



2018/19 Annual Report On Screen Manitoba



**On Screen
Manitoba**

Media Production
Industry Association

Association des professionnels
de l'industrie audiovisuelle

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Executive Director/directrice générale

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BOARD OF DIRECTORS

MESSAGE FROM THE CO-CHAIRS OF THE BOARD

Phyllis Laing, President, Buffalo Gal Pictures & Rob Rowan, Business Agent, IATSE 856

Starting the year with an industry-wide Town Hall allowed On Screen Manitoba to connect with all components of the Manitoba media production industry. It confirmed that On Screen Manitoba's services were addressing community needs and it allowed us to identify, and begin to address top priorities.

Our industry growth rate is outpacing most other provinces; this is both exciting and challenging. We are fortunate to live in a province where the provincial, municipal and federal governments remain committed to facilitating sustainable growth alongside industry. Long-term government investments in the Manitoba Film and Video Production Tax Credit, in Manitoba Film and Music and its programs, and in market and workforce development have and will continue to facilitate industry growth. We are fortunate also to have a myriad of organizations that support all components of industry growth. On Screen Manitoba as your industry association works as a coordinating body to align and to stimulate collaboration between stakeholders.

We want to thank the governments of Manitoba for their ongoing support and partnership in growing the Manitoba media production industry. Without their investment and confidence in the potential of our industry we would not all be here doing the work we do today.

We also want to thank all our members and fellow Board members for the opportunity to Co-Chair the Board of On Screen Manitoba. It has never been more important for the whole industry to work together to capitalize on this unprecedented expansion in every genre and type of production. On Screen Manitoba would not exist without member investment and commitment.

EXECUTIVE

**Phyllis Laing, Buffalo Gal Pictures
(Co-Chair)**

Rob Rowan, IATSE 856 (Co-Chair)

**Patrick Clément, Manito Média
(Treasurer / Vice-Chair of Finance)**

**Steven Foster, DGC Manitoba
(Secretary / Vice-Chair of Governance
and Regulatory Affairs)**

**Leslea Mair, Zoot Pictures (Vice-
Chair of Government Relations and
Regulatory Affairs)**

**Chris McIvor, FRANK Digital (Chair
Programs, Chair Membership)**

DIRECTORS

Robin Campbell, Lazer Grant

Ian Dimerman, Inferno Pictures

**Meghan Duffy, Black Watch
Entertainment**

**Rebecca Gibson, Moving Future
Productions**

Vergil Kanne, Tactica Interactive

Rob Macklin, ACTRA Manitoba

Shawn McGrath, FastTrippierLaw

Mark Schollenberg, RBC Royal Bank

Jeff Peeler, Frantic Films (Past Chair)

EXECUTIVE DIRECTOR



MESSAGE FROM THE EXECUTIVE DIRECTOR

Nicole Matiation, Executive Director / directrice générale

Collaboration, connection, communication -- these words came up over and over in the discussions during the facilitated industry Town Hall meeting and survey in October 2018 -- providing a focus for On Screen Manitoba's activities in 2018-2019 and beyond. It is a collaborative approach that facilitated the Government-Industry Manitoba Film and Video Tax Credit Working Group and to the government's announcement that the Tax Credit is made permanent.

With a stable production incentive, our industry is set to keep growing -- generating jobs, stimulating opportunity for small businesses, attracting investment from outside of Manitoba and raising Manitoba's profile internationally. This is an exciting and challenging time for our industry.

We look forward to sharing new initiatives with you in the coming months including the Manitoba Media Production Code of Conduct, The Manitoba Media Production Industry Service Supplier Guide and Harnessing Opportunity: A Capacity Development Strategy for the Manitoba Media Production Industry. The capacity development strategy provides a new framework for collaboration between local industry stakeholders ensuring a coordinated approach that leverages local, national and international supports.

Member comments and feedback through surveys, the Town Hall and conversation informs our work every day. Member investment in On Screen Manitoba through membership fees, program and event fees, sponsorships and partnerships makes our work possible. On Screen Manitoba is your industry association, we work with our members, and in partnership with other industry stakeholders, to facilitate a sustainable industry and a positive filming environment in Manitoba.

Collaboration, connexion, communication. Ces mots ont retenti à plusieurs reprises au cours des discussions lors de l'assemblée publique et par l'entremise du sondage en ligne en octobre 2018 fixant ainsi les balises du travail d'On Screen Manitoba en 2018-2019. C'est une approche collaborative qui a rendu possible le groupe de travail gouvernement-industrie sur le crédit d'impôt de film et de vidéo et l'annonce provinciale que le Crédit d'impôt sera désormais permanent.

Avec un incitatif à la production stable, notre industrie est bien positionnée pour continuer à stimuler l'emploi, les petites entreprises et les investissements au Manitoba ainsi que rehausser le profil du Manitoba à l'international.

Ce dynamisme n'est pas sans défis et nous avons hâte de partager plusieurs nouvelles initiatives dans les prochains mois : Le code de conduite pour l'industrie de la production audio-visuelle du Manitoba ; le nouveau guide des pourvoyeurs de services ; et le plan d'action pour renforcer les capacités du secteur. Ce plan propose un cadre pour faciliter la collaboration entre les joueurs clés de l'industrie afin de coordonner les efforts du développement de l'industrie pour mieux accéder à des supports locaux, nationaux et internationaux.

Vos commentaires par le biais de sondages, l'assemblée publique et des conversations informelles nourrissent notre travail de tous les jours. Un travail qui est rendu possible par votre investissement financier dans l'organisme que ça soit sous forme de frais d'adhésion, d'inscription ou des partenariats et des commandites.

On Screen Manitoba est à vous. Nous travaillons avec nos membres et en partenariat avec d'autres organismes afin de faciliter un environnement favorable à la production audio-visuelle et à une industrie durable au Manitoba.

OVERVIEW

The Manitoba media production industry continues to grow, stimulated by worldwide demand for audiovisual content. Manitoba Film and Music estimates a total production volume of over \$269.4 million in 2018-2019, essentially twice the production volume recorded in 2015. This included over 8 feature film projects of varying sizes, 34 fiction and factual series and over 15 one-off documentaries. Facilitating continued sustainable growth of the media production industry in Manitoba is On Screen Manitoba's top priority.

As the voice of the industry, and reflecting our commitment to develop all components of the Manitoba media production industry, On Screen Manitoba held an industry-wide Town Hall in October 2018 to discuss the opportunities and challenges of rapid growth. It brought together over 70 industry professionals and all of the key service delivery organizations, unions, services suppliers and production companies. This broad industry consultation along with input from OSM members, industry partners and stakeholders set the stage for an OSM Board retreat resulting in a recalibrated mission and vision statement along with a refocusing of energies to address pressing issues related to workforce development. This consultation also set the stage for the development of Harnessing Opportunity: A Capacity Development Strategy for the

“[Attending the LA Skins Fest] enabled me to grow my professional networks with First Nations Experience (Subsidiary of PBS) with a viewership of 43 million. There, we sold 4 films that were produced in 2017 and Ian Skoroden of Steampix licensed “The Stay” for their online streaming service.”

– Jordan Molaro, President, Interactive Designs Inc.



The Honourable Cathy Cox, Minister of Sport, Culture & Heritage speaks at All Access 2019

Manitoba Media Production Industry, a framework intended to guide sustainable long-term growth. It considers the results of the October 2018 consultation, the recent Training Needs Assessment, an evaluation of existing resources, current barriers and emerging opportunities for growth within the context of three pillars of industry growth: Workforce Development, Market Development and Stakeholder Relations. The framework identifies success factors under each of the pillars, the actions required to achieve them and an evaluation process necessary to strategically meet industry needs and facilitate sustainable growth. We look forward to implementing the framework in 2019.

Prior to the Town Hall, and as part of On Screen Manitoba's ongoing stakeholders relations work, we are in regular conversation with the Province and other levels of government. In Provincial Budget 2018, the Government struck the Manitoba Film and Video Tax Credit Review Working Group, an industry-government working group Chaired by Jeff Peeler (then Chair of OSM) and included Rob Rowan (Business agent IATSE 856 and current co-chair of OSM), Michael Drabot (WFW and then OSM Board member), Meghan Duffy (Black Watch Entertainment and OSM Board member), Rachel Margolis (MLT Aikins and OSM Board member), Chris McIvor (Frank Digital and OSM Board member), Lisa Meeches (Eagle Vision and OSM member), Nicole Matiation, Executive Director OSM)

and key government officials from the departments of Finance and Sport, Culture & Heritage.

In January 2019, at All Access, the Honourable Cathy Cox, Minister of Sport, Culture & Heritage and the Honourable Scott Fielding, Minister of Finance, announced that the Government had removed the sunset clause and that the Manitoba Film and Video Tax Credit was made permanent. This announcement was the highlight of All Access 2019, which was the most successful edition to date with over 300 attendees from Manitoba, Saskatchewan, Québec, Ontario, BC, the US, Luxembourg and France including 96 out of town guest speakers. Guests included national broadcasters, international distributors, Canadian and international funds and industry experts who traveled to Winnipeg to meet with local industry professionals in an intimate setting. Over 500 B2B meetings were organized.

All Access connects OSM members to national and international industry experts and decision-makers and positions Manitoba as an active player in the national media production industry. On Screen Manitoba also participates in a variety of national stakeholder consultations to position Manitoba for success and ensure federal programs and policies continue to facilitate the work of Manitoba-based creators, producers and other industry professionals. Activities included

“The On Screen Manitoba Development Consultation Program helped us to strengthen and fine tune our business plans so we were able to enter the marketplace in a much stronger position. Programs like these are essential to ensuring the continued success of producers here in Manitoba.”

-John Titley, writer

participating in several Canada Media Fund (CMF) Working Groups, contributing to the Call for Comments on the evaluation of the Telecommunications and Broadcasting Acts, remaining engaged in the Coalition for Arts and Culture as well as Manitobans for the Arts, and intervening on nine CRTC Calls for Comment.

Ensuring members are well informed and have access to information about industry trends and developments is a key service that On Screen Manitoba provides along with member news to celebrate achievements. On Screen Manitoba remains a leader among Canadian industry associations in terms of its social media and newsletter reach. Through a strong partnership with Manitoba Film and Music, we are able to enhance the Manitoba media production industry’s profile in Canada and internationally. And with additional partners IATSE 856, DGC and ACTRA, OSM and MFM launched a new bilingual industry video that was screened in movie theatres and film festivals throughout Manitoba.

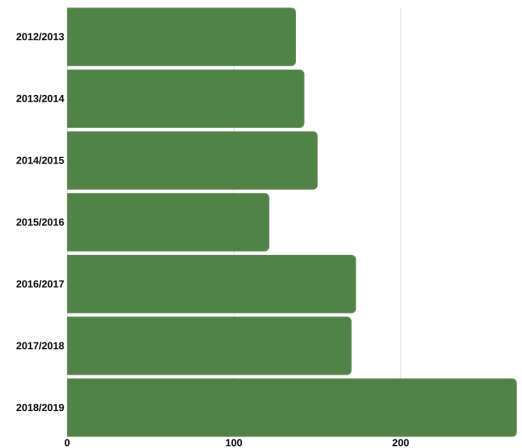
In this period of rapid growth, professional development, market access and career advancement for OSM members is a high priority. On Screen Manitoba delivered a broad range of industry development initiatives including the Access Funds, Pre-Development Fund, access to co-production expertise, the annual All Access industry forum and 11 industry sessions and accelerators. In addition, 2019 saw the completion of the framework and content for the Content Creator Toolkit / boîte à outils pour les créateurs, a multi-year project supported by Western Economic Diversification. This project connects producers and other creators to resources through a comprehensive online platform. On Screen Manitoba also supports experimentation with new technologies and storytelling approaches, by providing creators with access to VR, AR and motion capture equipment through the Mobile

Media Lab in partnership with New Media Manitoba. The fifth successful Creation Lab, an interdisciplinary storytelling lab was held in partnership with the Canadian Museum for Human Rights, New Media Manitoba and the National Film Board of Canada.

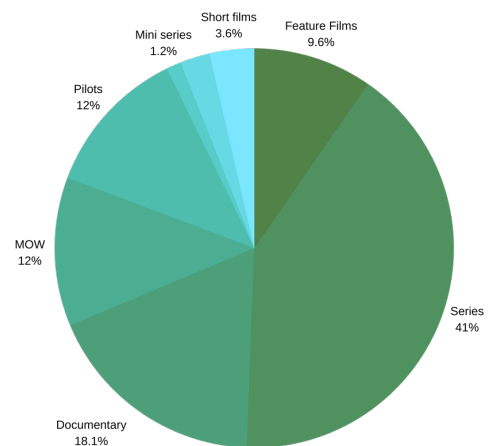
On Screen Manitoba’s services and programs are made possible through support from federal and provincial governments, Manitoba Film and Music and various industry stakeholders including our 2018-2019 sustaining partners: William F. White, IATSE 865 and HUB International. OSM’s 2018-2019 programming partners 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, 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, CMPA, Flatland Equipment, Animiki See, Canada Media Fund, Harold Greenberg Fund, Hot Docs, Radio-Canada, Indiecan Entertainment, National Bank of Canada, Nüman Films, Autumn Productions, DOC Winnipeg, Cordova Tapas & Wine, and Peasant Cookery.

On Screen Manitoba members continue to produce outstanding content and made their mark this year with nearly 80 premieres, nominations and awards at national and international festivals.

Annual Production Volumes in millions (as estimated by MFM)



Production by genre (as estimated by MFM)



Town Hall 2018



Creation Lab 2019



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 industry 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 2,500 media production industry professionals. Our members work in all genres and formats (in English, French and Indigenous languages) and their productions are seen all over the world.

OUR VISION

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

OUR GOALS

On Screen Manitoba will work toward the following goals using available resources:

1. On Screen Manitoba is the respected leader of the media production industry in Manitoba.
2. On Screen Manitoba is the central resource for the media production industry in Manitoba.

OUR MISSION

To represent, promote and grow the Manitoba media production industry.

OUR GUIDING PRINCIPLES

On Screen Manitoba:

- Represents the entire media production industry in Manitoba.
- Advocates for the film, TV and convergent media production sector in Manitoba.
- Is inclusive and provides exceptional service to all.
- Is proactive in adapting to change.
- Is a primary resource for all aspects of industry development.

STAKEHOLDER RELATIONS

The Manitoba media production industry is built on partnership and collaboration. Stakeholder relations are a top priority for On Screen Manitoba. Whether we are coordinating a local industry initiative, engaging with government, or connecting with the general public. On Screen Manitoba is committed to advocating for a positive filming environment in Manitoba, and to communicating the economic, and qualitative contribution of the media production industry to the provincial economy.

In 2018-2019, On Screen Manitoba expanded its local industry stakeholder activity to include an industry-wide survey and facilitated Town Hall. In response to what we heard, we focused on communicating services and initiatives that were not well-known; such as, the Get On Set Manitoba website and related public awareness initiatives; our respectful workplace resource page; and the existing Safety and Health Guidelines for the Manitoba Media Production Industry. We also heard that workforce development was a top priority for all; and so, we conducted an industry-wide Training Needs Assessment that will contribute to shaping our programs and those of other organizations in the coming year. Results of the survey and Town Hall have also contributed to focus the work of a City of Winnipeg Film and Special Events Office-initiated committee, now called the Manitoba Media Production Industry Working Group (co-chaired by Monique Perro, Film Liaison, Film and Special Events Office, City of Winnipeg and Nicole Matiation, Executive Director, OSM). The Working Group includes representatives from the City of Winnipeg, MFM, OSM, the Manitoba Film Liaison and each of the Unions. Its purpose is to ensure a coordinated approach to pressing needs and gaps on set and in the community. The Working Group created the soon to be launched Manitoba Media Production Industry Code of Conduct and will be working to update the Manitoba Media Production Safety and Health Guide among other initiatives.

Through meetings, set visits and formal consultation processes On Screen Manitoba is in regular conversation with elected officials and senior bureaucrats. In 2018-2019, On Screen Manitoba had several opportunities to engage with the Provincial government. We produced the report to government by the Manitoba Film and Video Tax Credit Review Working Group.

We submitted a written intervention to the Economic Growth Strategy Consultation underlining the importance of cultural industries in general, and media production in particular, as drivers of growth -- our sector generates jobs, stimulates small businesses, attracts investment from other jurisdictions and raises Manitoba's profile internationally. Following a written submission in 2017 and OSM's Executive Director's participation on the Advisory Committee, Manitoba's Cultural Policy and Action Plan was launched on March 12. Nicole Matiation (ED), Phyllis Laing (Co-chair), Jeff Peeler (Chair, Tax Credit Review Committee), Lisa Meeches (Tax Credit Review Committee Member), Kyle Irving (Eagle Vision), board and staff members of MFM and other key arts and cultural industries organizations were present at the invitation-only launch.

On Screen Manitoba stays in regular contact with local stakeholders from the municipal government, the business community and other sectors to ensure broad-based understanding of the media production industry, to facilitate joint programming, membership recruitment and marketing opportunities. This includes ongoing engagement with Manitobans for the Arts, which in 2018-2019 focused on Arts Vote initiatives relative to the municipal election.

We are 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. This includes advocating for incentives and programs that strengthen regionally-based production through formal and informal consultations with the Canada Media Fund, Telefilm Canada and the CRTC.

This year, OSM provided written interventions for nine CRTC Calls for Comment including: the license renewal for Super Channel (three interventions); reconsideration of the decisions relating to the licence renewals for the television services of large English-language private ownership groups and large French language groups; the potential sale of Historia and Série +; the report on future programming distribution models; the new Production Report to be completed annually by

large English- and French-language ownership groups; and we supported renewal of APTN and TV5Unis' mandatory distribution licenses. OSM also submitted a short paper to the Review of the Telecommunications and Broadcasting Acts with a focus on the importance of diversity of voice through regional production and ensuring that all who benefit from the Canadian broadcasting system also contribute to the cost of developing Canadian Content.

OSM 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.



Facilitated Industry Town Hall October 2018



Facilitated Industry Town Hall October 2018

AWARDS & ACHIEVEMENTS

SOMETHING IN THE AIR

Something in the Air nominated for Best Documentary Science/Nature/Technology



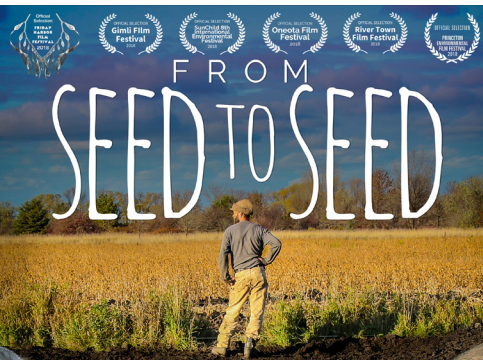
Room for Rent premiered on Crave and HBO



Sorry For Your Loss screened at Vancouver's Just For Laughs Film Festival



nīpawistamāšowin: We Will Stand Up will be the first film by an Indigenous filmmaker to open Hot Docs Canadian International Documentary Film Festival



From Seed to Seed awarded Best of the Fest at the 2019 Colorado Environmental Film Festival



The Parts You Lose, a feature co-produced by Inferno Pictures, has been acquired by Samuel Goldwyn Films

MARCH 2018 - APRIL 2019

The Parts You Lose, a feature co-produced by Inferno Pictures, has been acquired by Samuel Goldwyn Films, starring acclaimed actor Aaron Paul.

Nominations and Winners of Canada Screen Awards:

Under Creative Fiction Storytelling, Frantic Films won Best Picture Editing - Comedy; Best Writing - Variety or Sketch Comedy; Best Photography, Comedy; Best Direction - Variety or Sketch Comedy; and Best Sketch Comedy Show & Ensemble Performance for *Baroness von Sketch Show*.

Manitoban Norma Bailey won Best Direction - Drama Series for *Mary Kills People*.

For Digital Storytelling, Jayne Eastwood won Best Supporting Performance - Web Program or series for Frantic Films' *The Writer's Block*.

Under Non-Fiction Programming, Frantic Films won Best Writing - Factual for Still Standing, and Jonny Harris won Best Host in a Program or Series for "Still Standing."

Carole Vivier, CEO & Film Commissioner at Manitoba Film & Music, was awarded the Academy Board of Directors' Tribute.

Kristin Kreuk was nominated for Best Lead Actress, Drama Series for Eagle Vision's coproduction *Burden of Truth*.

Rebecca Gibson, Kyle Irving and Lisa Meeches from Eagle Vision were nominated for Best Cross-Platform Project for *Taken Knowledge Keeper*.

Justin Delorme was nominated for Best Original Music, Non-Fiction for Eagle Vision's *Taken*.

Barbara Hager, W. Paterson Ferns, Vanessa Loewen, and Desiree Single were nominated for Best History Documentary Program or Series for the APTN and Animiki See Digital Productions' *1491: The Untold Story of the Americas Before Columbus*.

Vanessa Loewen, Jeff Newman, Stephanie Scott, Jocelyn Mitchell, and Desiree Single were nominated for Best Factual Series for the Animiki See Digital Productions, Indios Productions, and Numan Films co-production *First Contact*.

Jamie Brown, Anne Francis, Jeff Peeler were also nominated for Best Factual Series for Frantic Films' *Still Standing*.

Jamie Brown, Carolyn Taylor, Meredith MacNeill, Aurora Browne, and Jennifer Whalen were nominated for Best Sketch Comedy Show & Ensemble Performance for Frantic Films' *Baroness Von Sketch Show*. The show was also nominated for Best Writing, Variety or Sketch Comedy; Best Direction, Variety or Sketch Comedy; Best Picture Editing, Comedy; and Best Photography, Comedy.

David McGunigal was nominated for Best Writing, Factual for Merit Motion Pictures' *Dr. Keri: Prairie Vet*.

Nominations for a Golden Sheaf Award in 2019's Yorkton Film Festival:

Danielle Sturk won awards for Best Experimental & Best Director for *El Toro*.

Andrew Wiens and Sam Karney were nominated for Best Indigenous Award & Short Subject - Non-Fiction for *This City*.

Trevor Kristjanson and Kathleen Gallagher were nominated for

Best Comedy for *Party Animal*, and Stephen Payne and Scott McKay are nominated for "Jack's Live Bait."

Ian Bawa and Kevin Tabachnik were nominated for Best Community Television for *Craft Canada*.

Leif Kaldor and Leslea Mair were nominated for Best Documentary Science/Nature/Technology for *Nature of Things: Something in the Air*.

Jeff Newman, Jocelyn Mitchell, Vanessa Loewen, and Desiree Single were nominated for Best Documentary Social/Political for *First Contact*.

Trevor Kristjanson, Jessica Gibson, Chaz Beaudette, and Josh Benoit were nominated for Best Drama for *Platypus*.

Jorge Requena Ramos and Orlando Braun were nominated for Best Lifestyle & Reality for *Take the Dive*, and Miles Crossman and Nicola Baldwin are nominated for Best Short Subject - Fiction for *If It Ain't Got*.

Frantic Films won the Comedy & Variety Program at the 2019 Banff Rockie Awards for *Baroness von Sketch Show* as well as the Rogers Prize for Excellence in Canadian Content.

Katharina Stieffenhofer's feature documentary *From Seed to Seed* was awarded Best of the Fest at the 2019 Colorado Environmental Film Festival in Golden, Colorado.

Shelagh Carter's feature film *Into Invisible Light* was an official selection at the Worldfest Houston International Film Festival, April 5-14, 2019. It also screened at the Italian Contemporary Film Festival in Toronto, June 13-21, 2019.

Farpoint Films' feature films *Room For Rent* and *Sorry For Your Loss* were nominated for eight Canadian Comedy Awards.

Katharina Stieffenhofer's *From Seed to Seed* was awarded Honorable Mention for Best Feature Film 2019 at Elements Film Festival in Vancouver. The film was also selected for the International Nature Film Festival Gödöllő in Hungary.



In October 2018, US network CW ordered a second season of legal drama *Burden Of Truth*, shot in Selkirk and produced by Eagle Vision.

MEMBER PREMIERES/SCREENINGS

MARCH 2018 - APRIL 2019

Somewhere in September by Shelly Anthis has been selected for the 2018 Directors Circle Festival of Shorts, which ran November 29 to December 8, 2018 in Erie, Pennsylvania.

OSM members Shelagh Carter and Farpoint Films were at the Whistler Film Festival. Their films *Into Invisible Light* and *Sorry For Your Loss* (respectively) were included in the festival's official selection.

Next Gen, produced by Tangent Animation, was nominated for the 2019 KidScreen Award for Best One-Off, Special or TV Movie. The film is co-produced with Chinese production company Baozou and streaming on Netflix.

Jordan Molaro of Nu-Media Films teamed up with VICE Canada to produce a short documentary on Indigenous sharing circles. The film was created as part of the yearly Nu-Media Program, where up to 25 Indigenous youth participants are given the opportunity to explore careers in media through a three-month program.

Buffalo Gal Pictures' feature film *JT LeRoy* will be released April 26, 2019, by Universal Pictures. The film stars Kristen Stewart and Laura Dern, and was shot in Winnipeg during summer 2017.

The Harold Greenberg Fund 2018/2019 Script Development Selections include several OSM members Juliette Hagopian (Julijette Inc.), Guy Maddin, Evan Johnson and Galen Johnson received funding for *The Teulon Wing*. Sami Tesfazghi, Ian Dimerman

and Brandon Sawatzky of Inferno Pictures received funding for *Boy Detective Fails*. Jennifer Beasley, and Phyllis Laing (Buffalo Gal Pictures) received funding for *Bash*, and Onalee Minuk received funding for *Amber*.

Accidence, a short film directed by OSM member Guy Maddin, Evan Johnson and Galen Johnson, and produced by OSM member Julijette Inc., screened at the Festival international du court métrage au Saguenay on March 15, 2019.

OSM member Rogers Ofime's coproduced Nigerian feature *Zero Hour* had its Nigerian premiere on March 22, 2019.

CBC announced its mid-season premiere dates for returning and new programming including *The Stats of Life Season 2* (8x30) produced by OSM member Frantic Films and *Burden of Truth Season 2* (8x60) produced by OSM member Eagle Vision.



Danielle Sturk's *El Toro* won Golden Sheaf Awards for Best Experimental Film and Best Director (non-fiction)

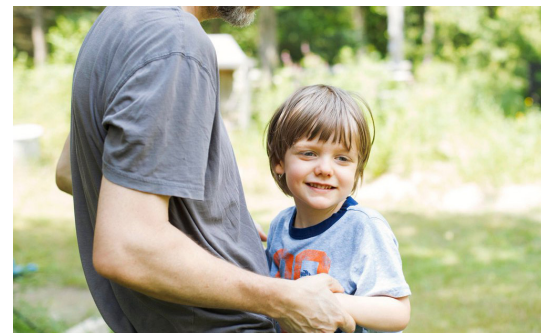
FIRST CONTACT



First Contact nominated for Best Factual Series for the 2019 Canadian Screen Awards



Nu Media Manitoba produced *Healing Together* for VICE Canada



Beyond the Spectrum wins Audience Choice award at Festival Inclus



Raven Banner acquires the rights to *Level 16*. It also won four awards at *Blood in the Snow* Canadian Film Festival in Toronto



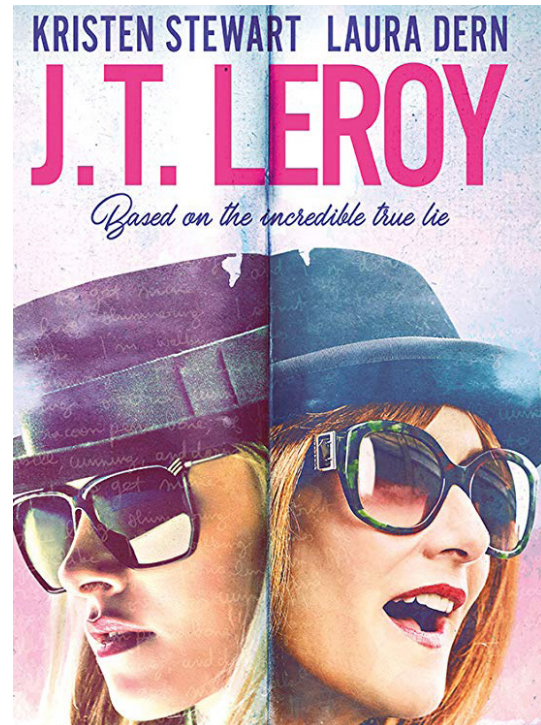
Callie Lane is nominated for Best Leading Actress in a Short Film



Frantic Films' *Baroness von Sketch Show* won the Rogers Prize for Excellence in Canadian Content and Comedy & Variety Program at the 2019 Banff Rockie Awards



Manitoban Norma Bailey is nominated for Best Direction, Drama Series for *Mary Kills People*.



JT LeRoy nabs the coveted closing film slot at the Toronto International Film Festival. The film is co-produced by Buffalo Gal Pictures

MARKETING & COMMUNICATIONS

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

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 In Focus play a double role communicating timely industry news and information while highlighting members' successes. In Focus, currently has 1,122 subscribers in Manitoba and throughout the world. Our social media activity also has a broad reach with 5,080 followers on Twitter, 4,857 Likes on Facebook and a steadily growing 1,358 followers on Instagram.

5,080

TWITTER FOLLOWERS

4,857

FACEBOOK LIKES

1,358

INSTAGRAM FOLLOWERS

1,122

IN FOCUS SUBSCRIBERS

5,000

MONTHLY WEBSITE VIEWS

On Screen Manitoba engages online daily to raise the profile of the Manitoba media production industry and to provide OSM members with marketing support and industry updates.

Our marketing strategy includes partnerships and advertising at key industry events, including producing market-specific publications highlighting Manitoba production companies through ads, speaking opportunities and video reels. Several of our marketing activities are carried out in partnership with Manitoba Film and Music and/or Telefilm Canada ensuring a higher profile for Manitoba filmmakers and producers at a variety of events including in 2018-19: Hot Docs, Banff World Media Festival, MIFA (Annecy), Sunny Side of the Doc, TIFF, AFM and Prime Time in Ottawa.

KEY COMMUNICATIONS AND MARKETING INITIATIVES IN 2018-2019 INCLUDE:

- Updating the Manitoba Industry Works video in partnership with MFM narrated in English by Tina Keeper and in French by Janelle Wookey. The promotional video continues to screen at events, festivals and markets locally and nationally where partnerships exist. It was also screened at Manitoba Cineplex locations during the December holiday period.
- Producing "Thanks for sharing your neighbourhood" decals for Flatland Equipment trucks.
- Integrating the Manitoba Production Map into the OSM website to showcase productions shot all over Manitoba.
- Enhancing OSM's Film Festival Support Program with a calendar of Manitoba film festivals.
- Co-hosting the annual TIFF Manitoba Networking Reception with Manitoba Film and Music.
- Sharing information on various national and Manitoba-specific Respectful Workplace and Harassment Prevention Initiatives.

onscreenmanitoba
Fairmont Winnipeg



Liked by animikiseedistribution and 62 others

onscreenmanitoba #AllAccessMB The DNA of Eagle Vision - Diverse Talent and Timely Storylines with @mskristinkreuk @rebeccagibsonca Brad Simpson @michellerlatimer @kyleirving Sarah Adams of @tvburdenoftruth @takentheseries



MEDIA INTERVIEWS

OSM was cited in some 35 articles and interviews with media over the past year, providing information and analysis about key issues, events and achievements of the Manitoba media production industry.

04/07/2018 Acadie Nouvelle

Pour une Loi sur le droit d'auteur qui respecte les créateurs

04/20/2018 ICI Radio-Canada

Il est encore trop tôt pour que Netflix s'intéresse au Manitoba

04/23/2018 ChrisD.ca

Working Group Formed to Evaluate Manitoba's Film and Video Production Tax Credit

04/23/2018 Manitobapost

Group Evaluating Manitoba Film & Video Production Tax Credit

05/04/2018 ICI Radio-Canada Manitoba

Catherine Tait aux commandes de CBC/Radio-Canada, une décision applaudie au Manitoba

05/25/2018 Le Lien Multimédia

Le Canada sera le pays d'honneur au World VR Forum

06/05/2018 ICI Radio-Canada Manitoba

Action! On tourne encore beaucoup cet été au Manitoba

06/18/2018 Winnipeg Free Press

City holds a Grudge - A 're-imagining' of the horror franchise filming in Winnipeg and Selkirk

06/21/2018 Ici-Radio Canada

Winnipeg célèbre la Journée nationale des peuples autochtones

07/30/2018 Playback Online

Erika Ulrich nabs Gimli Film Fest's pitch prize

08/31/2018 Winnipeg Free Press

Winnipeg a hotbed for film production

09/10/2018 Winnipeg Free Press

Province a power broker - TIFF's Manitoba Night party

10/19/2018 ICI Radio-Canada Manitoba

Les films francophones à l'honneur pour deux fins de semaine

10/19/2018

Ici-Radio Canada

Le bilinguisme mis en avant à la foire de l'emploi Pluri-elles

01/10/2018 CTVNews

Selkirk: Manitoba's new Hollywood hot spot

01/15/2019 CBC

Manitoba tax credit for film, video production to be permanent, province announces

01/15/2019 National Post (and 33 other news outlets)

Manitoba credit for film, TV touted as among most generous in Canada

01/15/2019 Canadian Press

Manitoba Cements film tax credit

01/24/2019 CBC

'This is going to be a big production': Amazon Studios sci-fi TV series to film in Manitoba

01/24/2019 Narcity

Multi Million Dollar Amazon TV Series Is Set To Film In Canada And Will Bring Hundreds Of Jobs With It

03/08/2019 CBC

Doubling film tax credit 'sign of confidence' in growth, industry association says

03/11/2019 CTV News Winnipeg

Five minute interview with Nicole Matiation regarding the doubling of the Manitoba film tax credit.



INDUSTRY DEVELOPMENT

On Screen Manitoba delivered a broad range of industry development initiatives including the Access Funds, Project Development Programs, Access to co-production expertise, the annual All Access industry forum and 11 industry sessions. These programs were made possible with the support of federal and provincial governments, Manitoba Film and Music, and various industry stakeholders.

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 2018-2019, the Access Funds represented a total expenditure of \$151,167. Access to Markets helped 34 different producers, writers, and creative service professionals participate in 52 international markets or marketing trips in 6 different countries with a total funding of \$127,586. Access to Festivals helped 5 filmmakers attend 5 festivals with a total funding of \$9,782. The Professional Development Fund representing \$13,799 in funding helped 6 members attend high-level training events across Canada and the USA.

ENHANCING OPPORTUNITY FOR WRITERS, DIRECTORS & PRODUCERS

Through Government-funded projects, On Screen Manitoba runs several programs that provide filmmakers, producers and production companies with access to industry experts to improve their capacity to develop, promote and sell their projects

nationally and internationally. In 2018-2019 this included four producer/filmmakers who accessed the Development Consultation Program, four producers who accessed the international co-production program and four writers who participated in the joint OSM-MFM Feature Film Scriptwriting Accelerator.

On Screen Manitoba also takes a leading role in two long-term programs for emerging filmmakers. The annual RBC \$10,000 Emerging Filmmaker Competition at the Gimli Film Festival, which we produced for the 7th year. 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. In July 2018, Erika Ulrich was awarded \$10,000 for Palm House (Eternal Youth). We have been a designated partner of Telefilm’s Talent to Watch Program since 2014 and the first industry association to have been named to the program. We may now make recommendations to the Main component, the French-language Official Language Minority Communities component and the Indigenous Component. OSM has recommended a total of 10 projects since 2014 and 7 have moved forward to production. In February 2018 we recommended *Billy* (Director: Jordan Molaro, Writer: Kyle Nobess, Producer: Jorge Requena Ramos), which is being produced in 2019. In February 2019 we recommended three Manitoba projects, two of which were selected to receive Telefilm funding. *IndigiThreads* (Adeline Bird and

Ryan Cooper); and *Intersection* (Cecilia Araneda and Joseph Novak) will begin production next year through the Talent to Watch Program.

On Screen Manitoba provides support and career advancement opportunities to writers, directors and producers as they emerge through programs such as these. For example, filmmaker Sonya Ballantyne (Codebreaker Productions), a past recipient of the RBC Emerging Filmmaker Competition, was the OSM-supported Manitoba Fellow at Hot Docs in 2018 (covers travel, training, and a mentorship in a production company). The OSM-Hot Docs partnership also offered 5 emerging and mid-career documentary filmmakers a Hot Docs All-Access Pass.

11 INDUSTRY SESSIONS

\$127,586 ACCESS TO MARKETS FUNDS

\$9,782 ACCESS TO FESTIVALS FUNDS

\$13,799 PROFESSIONAL DEVELOPMENT FUNDS



INDUSTRY SESSIONS

On Screen Manitoba delivers industry sessions that put Manitoba production companies, writers and filmmakers 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.

LUNCH & LEARN:

In February 2018, OSM facilitated a lunch and learn session titled - What's Next? Responding to a Harassment Complaint- A guide for Employers, Producers, Line Producers and Production Managers. Through a case study, Paul McDonald of MLT Aikins led participants through their obligations and responsibility as employers whether on set, in the production office or with the parent company. In November 2018, another lunch and learn was offered: Avoiding The Cineflix Suit: Understanding Employment Contracts for Producers. Paul McDonald and Rachel Margolis of MLT Aikins led a discussion on the Cineflix lawsuit and avoiding similar claims through the use of properly drafted employment contracts.

MASTER CLASSES FOR SCREENWRITERS AND PRODUCERS

On Screen Manitoba and MFM presented two master classes with Script Angel CEO & Founder Hayley McKenzie. Developing Your Screenwriting Career explored the writer CV, securing an agent/manager and developing as an artist inside a commercial industry. Managing the Script Development Process for producers focused on evaluating scripts editorially, and the realities of the creative development process. Through a competitive process four writers who participated in the masterclass were selected to receive support from a UK-based script editor with a view to bringing their first draft script ready to pitch.

OSM in partnership with the Winnipeg Film Group facilitated a series of business affairs sessions for emerging producers, production managers, filmmakers and location managers.

BUSINESS AFFAIRS SESSIONS – MANITOBA FILM AND VIDEO TAX CREDITS PROGRAMS

Liz Jarvis, VP of Post Production, Buffalo Gal Pictures moderated a panel with Brian Clasper, Senior Analyst – Film, Television and Tax Credits, Manitoba Film and Music; Robin Campbell, CPA, CA, Lazer Grant LLP and Shawn McGrath, Lawyer, Fast Trippier Law. The panel addressed using the Manitoba Film and Video Production Tax Credit program for a wide range of productions including micro-budget features and web series. The discussion included tips on how to ensure that all projects, from independent to co-production and service productions, meet the requirements of the program.

BUSINESS AFFAIRS SESSIONS – PERMITS AND INSURANCE

Mark Schollenberg, Manager, Skills & Development, RBC moderated a panel with Sandy Taronno, Commercial Account Executive, HUB International Insurance, Monique Perro, Film Liaison, City of Winnipeg and Rob Kennedy, Film Liaison Manager/Cultural Industries Consultant, Manitoba Sport, Culture and Heritage. This session provided an overview of rules and regulations for production permits, equipment and production liability insurance. Participants gained an understanding of these essential elements to ensure a successful and safe production.

MAGNIFY DIGITAL DISCOVERABILITY SESSIONS

OSM produced two sessions with Magnify Digital on discoverability. The morning session was an executive briefing on discoverability issues, while the afternoon session focused on best practices for writing audience

development strategies. The sessions were led by Moyra Rodger, Founder and CEO and Owen Sweeney, Senior Strategist and Agency Lead of Magnify Digital.

PITCH-READINESS

Brandice Vivier presented an intensive workshop to assist participants in preparation for the various pitching opportunities at All Access, Talent to Watch and the RBC \$10,000 Emerging Filmmaker Competition. The program included an introductory session, 30 minute one-on-one sessions and a group pitching session, followed by individual meetings to review written pitches.

CANADIAN INDEPENDENT FILM PRODUCING: WHAT THEY DON'T TEACH YOU IN FILM SCHOOL WITH AVI FEDERGREEN

In this intensive masterclass, Avi Federgreen, Producer and Distributor of low-budget Canadian films, led a discussion on how to produce low-budget, independent films in Canada today. 23 members attended the session.

CREATION LAB IV

On Screen Manitoba, New Media Manitoba, the Canadian Museum for Human Rights (CMHR) and the National Film Board partnered to produce Creation Lab IV. Creation Lab IV was facilitated by Dominic Desjardins, an interactive creator, director, producer who has been creating projects for the web, television and cinema for over twenty years. Four teams of creators, 3 English language and one French language, with backgrounds in visual arts, graphic design/web development, film, television, new media content creation and photography were selected for the three-day accelerator. Each team created a prototype for a digital media experience based on themes specific to human rights.

ALL ACCESS 2019

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.

Ninety-six local and out of town guests joined over 200 delegates at All Access held on January 14-16, 2019 at the Fairmont Winnipeg. A total of 30 sessions were offered, 18 in English and 12 in French—in the form of panels, interviews, keynotes and micro-sessions, which explored opportunities in the creation, sales, and distribution of content. Funders and broadcasters also provided updates. 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.

Leading up to the event, OSM facilitated a master class led by Avi Federgreen on producing independent low-budget Canadian content and coordinated group sessions Getting Ready to Pitch, Presenting Your Written Pitch and Practice Your Live Pitch with development consultant Brandice Vivier. All four sessions helped emerging writers/filmmakers/producers prepare for pitching and networking opportunities at All Access.

The Honourable Cathy Cox, Minister of Sport, Culture & Heritage along with the Honourable Scott Fielding, Minister of Finance announced to a full house at All Access that the Manitoba Film & Video Production Tax Credit was made permanent and the sunset clause removed. This historic announcement was met with a standing ovation and media coverage from Playback Online, The Winnipeg Free Press, CBC, CTV News, CityNews, Global News and ICI Radio-Canada.

All Access 2019 fostered conversation about important issues faced by the media production industry; including, diversity of voice, tackling challenging subjects and making local stories globally appealing.

Kristin Kreuk, *Burden of Truth* Executive Producer and the Series Lead “Joanna Chang”; Rebecca Gibson - *Taken* Executive Producer, Co-creator and Show Runner and *Burden of Truth* Recurring Character “Wendy Ross”; Brad Simpson - *Burden of Truth* Executive Producer, Writer, Creator; Michelle Latimer - Director of *Burden of Truth* and *Taken*; Kyle Irving - Partner in Eagle Vision and Sarah Adams, Executive in Charge of Production for *Burden of Truth* at CBC Television participated in a case study on integrating diverse Canadian talent, and timely, relevant story lines into their business, and how the results have in-turn garnered the international success of *Burden of Truth* and *Taken*.

In a candid discussion, Vanessa Loewen - producer at Animiki See Digital Production Inc., Jeff Newman -

president and CEO of Nüman Films, and Stephanie Scott - president and producer at Indios Productions Inc., shared their experience developing and co-producing *First Contact* for APTN, a format originally developed in Australia.

Featured guest presenters included the Honourable Cathy Cox, Minister of Sport, Culture and Heritage; Christa Dickenson, Executive Director, Telefilm Canada; Roberto Olla, Director Eurimages; Guy Daleiden, Executive Director Luxembourg Film Fund; Scott White, Director, CAVCO; Carole Vivier, CEO, Manitoba Film and Music; several Canadian broadcasters including CBC Docs, Drama and Digital; Bell Media; Bell Media-Discovery; Vice Studio; Bell Média; Radio-Canada; TV5Unis; TFO; Corus and APTN. International distributors included LevelFilms, e-One Entertainment, Terranoa, Windrose, Animiki See Distribution, Under the Milky Way, FilmOption, Pacific Northwest, Syndicado and Juice Worldwide. Other industry experts included Karyn Edwards, Business & Legal Affairs, Original



Independent Features (Netflix), Madelaine Russo and Olena Decock (Hot Docs) and representatives from the Bell Fund, the Harold Greenberg Fund and Telefilm Canada.

Numerous networking opportunities were extended including meet-the-decision-maker luncheons. With over 300 attendees, three full days of content, All Access 2019 was OSM's largest edition to date.

“It’s our third or fourth year coming to All Access and it has become our springboard: here, we can talk to broadcasters and decision makers who we have very little access to, living in Winnipeg. All Access really gave us the tools to go to bigger markets. It is a chance to continue building trust with broadcasters and distributors we have met along the years. They know who we are, they see that we are still in business. And it’s also a great opportunity to catch up with our colleagues from Winnipeg and see what’s up!”

— JORGE REQUENA RAMOS & ORLANDO BRAUN, Prairie Boy Productions

ENGLISH PROGRAMME HIGHLIGHTS

- An interview with Christa Dickenson, Executive Director of Telefilm Canada.
- A panel with the Roberto Olla (Eurimages); Guy Daleiden (Luxembourg Film Fund); Michel Pradier (Telefilm Canada); and Nathalie Clermont (CMF) discussed new gateways to international feature film co-production opportunities.
- A case study on *Percy* with Brendon Sawatzky of Inferno Pictures and Ethan Lazar of Scythia Films explored the challenges of private and public funding for feature film.
- Zach Feldberg and Mélanie Lê Phan of CBC Digital presented with Lauren Corber, producer of *How to Buy a Baby* and *My 90 Year-Old Roommate* and Supinder Wraich, creator and star of *Bad Beti*.



FRENCH PROGRAMME HIGHLIGHTS

- Netflix Director of Public Policy for Canada, Stéphane Cardin, presented via Skype.
- Florence Girot, consultant, presented the importance of developing a robust festival strategy to initiate new business connections.
- Florence Girot moderated a panel with Pauline Mazonod (Windrose); Lizanne Rouillard (Filmoption International) and Pierre-Alexandre Labelle (*Under the Milky Way*) on discoverability in a digital age and how to work with distributors and aggregators.
- A panel on new business models featured Emmanuelle Jouanole (Terranoa) and Carinne Nonnenmacher (Gedeon Programmes) speaking to their experiences working together on a new series on Gaspésie.

300
ATTENDEES

96
OUT OF
TOWN
GUESTS

500
ONE-ON-ONE
MEETINGS

OSM OUTREACH

On Screen Manitoba continues to seek joint programming opportunities with local industry stakeholders positioning OSM as a facilitator, leader and key partner in developing and marketing the production industry. On Screen Manitoba provided promotional, logistical and financial support to professional development and outreach with festivals and other film organizations.

OUTREACH 2018 - 2019

- Coordinated Reel Jobz as part of Freeze Frame Film Festival for Young People
- Staff support and collaboration partner with the Indigenous Film Summit
- Presented overview of OSM and the industry to students at St. John's High School with Film Training Manitoba
- Attended Sisler High School Grade 12 IDM Projects Showcase
- Presented to Frantic Films Youth CEO (Creative Employment Opportunities) Intern
- Attended NSI New Indigenous Voices Program Graduation Ceremony and Screening
- Attended UWpg Film Fest, awarded All Access passes and OSM memberships to winners
- Presented alongside IATSE, DGC, ACTRA and FTM for Manitoba Start
- Discussed outreach with youth committee at IATSE 856
- Awarded All Access passes and memberships to 48 Hour Film contest winners
- Attended the Music and Film Session with Manitoba Film and Music
- Supported a Sisler High School and Manito Média Animation Workshop
- Industry representative as part of the Gimli Film Festival 'Future is Female Program'
- Attended the *Stand!* set visit with the Honourable Cathy Cox, Minister of Sport, Culture & Heritage



Stand! On-set visit with Honourable Cathy Cox, Minister of Sport, Culture & Heritage



OSM Board member Rebecca Gibson presenting at Future is Female at the Gimli Film Festival

On Screen Manitoba Inc.
Financial Statements
March 31 2019

Contents

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Independent Auditors' Report

To the Directors of
On Screen Manitoba Inc.

Opinion

We have audited the accompanying financial statements of On Screen Manitoba Inc. (the "Organization"), which comprise the statement of financial position as at March 31, 2019 and the statements of operations and changes in fund balances and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Organization as at March 31, 2019 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.

Basis for Opinion

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

Other Information

Management is responsible for the other information. The other information comprises the Organization's annual report.

Our opinion on the financial statements does not cover the other information and will not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

The annual report is expected to be made available to use after the date of the auditors' report. If, based on the work we will perform on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact to those charged with governance.

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 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.

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

Independent Auditors' Report - continued

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

Auditors' Responsibilities for the Audit of the Financial Statements

Our 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 auditors' report that includes our 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, we exercise professional judgment and maintain professional skepticism throughout the audit. We 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 our 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 the Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Organization 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.

We 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 we identify during our audit.



Winnipeg, Canada
June 13, 2019

Chartered Professional Accountants

On Screen Manitoba Inc.
Statement of Operations

Year ended March 31

2019

2018

Revenues

Francophone Project (Note 9) (Page 11)	\$ 340,634	\$ 209,389
Partners for Economic Growth Program (Note 10) (Page 12)	66,500	-
Manitoba Film & Music	88,419	-
Manitoba Sport, Culture and Heritage	88,000	75,000
Program and application fees	76,994	-
Partnerships	68,169	21,875
Registration & fees	49,339	27,133
Membership	44,124	34,731
Media production industry contributions (in kind)	82,155	-
Western Economic Diversification Canada (Note 5)	25,125	-
Telefilm Canada	17,000	-
Other federal	6,000	-
Interest and other	2,887	900
Other municipal	800	-
Media Exchange Project (Notes 5 and 11)	-	1,475,879
	<u>956,146</u>	<u>1,844,907</u>

Expenses

Francophone Project (Note 9) (Page 11)	340,634	209,389
Partners for Economic Growth Program (Note 10) (Page 12)	66,500	-
Other projects (Page 13)	494,594	-
Operating (Page 13)	200,215	124,635
Media Exchange Project (Notes 5 and 11)	-	1,475,879
	<u>1,101,943</u>	<u>1,809,903</u>

(Deficiency) excess of revenues over expenses

\$ (145,797) **\$ 35,004**

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Statement of Changes in Fund Balances

Year ended March 31

2019

2018

	Operating Fund	Reserve Fund	Total	Total
Fund balances, beginning of year	\$ 119,463	\$ 215,781	\$ 335,244	\$ 300,240
(Deficiency) excess of revenues over expenses	(145,797)	-	(145,797)	35,004
Interfund transfer (Note 6)	15,781	(15,781)	-	-
Fund balances, end of year	<u>\$ (10,553)</u>	<u>\$ 200,000</u>	<u>\$ 189,447</u>	<u>\$ 335,244</u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Statement of Financial Position

March 31

2019

2018

	Operating Fund	Reserve Fund	Total	Total
Assets				
Current				
Cash	\$ 51,494	\$ 221,074	\$ 272,568	\$ 318,191
Receivables	157,253	-	157,253	170,524
Government remittances receivable	35,676	-	35,676	31,094
Prepays	6,702	-	6,702	22,611
Due from Reserve Fund	21,074	-	21,074	-
	272,199	221,074	493,273	542,420
Capital assets (Note 3)	65,707	-	65,707	91,515
	<u>\$ 337,906</u>	<u>\$ 221,074</u>	<u>\$ 558,980</u>	<u>\$ 633,935</u>

Liabilities

Current


Payables and accruals	\$ 263,257	\$ -	\$ 263,257	\$ 169,341
Deferred revenue (Note 4)	21,201	-	21,201	40,224
Due to Operating Fund	-	21,074	21,074	-
	284,458	21,074	305,532	209,565
Deferred contributions related to capital assets (Note 5)	64,001	-	64,001	89,126
	<u>348,459</u>	<u>21,074</u>	<u>369,533</u>	<u>298,691</u>

Fund Balances

Operating Fund	(10,553)	-	(10,553)	119,463
Reserve Fund	-	200,000	200,000	215,781
	<u>(10,553)</u>	<u>200,000</u>	<u>189,447</u>	<u>335,244</u>
	<u>\$ 337,906</u>	<u>\$ 221,074</u>	<u>\$ 558,980</u>	<u>\$ 633,935</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

2019

2018

Cash derived from:

Operating		
(Deficiency) excess of revenues over expenses	\$ (145,797)	\$ 35,004
Amortization of deferred contributions related to capital assets	(25,125)	(21,700)
Amortization	<u>25,808</u>	<u>22,041</u>
	(145,114)	35,345
Change in non-cash operating working capital		
Receivables	13,271	22,062
Government remittances receivable	(4,582)	(12,602)
Prepays	15,909	(9,536)
Payables and accruals	93,916	(108)
Deferred revenue	<u>(19,023)</u>	<u>14,409</u>
	(45,623)	49,570
Financing		
Deferred contributions received related to capital assets	-	32,892
Investing		
Purchase of capital assets	<u>-</u>	<u>(35,622)</u>
Net (decrease) increase in cash	(45,623)	46,840
Cash		
Beginning of year	<u>318,191</u>	<u>271,351</u>
End of year	<u>\$ 272,568</u>	<u>\$ 318,191</u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Notes to the Financial Statements
March 31, 2019

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. The Reserve Fund has been set at \$200,000 through Board resolution.

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.

On Screen Manitoba Inc.
Notes to the Financial Statements
 March 31, 2019

2. Summary of significant accounting policies - continued

d) In-kind contributions and expenses

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

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 various projects as per each funding agreement. In prior periods, Western Economic Diversification (WED) and Partners for Economic Growth (PEG) covered such expenses on a pro-rated basis. The eligible expenses for both funders have changed so that a larger portion of office, rent, salaries, wages and benefits, and telephone expenses have been attributed to operations in the current period. 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>2019 Net Book Value</u>	<u>2018 Net Book Value</u>
Computer	\$ 24,116	\$ 13,029	\$ 11,087	\$ 17,117
Furniture and equipment	<u>98,893</u>	<u>44,273</u>	<u>54,620</u>	<u>74,398</u>
	<u>\$ 123,009</u>	<u>\$ 57,302</u>	<u>\$ 65,707</u>	<u>\$ 91,515</u>

On Screen Manitoba Inc.
Notes to the Financial Statements
March 31, 2019

4. Deferred revenue

Deferred membership revenue in the amount of \$21,201 (2018 - \$21,000) relates to memberships sold during the year that have not been fully earned.

Deferred revenue in the amount of \$Nil (2018 - \$19,224) relates to funding received for the future activities of the Francophone 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. Revenue recognized from deferred contributions related to capital assets in the current year amounted to \$25,125 (2018 - \$21,700, within the Media Exchange Project).

6. Interfund transfer

During the year, the Board approved the transfer of \$15,781 (2018 - \$Nil) from the Reserve Fund to the Operating Fund.

7. Commitment

The Organization leases office space located at 100 Arthur Street. The lease expires September 30, 2019. The Organization's rental obligation is \$32,207 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, 2019

9. 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.

10. Province of Manitoba, Partners for Economic Growth Program

During the year the Organization received \$66,500 through the Province of Manitoba Partnerships for Economic Growth Program to be applied to industry development and economic growth initiatives. In 2018 the Organization received \$266,040 which was included in the Media Exchange Project.

11. Media Exchange Project

In 2014, the Organization entered into an agreement with Western Economic Diversification Canada which expired March 31, 2018. The scope of the project was 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. The project also established a Mobile Media Lab 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 Mobile Media Lab equipment remains the property of On Screen Manitoba and continues to be used by both On Screen Manitoba and New Media Manitoba. Any rental revenue, whether obtained from other non-profit organizations or from private businesses and entrepreneurs is directed towards the cost of the equipment insurance, maintenance and upgrades to the equipment, and programs related to the equipment with any remainder to be split evenly between On Screen Manitoba and New Media Manitoba.

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

Year Ended March 31	2019	2018
Revenues		
Western Economic Diversification Canada (Note 9)	\$ 285,224	\$ 189,776
Partnerships	34,066	12,123
Programs and application fees	<u>21,344</u>	<u>7,490</u>
	<u>340,634</u>	<u>209,389</u>
Expenses		
Business development	22,156	-
Contract services	50,394	57,989
Industry promotion	-	32,217
Market access programs	70,582	-
Marketing	50,502	31,944
Office	1,796	-
Professional fees	1,930	1,000
Research and evaluation	705	395
Salaries, wages and benefits	94,588	32,355
Travel	<u>47,981</u>	<u>53,489</u>
	<u>340,634</u>	<u>209,389</u>
Excess of revenues over expenses	<u>\$ -</u>	<u>\$ -</u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Schedule of Partners for Economic Growth Program
Revenues and Expenses

Year Ended March 31	2019	2018
Revenues		
Province of Manitoba	<u>\$ 66,500</u>	<u>\$ -</u>
Expenses		
Contract services	5,000	-
Market access programs	25,584	-
Salaries, wages and benefits	30,916	-
Travel	<u>5,000</u>	<u>-</u>
	<u>66,500</u>	<u>-</u>
Excess of revenues over expenses	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Schedule of Expenses

Year ended March 31

2019

2018

Other Projects		
Amortization (Note 5)	\$ 25,125	\$ -
Business development	31,012	-
Contract services	9,317	-
Hospitality	68,579	-
Market access programs	125,674	-
Market and business development programs (in kind)	82,155	-
Marketing	29,978	-
Office	8,838	-
Professional fees	2,417	-
Rent (Note 7)	22,545	-
Repairs and maintenance	5,166	-
Research and evaluation	1,275	-
Salaries, wages and benefits	66,893	-
Travel	15,620	-
	<u>\$ 494,594</u>	<u>\$ -</u>
Operating		
Amortization	\$ 683	\$ 341
Bank charges and interest	5,675	3,728
Contract services	22,076	-
Insurance	5,001	5,097
Office	7,930	8,027
Professional fees	2,384	3,480
Rent (Note 7)	9,661	6,154
Salaries, wages and benefits	137,446	89,018
Travel and conference	9,359	8,790
	<u>\$ 200,215</u>	<u>\$ 124,635</u>

See accompanying notes to the financial statements.

PARTNERS

GOVERNMENT PARTNERS

Supported by:
Western Economic
Diversification Canada



SUSTAINING PARTNERS



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