneth Ash (Frederator Networks), Les Klassen (Flipside), Dan Levitt (Long Haul Management) discussed their experiences working in YouTube and Twitch spaces.

Leslea Mair (Zoot Pictures) led a discussion with Josette Normandeau (Idéacom International), Sally Blake (Films à Cinq), Louise Rosen (Louise Rosen Ltd.) and Sue Dando (*The Nature of Things*, CBC) on their partnerships and how companies are structured to accommodate the complexities of today's marketplace.

John Galway (Harold Greenberg Fund) moderated a panel on negotiating conventional and digital rights for distribution both for feature and documentary films with Avi Federgreen (Indiecan Entertainment), James Finlay (Juice Worldwide), Caroline Stern (Canoe Films), Naveen Prasad (Elevation Pictures) and David Miller (A71 / V71 Entertainment).

Melanie Nepinak Hadley (CBC) moderated the panel *Affecting Change in Our Industry – Respect, Parity & Inclusion*. Panelists Corrie Coe (Bell Media), Carole Vivier (Manitoba Film & Music), Nadine Pinette (ACTRA Manitoba) and Lisa Meeches (Eagle Vision) each shared their experiences about what they are doing to affect change.

Our delegates and guests value All Access for its intimate setting and focused approach to facilitating business meetings. A number of presenting guests have indicated that they intend to pursue business in Manitoba thanks to this event.



“I had a first conversation with APTN about a potential series. Later I filed a request for pre-development funding with the CMF –which I received! I would never have had this opportunity without All Access.”

**– Liliane Lavack
emerging producer**

2017/18
On Screen Manitoba
Financial Statements

Independent Auditors' Report

To the Directors of
On Screen Manitoba Inc.

We have audited the accompanying financial statements of On Screen Manitoba Inc., which comprise the statement of financial position as at March 31, 2018 and the statements of operations, changes in fund balances and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, 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.

Auditors' Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of On Screen Manitoba Inc. as at March 31, 2018 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

A stylized, handwritten signature in blue ink that reads "Booke & Partners".

On Screen Manitoba Inc.
Statement of Operations

Year ended March 31	2018	2017
Revenues		
Media Exchange Project (Note 9) (Page 11)	\$ 1,475,879	\$ 2,254,425
Francophone Project (Note 10) (Page 12)	209,389	-
Manitoba Sport, Culture and Heritage	75,000	75,000
Membership	34,731	30,538
Industry contributions - partnerships	21,875	27,530
Registration & fees	27,133	27,269
Interest and other	900	2,304
	<u>1,844,907</u>	<u>2,417,066</u>
Expenses		
Media Exchange Project (Note 9) (Page 11)	1,475,879	2,254,425
Francophone Project (Note 10) (Page 12)	209,389	-
Operating (Page 13)	124,635	123,165
	<u>1,809,903</u>	<u>2,377,590</u>
Excess of revenues over expenses	<u>\$ 35,004</u>	<u>\$ 39,476</u>

On Screen Manitoba Inc.
Statement of Changes in Fund Balances

Year ended March 31	2018		2017	
	Operating Fund	Reserve Fund (Note 2a)	Total	Total
Fund balances, beginning of year	\$ 84,459	\$ 215,781	\$ 300,240	\$ 260,764
Excess of revenues over expenses	<u>35,004</u>	<u>-</u>	<u>35,004</u>	<u>39,476</u>
Fund balances, end of year	<u>\$ 119,463</u>	<u>\$ 215,781</u>	<u>\$ 335,244</u>	<u>\$ 300,240</u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Statement of Financial Position

March 31

2018

2017

	Operating Fund	Reserve Fund	Total	Total
Assets				
Current				
Cash	\$ 102,410	\$ 215,781	\$ 318,191	\$ 271,351
Receivables	170,524	-	170,524	192,586
Government remittances receivable	31,094	-	31,094	18,492
Prepays	22,611	-	22,611	13,075
	326,639	215,781	542,420	495,504
Capital assets (Note 3)	91,515	-	91,515	77,934
	<u>\$ 418,154</u>	<u>\$ 215,781</u>	<u>\$ 633,935</u>	<u>\$ 573,438</u>

Liabilities

Current				
Payables and accruals	\$ 169,341	\$ -	\$ 169,341	\$ 169,449
Deferred revenue (Note 4)	40,224	-	40,224	25,815
	209,565	-	209,565	195,264
Deferred contributions related to capital assets (Note 5)	89,126	-	89,126	77,934
	298,691	-	298,691	273,198

Fund Balances

Operating Fund	119,463	-	119,463	84,459
Reserve Fund	-	215,781	215,781	215,781
	119,463	215,781	335,244	300,240
	<u>\$ 418,154</u>	<u>\$ 215,781</u>	<u>\$ 633,935</u>	<u>\$ 573,438</u>

Trust Accounts

Funds held in trust asset (Note 6)	<u>\$ 5,292</u>	<u>\$ 5,289</u>
Funds held in trust liability (Note 6)	<u>\$ (5,292)</u>	<u>\$ (5,289)</u>

Commitment (Note 7)

Approved by the Board



Director



Director

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Statement of Cash Flows

Year ended March 31

2018

2017

Cash derived from:

Operating		
Excess of revenues over expenses	\$ 35,004	\$ 39,476
Amortization of deferred contributions related to capital assets	(21,700)	(9,454)
Amortization	<u>22,041</u>	<u>9,454</u>
	35,345	39,476
Change in non-cash operating working capital		
Receivables	22,062	258,487
Government remittances receivable	(12,602)	(5,341)
Prepays	(9,536)	228,862
Payables and accruals	(108)	(192,388)
Deferred revenue	<u>14,409</u>	<u>(312,256)</u>
	49,570	16,840
Financing		
Deferred contributions received related to capital assets	32,892	87,388
Investing		
Purchase of capital assets	<u>(35,622)</u>	<u>(87,388)</u>
Net increase in cash	46,840	16,840
Cash		
Beginning of year	<u>271,351</u>	<u>254,511</u>
End of year	<u>\$ 318,191</u>	<u>\$ 271,351</u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Notes to the Financial Statements
March 31, 2018

1. Nature of operations

On Screen Manitoba Inc. (the Organization) is a vibrant non-profit, membership-driven association that leads, builds and represents Manitoba's media production industry. The Organization is a not-for-profit organization under the Income Tax Act and thus is exempt from tax.

2. Summary of significant accounting policies

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations. The significant accounting policies used are detailed as follows:

a) Fund accounting

Revenues and expenses related to the Organization's program delivery and administrative activities are reported in the Operating Fund.

The Reserve Fund was created for the purpose of providing the Organization with adequate cash flows in the event of significant unbudgeted increases in operating expenses and/or losses in operating revenues. Additionally, the reserve may be used, at the discretion of the Board, for strategic investments.

b) Capital assets

Capital assets are recorded at cost and are being amortized over their estimated useful lives on the following basis:

Computer	straight-line over 4 years
Furniture and equipment	straight-line over 5 years

Additions to capital assets are amortized at half the annual rate in the year of acquisition.

c) Revenue recognition

The Organization follows the deferral method of accounting for contributions.

Restricted grants are recognized as revenue of the appropriate fund in the year in which the related expenses are incurred.

Unrestricted grants and contributions are recognized as revenue in the Operating Fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Memberships are recognized as revenue in the Operating Fund in the year in which the subscription relates.

d) In-kind contributions and expenses

The Organization recognizes program participants' out-of-pocket costs as in-kind contributions under the Media Exchange Project. An equal in-kind expense is also recorded as these are incremental costs incurred in carrying out the project.

On Screen Manitoba Inc.
Notes to the Financial Statements
March 31, 2018

2. Summary of significant accounting policies - continued

e) Accounting estimates

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reported period. These estimates are reviewed periodically and are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

f) Allocation of expenses

The Organization allocates a portion of its office, rent, salaries, wages and benefits, and telephone expenses to the Media Exchange Project. All expenses have been allocated based upon the approved budgeted amounts related to the operation of the project.

g) Financial instruments

The Organization recognizes its financial instruments when the Organization becomes party to the contractual provisions of the financial instrument. Financial instruments are initially recorded at fair value with subsequent reporting at amortized cost.

It is management's opinion that the Organization is not exposed to significant credit, currency, interest rate, liquidity or market risks arising from its financial instruments.

3. Capital assets

	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>2018 Net Book Value</u>	<u>2017 Net Book Value</u>
Computer	\$ 24,116	\$ 6,999	\$ 17,117	\$ 13,943
Furniture and equipment	<u>98,893</u>	<u>24,495</u>	<u>74,398</u>	<u>63,991</u>
	<u>\$ 123,009</u>	<u>\$ 31,494</u>	<u>\$ 91,515</u>	<u>\$ 77,934</u>

4. Deferred revenue

Deferred membership revenue in the amount of \$21,000 (2017 - \$16,823) relates to memberships sold during the year that have not been fully earned.

Deferred revenue in the amount of \$19,224 (2017 - \$Nil) relates to funding received for the future activities of the Francophone Project. In the previous period, \$8,992 was deferred for future activities relating to the Media Exchange Project.

5. Deferred contributions related to capital assets

Deferred contributions related to capital assets represent Western Economic Diversification Canada funding received for computers and furniture and equipment. Deferred contributions are recognized over a period equal to the useful life of the underlying asset on the schedule of Media Exchange Project Revenues and Expenses. Revenue recognized from deferred contributions related to capital assets in the current year amounted to \$21,700 (2017 - \$9,454).

On Screen Manitoba Inc.
Notes to the Financial Statements
March 31, 2018

6. Funds held in trust

The Organization maintains funds held in trust on behalf of Buffalo Gal Pictures Inc. The purpose of the Jack Clements Fund is to provide financial support to individuals within the industry who become ill and require financial assistance. It is also used to fund the cost of an annual award created in 2015. The Jack Clements Living the Dream Award was established to recognize individuals who have made an exceptional contribution to the Manitoba media production industry and its history. The award will be presented annually at the Gimli Film Festival. The Organization does not have the authority to release funds without prior approval from Buffalo Gal Pictures Inc.

7. Commitment

The Organization leases office space located at 100 Arthur Street. The lease expires September 30, 2018. The Organization's rental obligation is \$31,941 per annum.

8. Economic dependence

The volume of financial activity undertaken by the Organization with its main funding bodies is of sufficient magnitude that the discontinuance of their funding would endanger the ability of the Organization to continue as a going concern.

On Screen Manitoba Inc.
Notes to the Financial Statements
March 31, 2018

9. Media Exchange Project

Effective September 1, 2014, the Organization entered into a three-year agreement with Western Economic Diversification Canada expiring on August 31, 2017. In February 2017, the Organization signed an amended agreement with Western Economic Diversification Canada, which extended the project until March 31, 2018. The scope of the project is to support the expansion of prairie Small and Medium-Sized Enterprises (SMEs) in linear and interactive media industries in the global screen-based industries, with a focus on marketing and promotion to raise the profile of prairie companies in international markets. As part of the project, the Organization was originally expected to establish a Transmedia Lab in a physical location. As industry needs have evolved, an amendment was made to the project requiring the establishment of a Mobile Media Lab in Winnipeg to support Creation Labs and Development Accelerators to be carried out in various locations throughout Winnipeg. The equipment is also available for Manitoba linear and interactive production companies and entrepreneurs to rent in an effort to encourage companies to test and develop new products for commercialization.

The Organization will work with a variety of partners to deliver tailored business development, market preparedness and market intelligence for key markets in Europe and the US, and develop opportunities in emerging markets such as South Korea and Brazil. To facilitate this work, the Organization has entered into partnership agreements with New Media Manitoba (NMM), the Alberta Media Production Industries Association (AMPIA) and the Saskatchewan Media Production Industry Association (SMPIA). These agreements cover the duration of the project.

The total project budget is \$8,488,700. Contributions from Western Economic Diversification Canada are driven by eligible expenses (assisted expenses) paid by the Organization to a maximum of \$3,893,765. Additional contributions from other governments and industry partnerships (sponsorships, registration fees, cost-sharing with industry associations and training organizations, in-kind contributions, etc.) cover expenses that Western Economic Diversification will not cover (non-assisted expenses) to complete the project budget.

A one-year agreement with the Province of Manitoba beginning April 1, 2016 expired on March 31, 2017, under which the Province of Manitoba contributed \$295,600. A new agreement was negotiated with the Province of Manitoba that covered the period from April 1, 2017 to March 31, 2018. This provincial funding covered a portion of the non-assisted expenses of the Media Exchange Project.

The Schedule of Media Exchange Project Revenues and Expenses (Page 11) represents the eligible contributions and project costs as allowed under the agreement with Western Economic Diversification Canada.

The total project budget supported by Western Economic Diversification Canada is contingent upon the Organization obtaining funding from other sources.

On Screen Manitoba Inc.
Notes to the Financial Statements
March 31, 2018

10. Francophone Project

Effective June 1, 2017, the Organization entered into a three-year agreement with Western Economic Diversification Canada expiring June 30, 2020. The scope of the project is to support Francophone audiovisual and digital Small and Medium-Sized Enterprises (SMEs) by increasing market access opportunities, promoting innovative concepts and fostering new partnerships. The project is to be completed in four phases: (1) creation of a database to act as a repository for Francophone companies and cultural entrepreneurs; (2) development of an innovation lab to share knowledge and expertise; (3) establishment of strategic partnerships to break barriers between the West and major media centres; and (4) development of a program to support Francophone SMEs with their projects.

The total project budget is \$1,220,000. Contributions from Western Economic Diversification Canada are driven by eligible expenses (assisted expenses) paid by the organization to a maximum of \$750,000. Additional contributions from other governments and industry partnerships (sponsorships, registration fees, cost-sharing with industry associations and training organizations, in-kind contributions, etc.) cover expenses that Western Economic Diversification will not cover (non-assisted expenses) to complete the project budget.

On Screen Manitoba Inc.
Schedule of Media Exchange Project
Revenues and Expenses

Year ended March 31, 2018

	Western Economic Diversification Canada	Partners for Economic Growth	Other	Total 2018	Total 2017
Revenues					
Western Economic Diversification Canada (Notes 5 and 9)	\$ 724,109	\$ -	\$ -	\$ 724,109	\$ 1,352,707
Partnerships	201,298	-	48,378	249,676	190,830
Province of Manitoba	-	266,040	251	266,291	295,600
Media production industry contributions	13,951	-	83,088	97,039	224,264
Manitoba Film & Music Media production industry contributions (in kind)	-	-	66,329	66,329	95,331
Telefilm Canada	-	-	55,435	55,435	72,693
Other federal	-	-	17,000	17,000	17,000
	-	-	-	-	6,000
	<u>939,358</u>	<u>266,040</u>	<u>270,481</u>	<u>1,475,879</u>	<u>2,254,425</u>
Expenses					
Amortization	21,700	-	-	21,700	9,454
Business development	2,325	-	-	2,325	103,081
Contract services					
Business Strategy Fund	60,809	-	-	60,809	377,512
Industry promotion	137,095	51,608	4,628	193,331	346,775
Project delivery	20,000	-	-	20,000	24,000
Non-assisted	169,288	-	-	169,288	100,936
Hospitality	-	-	67,354	67,354	51,086
Marketing	35,158	37,905	17,397	90,460	279,417
Market access programs	-	16,905	125,667	142,572	222,039
Market and business development programs (in kind)	-	-	55,435	55,435	72,693
Office	12,570	6,690	-	19,260	20,194
Professional fees	2,791	3,013	-	5,804	31,191
Project commercialization and acceleration	173,175	-	-	173,175	41,070
Rent (Note 7)	11,015	14,772	-	25,787	26,436
Repairs and maintenance	2,607	3,040	-	5,647	10,595
Research and evaluation	84,123	6,891	-	91,014	108,534
Salaries, wages and benefits	166,475	117,950	-	284,425	354,768
Travel	40,227	7,266	-	47,493	74,644
	<u>939,358</u>	<u>266,040</u>	<u>270,481</u>	<u>1,475,879</u>	<u>2,254,425</u>
Excess of revenues over expenses	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

On Screen Manitoba Inc.
Schedule of Francophone Project
Revenues and Expenses

Year Ended March 31	2018	2017
Revenues		
Western Economic Diversification Canada (Note 10)	\$ 189,776	\$ -
Partnerships	12,123	-
Programs and application fees	<u>7,490</u>	<u>-</u>
	<u>209,389</u>	<u>-</u>
Expenses		
Contract services	57,989	-
Industry promotion	32,217	-
Marketing	31,944	-
Professional fees	1,000	-
Research and evaluation	395	-
Salaries, wages and benefits	32,355	-
Travel	<u>53,489</u>	<u>-</u>
	<u>209,389</u>	<u>-</u>
Excess of revenues over expenses	<u>\$ -</u>	<u>\$ -</u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Schedule of Operating Expenses

Year ended March 31	2018	2017
Amortization	\$ 341	\$ -
Bank charges and interest	3,728	3,992
Insurance	5,097	4,590
Office	8,027	8,052
Professional fees	3,480	4,047
Rent (Note 7)	6,154	5,151
Salaries, wages and benefits	89,018	85,143
Travel and conference	8,790	12,190
	<u>\$ 124,635</u>	<u>\$ 123,165</u>

See accompanying notes to the financial statements.

Partnerships

Government Partners

Supported by:
Western Economic
Diversification Canada



Sustaining Partners



Industry Partners



Western Industry Development Project Partners

