



On Screen
Manitoba

Media Production
Industry Association

ANNUAL REPORT

2019 -2020



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ON SCREEN MANITOBA MEDIA PRODUCTION INDUSTRY ASSOCIATION

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MARYAM DECTER
MEMBERSHIP AND PROGRAMS MANAGER

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BILINGUAL COMMUNICATIONS COORDINATOR

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CHAIR OF THE BOARD

ROB ROWAN

2019-2020 was an incredibly challenging and rewarding year for the Manitoba media production industry. Together we are stronger, this has been a hugely important message we've carried through our highest production volume year to date and grinding to an immediate halt, with a global pandemic. Our industry was hit hard by the COVID-19 pandemic and I am proud of the work we have done together to prepare for the re-opening of our industry. On Screen Manitoba is a critical voice, advocating for Manitoba's media production industry with government, the key funding agencies, and broadcaster throughout the year and especially in incredible times of challenge and change.

As chair of the OSM board serving in my final year, I've reflected on the amazing work we've accomplished together over the past two years. More recent highlights of this include developing an industry-wide code of conduct, a solid plan for workforce development and leading many initiatives and committees that sustain, strengthen and grow our industry. I'd like to sincerely thank Executive Director Nicole Matiation and her team for incredible dedication and hard work. And thanks to all of the board and committee members who have served the organization this past year. Several members of the board will be ending their terms this year and it has been a pleasure to work with all of you.

Finally, I'd also like to thank all of the OSM members for the privilege of serving them. It has been an honour.

BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Rob Rowan, IATSE 856; Chair

Leslea Mair, Zoot Pictures; Vice-Chair Government Relations and Regulatory Affairs

Patrick Clément, Manito Média; Vice-Chair, Finance; Treasurer

Chris McIvor, Frank Digital; Vice-Chair, Membership and Programs

Steven Foster, DGC Manitoba; Vice-Chair Governance and Nominations

DIRECTORS

Kitan Amao, RBC

Jennifer Beasley, Buffalo Gal Pictures

Robin Campbell, Lazer Grant

Doug Darling, Tripwire Media Group Inc.

Ian Dimerman, Inferno Picture

Rob Macklin, ACTRA Manitoba

Reed Makayev, 1st Assistant Director

Monique Perro, City of Winnipeg Film and Special Events Office

Nicolas Phillips, 2nd Unit Gaffer

Sandra Simoes, William F. White International

Brandice Vivier, Vivier Consulting

Phyllis Laing, Buffalo Gal Pictures – Past Chair, Ex-Officio

PARTNERS

GOVERNMENT PARTNERS

Supported by:
Western Economic
Diversification Canada



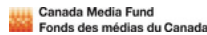
SUSTAINING PARTNERS



INDUSTRY PARTNERS



ALL ACCESS PARTNERS





Nicole Matiation introduces All Access 2020, photo: Duncan MacNairnay

EXECUTIVE DIRECTOR DIRECTRICE GÉNÉRALE

NICOLE MATIATION

Over this past year, in collaboration with other local stakeholders, On Screen Manitoba put in place a number of initiatives in response to industry consultations in the previous fall and winter. This includes contributing to the Manitoba Media Production Industry Code of Conduct and working towards more and better training, resources and tools to develop our industry's capacity to provide inclusive, respectful and safe workplaces. Work that must continue.

As the 2019-2020 fiscal year began, no one could have predicted that it would end with a pandemic that would put the media production industry and indeed the entire economy on pause for several months. While production start-up in the COVID-19 era presents many challenges; it is also an occasion to make improvements and to seize new business opportunities. Meeting these challenges, making improvements and seizing new opportunities will require the continued collaboration of all stakeholders. At On Screen Manitoba, we look forward to working together to build a sustainable media production industry in Manitoba, one that reflects, and embraces, the diversity of Manitoba's population.

Au cours de l'année, en collaboration avec d'autres joueurs locaux, On Screen Manitoba a réussi à faire avancer un bon nombre d'initiatives issues des consultations avec l'industrie de l'automne-hiver 2018-19 : le Code de conduite de l'industrie de la production audiovisuelle du Manitoba, et la mise en place de la formation, des ressources et des outils nécessaires pour développer la capacité de notre industrie à proposer des lieux de travail inclusifs, sécuritaires et respectueux. Des efforts qui doivent continuer à l'avenir. Au début de l'année fiscale 2019-2020 personne n'aurait pu imaginer qu'arrivé à sa fin, une pandémie mettrait l'industrie de la production audiovisuelle, et toute l'économie, sur « pause » pendant plusieurs mois. Tandis que la reprise de la production dans l'ère COVID-19 présente de nombreux défis ; c'est également l'occasion de faire des améliorations et de saisir de nouvelles opportunités en affaires. Afin de répondre à ces défis, de faire ces améliorations et de saisir ces nouvelles opportunités, il faudrait que nous, tous les joueurs de l'industrie, continuions à collaborer. À On Screen Manitoba nous avons hâte de poursuivre cette collaboration afin de bâtir une industrie durable au Manitoba. Une industrie qui reflète et qui accueille, toute la diversité de la population du Manitoba.

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 MISSION

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

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 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.

OVERVIEW

The Manitoba media production industry continued to grow in 2019-2020.

Looking at payroll numbers for members of IATSE 856, the largest media production industry union in Manitoba, total member earnings have more than tripled in the past three years from a total of \$10 million for 2016 to an anticipated \$32 million for 2019. This growth has been stimulated by worldwide demand for audiovisual content, demand that is anticipated to grow even faster following the international production pause that resulted from the necessary health restrictions relative to COVID-19. And while On Screen Manitoba is already deeply engaged in adapting our resources, services and activities to the demands of production within the context of a global pandemic. This is an opportunity to reflect on the 2019-2020 fiscal year.

As the voice of the industry, and reflecting our commitment to develop all components of the Manitoba media production industry, On Screen Manitoba integrated the priorities identified through the October 2018 Facilitated Town Hall, the Spring 2019 Industry-Wide Training Needs Assessment, a cataloguing of existing resources and needed tools to develop the Manitoba Media Production Industry Capacity Building Framework. This Framework orients OSM's activities through the three pillars of industry development: Stakeholder Relations, Workforce Development and Market/business Development. The Framework identifies success factors under each of the pillars and the actions required to achieve them as a means to strategically facilitate sustainable industry growth.

The December 2019 Town Hall provided another opportunity for industry-wide consultation and feedback, confirming that while efforts around inclusive safe and respectful workplaces were appreciated, more work is needed. On Screen Manitoba continues to focus on broad-based workforce development, coordinating with various stakeholders to ensure needed professional development is delivered and to enhance outreach and recruitment efforts. On Screen Manitoba sought input from IATSE 856, DGC and ACTRA to create a new Get On Set Manitoba website that focuses on job opportunities by providing job descriptions with education and experience criteria for virtually every position on set and in the production office.

On Screen Manitoba has also worked with local production companies to include descriptions for non-union positions in commercial, documentary and factual production. The website is the base for public awareness efforts and includes information on the economic value of the industry and productions that have shot in Manitoba. On Screen Manitoba has also expanded its efforts to engage with secondary and post-secondary institutions and related organizations to coordinate industry outreach. Public engagement and industry development efforts continue also through our support and presence at Manitoba film festivals including the Gimli Film Festival, Cinémental, Gimme Some Truth, Freeze Frame and the Indigenous Filmmakers Summit.

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 2020, a new Manitoba Production Company Bonus of eight per cent was added to the 30 per cent cost-of-production tax credit, increasing the total cost-of-production film and video tax credit to 38 per cent effective June 1, 2020. The government noted in a media conference that improvements are based on advice from the Manitoba Film and Video Production Tax Credit Working Group. In addition, the Provincial Government delivered on a long-standing industry request to change the Highway Traffic Act to allow certified Flags Persons to temporarily control traffic on media productions, when it is safe to do so. These enhancements, contribute to the positive filming environment in Manitoba.

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 participating in Canada Media Fund (CMF) Working Groups, responding to CRTC and Parliamentary Committee Calls for Comments that impact the media production industry, remaining engaged in the Coalition for Arts and Culture nationally as well as Manitobans for the Arts locally.

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, Project Development Programs, access to co-production expertise, the annual All Access industry forum and seven industry sessions and accelerators. In addition, 2020 saw the launch of the Content Creator Toolkit / boîte à outils pour les créateurs, a multi-year project supported by Western Economic Diversification. This project provides producers and other creators with a variety of 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 and the Creation Lab, both are provided in partnership with New Media Manitoba.

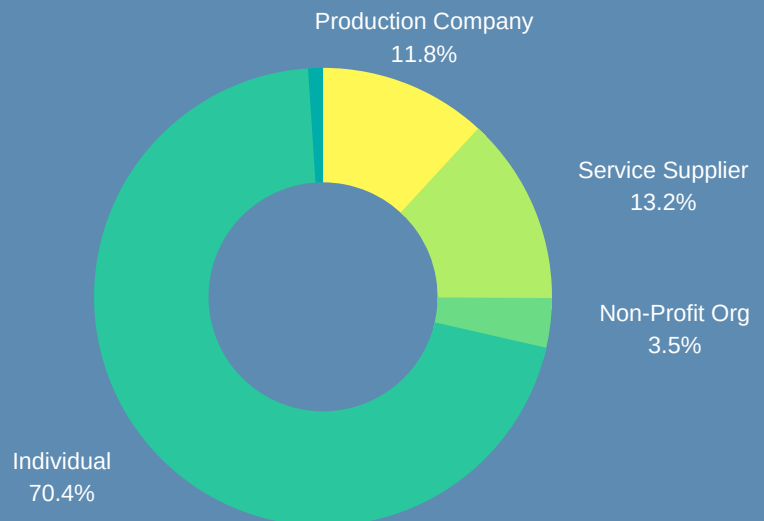
Ensuring members are well informed and have access to information about industry trends and developments is a key service that On Screen Manitoba provides along with member news to celebrate achievements. On Screen Manitoba remains a leader among Canadian industry associations in terms of its social media and newsletter reach. On Screen Manitoba members continue to produce outstanding content and made their mark this year with nearly 150 nominations and awards at national and international festivals.

Over the past five years On Screen Manitoba has increased its percentage of earned revenue through memberships, sponsorships, partnerships, registrations and program fees. These investments are used to leverage government contributions to specific projects, whenever possible. On Screen Manitoba is a member-driven organization and its long term success and sustainability depends on the volunteer, in-kind and financial investments of its members, we thank each and every person who contributes to our organization.

'When some of our Indigenous Film Collective members were looking to attend All Access 2020, OSM helped coordinate and provide passes to these members. Because of this, many of our members were able to experience All Access for the first time.'

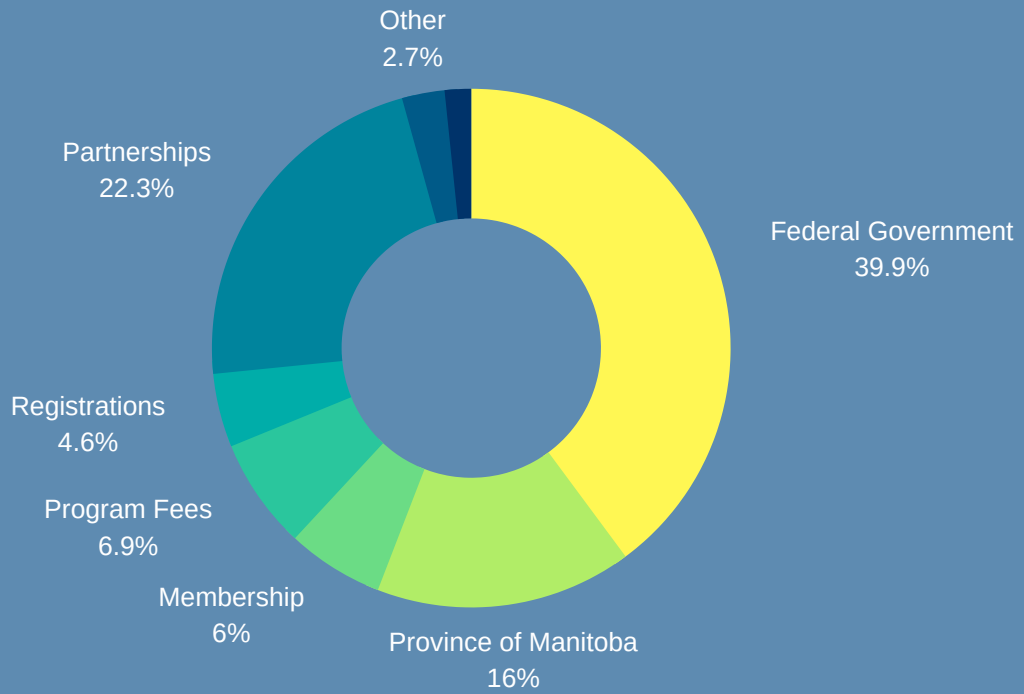
**Roger Boyer - Founder,
Indigenous Film Collective**

MEMBERSHIP BREAKDOWN

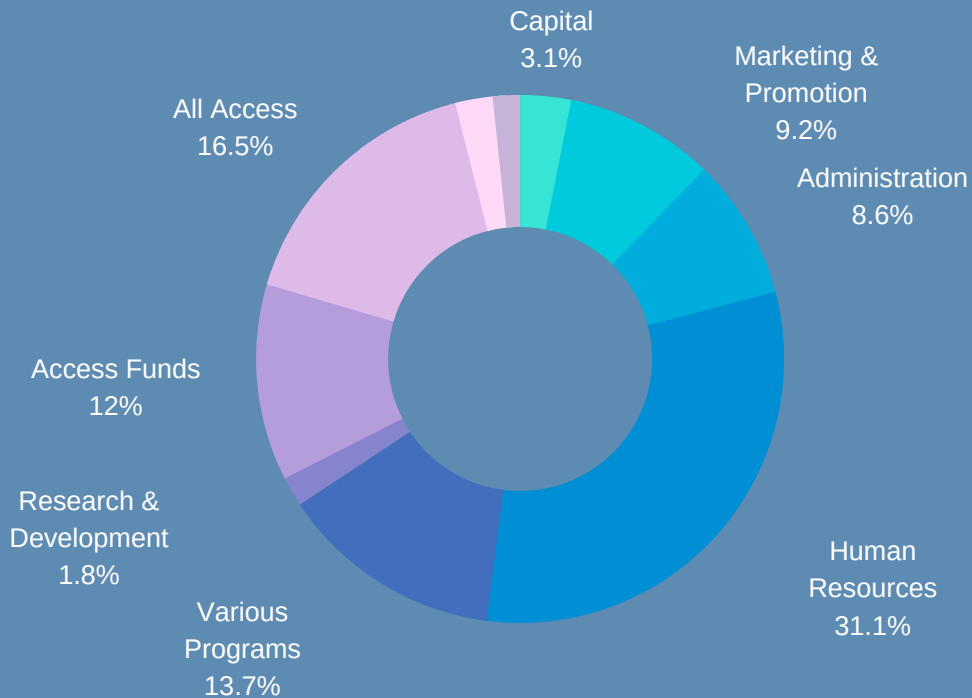


REVENUE AND EXPENSES 2019-2020

REVENUE



EXPENSES



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.

On Screen Manitoba works in collaboration with local stakeholders informally and through the Manitoba Media Production Industry Working Group, which is co-chaired by Monique Perro, Film Liaison, Film and Special Events Office, City of Winnipeg and Nicole Matiation, Executive Director, OSM. Working Group members are representatives from ACTRA Manitoba, the City of Winnipeg, DGC Manitoba, Film Training Manitoba, IATSE 856, Manitoba Film & Music and the Manitoba Film Liaison. Its purpose is to ensure a coordinated approach to pressing production needs and gaps. In 2019-2020, On Screen Manitoba coordinated the Working Group's development and launch of the Manitoba Media Production Industry Code of Conduct. In conjunction with this all stakeholders worked towards increased resources and workshops to support inclusive, safe and respectful workplaces.

On Screen Manitoba stays in regular contact with local stakeholders from the municipal, provincial and federal governments, 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 YES! Winnipeg the Winnipeg Chamber of Commerce, the Manitoba Chamber of Commerce and Manitobans for the Arts.

We are 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, Parliamentary Committees and the CRTC.

This year, On Screen Manitoba provided 10 written interventions and two presentations for seven CRTC Calls for Comment including: the license renewal for Super Channel (three interventions and an appearance); a new format for annual broadcaster production reports (one intervention); Policy on Canadian Programming Expenditures (CPE) (two interventions); a new digital streaming survey (one intervention); Corus request to change CPE requirements (one intervention); Bell Média purchase of V (one intervention & an appearance); and the CBC/Radio-Canada Licence Renewal Application (one intervention).

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.



MEMBER AWARDS 2020

Carole Vivier, former CEO and Film Commissioner at Manitoba Film and Music (MFM) received the DGC Honourary Life Member Award at the 2019 DGC Awards.

Katharina Stieffenhofer's *From Seed to Seed* awarded Honorable Mention for Best Feature Film 2019 at ELEMENTS Film Festival in Vancouver.

Katharina Stieffenhofer won best Foreign Documentary Feature for *From Seed To Seed*, at the Sault Sainte Marie, Minnesota Soo Film Festival.

From Seed to Seed also won awards at two American film festivals: Best Documentary at the Big Water Film Festival in Ashland, Wisconsin and Utopian Visions Award at the Utopia Film Festival in Greenbelt, Maryland.

nîpawistamâsowin: We Will Stand Up, produced by OSM member Jon Montes, won Best Canadian Feature Documentary Award last week at Hot Docs Canadian International Documentary Festival 2019.

nîpawistamâsowin: We Will Stand Up by Tasha Hubbard and NFB producer Jon Montes won the Audience Choice Award and the Sun Jury Prize at imagineNATIVE Film + Media Arts Festival.

nîpawistamasowin: We Will Stand Up, produced by Jon Montes of the NFB, and directed by Tasha Hubbard, won the Magnus-Isacson Award, the Students' Award and the Women Inmates' Award at the Montreal International Documentary Festival (RIDM).

Erica Daniels received the Manito Ahbee Indigenous Film Award for her film *Run as One: The Journey of The Front Runners*.

Frantic Films' series *Baroness von Sketch Show* was awarded two Rockie Awards at the Banff World Media Festival including the Rogers Prize for Excellence in Canadian Content and Best Comedy & Variety Program.

StrongFrontTV's *Urban Eclipse: Rising Tides of Kekekoziibii*, was awarded the Manitoba Day Award in the Film/Theatre category through the Association for Manitoba Archives.

Cecilia Araneda won the Shorts Mexico competition for *The Space Shuttle Challenger*.

Shelagh Carter's film *Into Invisible Light* won Best Film, Best Lead Actress and Best Supporting Actress at the West Europe International Film Festival.

Shelagh Carter won Best Director at the East Europe International Film Festival: Warsaw Edition 2019 for *Into Invisible Light*.

Instant Karma, by Karen Tusa, Cindy Myskiw and Kelley Hirst, won the best of show, best director and honourable mention at the Story and Tales Film Festival in Los Angeles, California.

Chris McIvor of FRANK Digital received an Award of Excellence for *Fostering Hope* from the Impact Docs Awards.

Aaron Zeghers received the 2019 Manitoba Film Hothouse Award for Creative Development, offered by the Winnipeg Film Group.

Frantic Films won the Rose d'Or in Comedy for *Baroness Von Sketch*.

GIMLI FILM FESTIVAL 2019 WINNERS

Carole Vivier, Manitoba Film and Music's former CEO and Film Commissioner for over two decades, received the Jack Clement's Livin' the Dream Award.

Mike Maryniuk won Best Manitoban Director, presented by the Directors Guild of Canada (DGC) for his film *The Goose*.

Adam Brooks, Matthew Kennedy and Connor Sweeney (*Chowboys: An American Folk Tale*) shared the award for Best Male Performance, presented by ACTRA Manitoba.

Nancy Sorel won Best Female Performance for her role in the short film *Platypus*.

nîpawistamâsowin: We Will Stand Up produced by the NFB's Jon Montes and directed by Tasha Hubbard, won Best of Fest – Audience Choice award.

When the Children Left by Charlene Moore won the Indigenous Spirit Award by APTN and the Audience Choice Award for Best Manitoba Short Film by MFM.

Face | Time by Anita Lebeau won Best Manitoba Short Film – Special Jury Prize.

MEMBER AWARDS CONT.

CANADIAN SCREEN AWARDS 2020 WINNERS

Tina Keeper is the recipient of the Earl Grey Award

nīpawistamāšowin: We Will Stand Up by Tasha Hubbard and NFB producer Jon Montes won the Ted Rogers Best Feature Length Documentary.

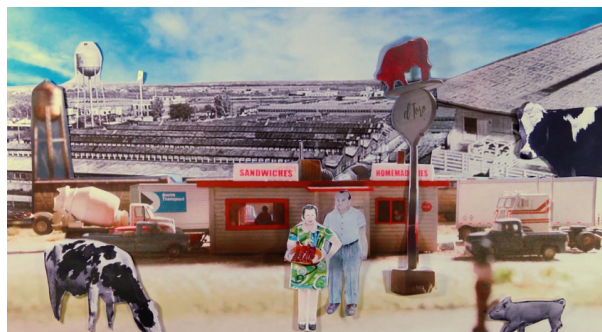
Still Standing, produced by Frantic Films, won Best Writing, Factual.

Norma Bailey won Best Direction, Drama Series for her work on *Mary Kills People*.

Baroness Von Sketch, produced by Frantic Films, won Best Sketch Comedy Show & Ensemble Performance, Best Direction, Variety or Sketch Comedy, Best Writing, Variety or Sketch Comedy, Best Picture Editing, Comedy and Best Photography, Comedy.



Erica Daniels' *Run as One: The Journey of The Front Runners*



El Toro, Danielle Sturk



Room for Rent, Farpoint Films



Still Standing, Frantic Films

CANADIAN COMEDY AWARDS 2019 WINNERS

Room for Rent, produced by Farpoint Films, won multiple awards including, Best Performance in a Feature, Best Writing in a Feature and Best Direction in a Feature.

Baroness Von Sketch, produced by Frantic Films, won Best TV Show, Best Writing in a TV Series or Special and Best Direction in a TV Series or Special.

YORKTON FILM FESTIVAL GOLDEN SHEAF AWARD 2019

Danielle Sturk, Ray Films, won Best Director (Non-Fiction) and Best Experimental for *El Toro*.



From Seed to Seed, Katharina Stieffenhöfer



Into Invisible Light, Shelagh Carter



Baroness von Sketch Show, Frantic Films



nīpawistamāšowin: We Will Stand Up by Tasha Hubbard and NFB producer Jon Montes

MEMBER NOMINATIONS 2020

Leona Krahn's documentary *After A Suicide: Moving Past Why* was an official selection at the International Christian Film and Music Festival, nominated for Best Director.

Room For Rent and *Sorry For Your Loss*, produced by Farpoint Films, were nominated for eight Canadian Comedy Awards.

Frantic Films was nominated for seven Canadian Comedy Awards. *Baroness Von Sketch Show* and *Still Standing* were nominated for Best TV Show, Best Writing in a TV Series or Special, and Best Direction in a TV Series or Special; and Jonny Harris was nominated for Best Performance in a TV Series for *Still Standing*.

The Manito Ahbee Festival Indigenous Film Award nominees included Madison Thomas for *Zaasaakwe*, JJ Neepin for *Headdress*, and Erica Daniels for *Run As One – The Journey of the Front Runners*.

The 2019 DGC Discovery Award nominees included Tasha Hubbard for *nipawistamâsowin: We Will Stand Up*, produced by Manitoba-based NFB Producer Jon Montes and expat Manitoban Matthew Rankin for The Twentieth Century.

Jeremy Torrie's film *Juliana & the Medicine Fish* was in competition at the Red Nation International Film Festival.

Shelagh Carter's *Into Invisible Light*, was nominated for multiple awards including Best Film and Best Director at the Warsaw East Europe International Film Festival. Additionally, the film was nominated for awards at the Milan International Filmmaker Festival 2019.

#SacredMMIWG, produced by Eagle Vision, was nominated for 5 Shorty Awards for in the categories of Human Rights, Racial Equality, Social Justice, Images and Call to Action.

Baroness Von Sketch, produced by Frantic Film, was a finalist for the Comedy category at the Rose d'Or Awards 2019.

So, What Do You Think?, produced by Karen Tusa and directed and written by Jeff Eyamie, was nominated for Best International Micro Film at the Austin Comedy Short Film Festival in Austin.

CANADIAN SCREEN AWARDS NOMINATIONS

Stand!, produced by Danny Schur and Frantic Films, was nominated for Achievement in Art Direction/Production Design for Marian Wihak.

Baroness Von Sketch, produced by Frantic Films, was nominated for Best Sketch Comedy Show & Ensemble Performance, Best Picture Editing, Comedy, Best Writing, Variety or Sketch Comedy, Best Direction, Variety or Sketch Comedy and Best Photography, Comedy.

Take Good Care of Each Other: The Fred Penner Story, from producer Aaron Floresco of Past Perfect Productions and producer Kyle Bornais, was nominated for Documentary History & Biography.

Still Standing, produced by Frantic Films, was nominated for Best Direction, Factual, Best Writing, Factual, Best Photography, Documentary or Factual, Best Picture Editing, Factual, Best Host or Presenter, Factual or Reality/Competition and the Barbara Sears Award for Best Editorial Research.

Burden of Truth, coproduced by Eagle Vision, was nominated for Best Lead Actor, Drama Series for Peter Mooney and Best Photography, Drama for Thom Best.

Turtle Beach, produced by Merit Motion Pictures, was nominated for the Rob Stewart Award for Best Science or Nature Documentary Program or Series and Best Direction, Documentary Program for Caroline Underwood.

Humboldt: The New Season, produced by FRANK Digital, was nominated for Best Documentary Program.

First Contact, produced by APTN, Animiki See Digital Productions and Nüman Films, was nominated for Best Factual Series and Best Direction, Factual for Jeff Newman and Randy Frykas.

Leslea Mair and Leif Kaldor of Zoot Pictures Inc. were nominated for Best Writing, Documentary for *Something in the Air*.

The Aboriginal Peoples Television Network (APTN) was nominated for Best National Newscast, Best Photography, News or Information for APTN Investigates' Rob Smith and Best News Anchor, National for Melissa Rigden and Dennis Ward.

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

YORKTON FILM FESTIVAL - GOLDEN SHEAF AWARD NOMINATIONS 2020

Nipawistamâsowin: We Will Stand Up produced by Jon Montes was nominated for The Kathleen Shannon Award, Research, Indigenous nominees, Multicultural Award (30 minutes or more) and Documentary Social/Political nominees.

Bighetty & Bighetty, produced by Ice River Productions, was nominated for Indigenous nominees and Documentary Arts/Culture nominees.

The Seven Wonders of Manitoba, directed by Karsten Wall and produced by Cam Bennett and Kim Bell, was nominated for Research, Community Television Productions nominees and Serial nominees.

Adrian Sutherland – Politician Man, produced by Roseanna Schick and director Justin Stephenson, was nominated for Performing Arts & Entertainment nominees.

Freedom Road, produced by Alicia Smith (NFB) and directed Angelina McLeod, was nominated for Serial series.

Humboldt: The New Season, produced by Frank Digital, was nominated for Mental Health nominees, Documentary Social/Political nominees and the Ruth Shaw Award (Best of Saskatchewan).



Bighetty & Bighetty, produced by Ice River Productions

MEMBER ACHIEVEMENTS 2020

Sean Garrity's film *I Propose We Never See Each Other Again After Tonight*, is acquired by Mongrel Media for Canadian distribution.

Tales from the Loop, filmed in Manitoba, is streaming on Prime Video.

Guy Maddin, Evan Johnson and Galen Johnson's short film *Stump the Guesser* premieres at Berlinale.

Farpoint Films' *Ice Vikings* will be distributed internationally through Beyond Distribution, a U.K.-Australia based company.

Fabián Velasco and Miloš Mitrovič's first feature *Tapeworm* accepted to Slamdance.

Damien Ferland's *Bible Camp Memories* screens at Hot Docs 2020.

Joy Loewen, CEO of the National Screen Institute (NSI), received the 2020 Black Leadership Award of Distinction presented by Afro Prairie Film Festival and Reelworld Screen Institute.

JJ Neepin is a recipient of the 2019 WIDC CBC Films Talent Development Award for her film *Luminous*.

Madison Thomas' first feature film *Ruthless Souls* premiered at imagineNATIVE.

Farpoint Films' *Cruise Ship Killers* was picked up by A&E International to be distributed through the Crime+Investigation channel.

Ursula Lawson, manager of CBC New Indigenous Voices and NSI IndigiDocs, was nominated for Winnipeg Arts Council Making a Difference Award.



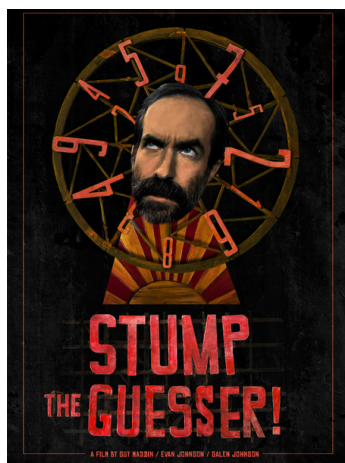
Amazon Prime's *Tales from the Loop*.



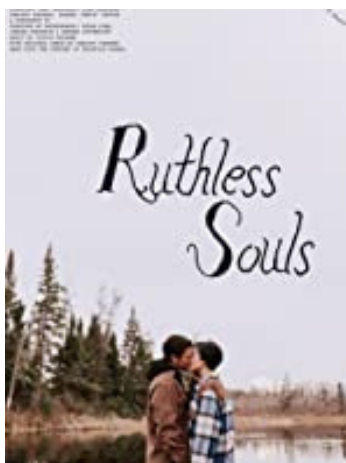
Farpoint Films' *Cruise Ship Killers*



Fabián Velasco and Miloš Mitrovič's first feature *Tapeworm*



Guy Maddin, Evan Johnson and Galen Johnson's short film *Stump the Guesser*



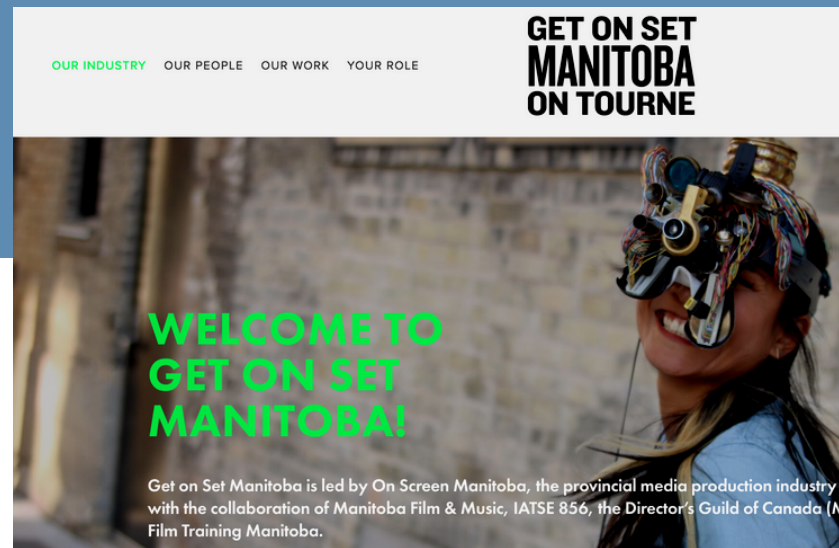
Madison Thomas' *Ruthless Souls*



JJ Neepin at the awards reception for WIDC CBC Film Talent Development Award for her film *Luminous*

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, OSM highlights the value of the industry to community stakeholders. We engage online daily to raise the profile of the Manitoba media production industry and to provide OSM members with marketing support and industry updates. This year, OSM developed a Service Supplier Guide to showcase service supplier members working in the media production industry. The Guide will be re-printed in summer 2020 to include new members and updated information. Working with the unions and other industry support organizations, OSM leads the development of the new Get on Set Manitoba (GOSM) website. The new GOSM website was developed as an industry-wide tool to attract new talent to the Manitoba media production industry and communicate about the 2000 jobs that exist for skilled, creative Manitobans. Working with Manitoba Film & Music, IATSE 856, DGC and ACTRA over the past few years, we developed messaging to be displayed on production trucks, to thank neighbourhoods for sharing their streets, parks and buildings. This year, decals were installed on production trucks owned by Flatland Equipment Rental Company and transport coordinator Pat Martin and have been seen across the province where film production takes place. The new GOSM website will be launched in the summer of 2020.



Get On Set Manitoba - new website to be launched summer 2020

OSM'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 OSM website and the newsletter In Focus play a double role communicating timely national and local industry news and information while highlighting members' successes. In Focus, currently has 1,507 subscribers with 89% across Canada and 11% in other countries. Our social media activity also has a broad reach with 5,085 followers on Twitter, 5,034 Likes on Facebook and a steadily growing 1,507 followers on Instagram.

ON SCREEN MANITOBA WAS MENTIONED 49 TIMES IN LOCAL, NATIONAL AND INTERNATIONAL MEDIA ARTICLES IN 2019-2020



KEY COMMUNICATION & MARKETING HIGHLIGHTS:

Contributing to the development of, designing and distribution of the Manitoba Media Production Industry Code of Conduct.

Mounting "Thanks for sharing your neighbourhood" decals on trucks provided by Flatland Equipment Rental Company and transport coordinator Pat Martin.

Producing the Manitoba Media Production Service Supplier Guide.

Supporting the second annual Indigenous Film Summit.

Partnering with Manitoba Film & Music on an advertorial highlighting Manitoba for the TIFF Playback Location Showcase Supplement.

Co-hosting the annual TIFF Manitoba Networking Reception with Manitoba Film & Music.

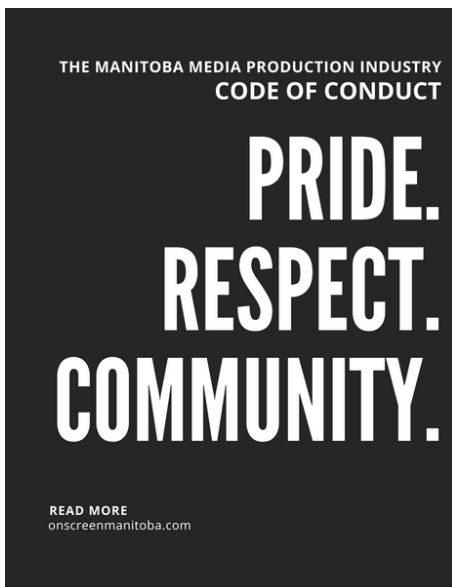
Supporting the Telefilm/Manitoba Film & Music Red Carpet Screening of Stand!.

Partnering with The Exchange District Biz on Manitoba-made film screenings for National Canadian Film Day.

Sharing information on various national and Manitoba-specific calls for pitches, programs, awards & festivals.

Partnering with local film festivals Gimli Film Festival, Cinémental, Gimme Some Truth, Freeze Frame and other special screenings to promote Manitoba-made content, filmmakers and career opportunities.

Coordinating an industry-wide video tribute in honour of Carole Vivier, past CEO of Manitoba Film & Music.



Manitoba Media Production Industry Code of Conduct



2019 Indigenous Film Summit



"Thanks for sharing your neighbourhood" decals, photo: Rachel Young



Manitoba-made film screenings for National Canadian Film Day, photo: Aidan Cloet

1,507

subscribers to
our newsletter
In Focus

5,085

twitter followers

5,034

likes on
Facebook

1,507

followers on
instagram

INDUSTRY DEVELOPMENT

On Screen Manitoba delivered a broad range of industry development initiatives including the Access Funds, a Project Development Program (for Francophone companies), Access to coproduction expertise, the annual All Access industry forum and 7 industry sessions. These programs were made possible with the support from Western Economic Diversification, Manitoba Film & Music, IATSE 856, William F White, Eagle Vision, the Canadian Media Producers Association (CMPA), Frank Digital, Farpoint Films, Frantic Films, Bell Fund, the Alliance des producteurs Francophone du Canada (APFC) and many other generous industry stakeholders.

A cornerstone of OSM's market development activity is the highly valued Access Funds, made possible through a contribution from Manitoba Film & Music and program fees. In fiscal year 2019-2020, the Access Funds represented a total expenditure of \$97,338, which was under the \$100,000 allocated due primarily to planned trips that were cancelled due to COVID-19. Access to Markets helped 16 different producers participate in 19 international markets or marketing trips to 5 different countries with a total funding of \$78,671. Access to Festivals helped 5 filmmakers attend 6 festivals with a total funding of \$11,649. The Professional Development Fund representing \$3,987 in funding helped 2 members attend high-level training events outside of Manitoba.

2019-2020 was the final year of a three-year Francophone initiative supported by Western Economic Diversification. The initiative was designed to foster new talent in Western Canada's Francophone communities by strengthening the capacity of scriptwriters, directors and producers, while facilitating the exploration of new formats and genres. It included a Pre-Development Fund, administered by On Screen Manitoba along with a separate project development program managed by On Screen Manitoba in partnership with Unis TV. Over the three-year project, these two programs along with All Access supported the development of several projects for eight Manitoba-based francophone production companies with most of the projects going into production. On Screen Manitoba coordinates 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. This includes a program that connect members to development executives and producers for project feedback, the annual RBC \$10,000 Emerging Filmmaker Competition at the Gimli Film Festival and Telefilm's Talent to Watch Program.



The Future is Female program at the 2019 Gimli Film Festival

INDUSTRY DEVELOPMENT CONT.

- In July 2019, the annual RBC \$10,000 Emerging Filmmaker Competition at the Gimli Film Festival was produced for the 8th 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 Matthew van Ginkel was awarded \$10,000 for his project *First Session*.
- OSM has been a designated partner of Telefilm's Talent to Watch Program since 2014 and was the first industry association to have been named to the program. OSM recommends projects to the Main, the French-language Official Language Minority Communities, and the Indigenous components. In February 2020, OSM recommended one project to the Indigenous and two to the Main component. The announcement of the projects chosen by the Telefilm Talent to Watch program has been pushed due to COVID-19.
- On Screen Manitoba provides support and career advancement opportunities to writers, directors and producers as they emerge through programs such as these. This year we were able to offer discount codes for 10 markets, including Hot Docs, Banff and RealScreen and coordinated a Manitoba delegation at this year's Hot Docs. Through a partnership with Frantic Films, six All Access passes and discounts were offered to emerging Indigenous filmmakers. This generous offering allowed for Manitoba-based emerging creators to meet with broadcast executives, distributors and funders to discuss future projects.

7

industry
sessions

\$78,671

access to
markets funds

\$11,649

access to
festivals funds

\$3,987

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 in Manitoba and elsewhere.

Banff World Media Festival Roundtable for Producers

Banff World Media Festival, the Bell Fund, On Screen Manitoba, AMPIA and SMPA partnered to offer association members access to a private roundtable on short-form digital production and distribution at the 2019 Banff World Media Festival. 6 Manitoba producers and filmmakers along with six from each of Alberta and Saskatchewan were selected for an opportunity to meet with experts in the field, including Alia J. Daniels from Revry and Rob Burke from CurocityStream.

Risk Management for Documentary and Factual Series with Claude Forest, Assurart Inc

Twenty-six On Screen Manitoba members attended an information session for filmmakers, producers, business affairs and production managers on risk management for documentary and factual series.

Insurance - Understanding Basic Risk Management for Any Production with Claude Forest, Assurart Inc.

On Screen Manitoba hosted an information session for filmmakers, producers, production and business affairs managers regarding production insurance and risk management. Registration included one-on-one sessions with Claude Forest.

VR & Unity workshop

On Screen Manitoba partnered with Videopool and New Media Manitoba to present a workshop on creative opportunities for motion capture with Jim Thomson using a Rokoko Smart Suit and Unity.

EP training Session

On Screen Manitoba hosted a Production Accounting Software Intensive with Entertainment Partners (EP) Canada on how to use SmartAccounting (SA) and EP On Location (EPOL) Entertainment Partners Canada's production accounting software. The session was led by Matthew Droppo, Marketing & Sales Associate.

Get Ready to Pitch at All Access 2020

Development consultant Brandice Vivier led group and individual sessions for emerging creators to move their concepts to pitch-ready projects just in time for All Access 2020. The session was attended by eight emerging content creators.

Creation Lab 2020

The Creation Lab is organized through a partnership between On Screen Manitoba, New Media Manitoba, and the Canadian Museum for Human Rights with the participation of the National Film Board of Canada. The Creation Lab is a rapid-prototyping event, where storytelling experiences related to human rights themes are reimaged for international audiences using digital, physical, and mixed-reality approaches. This year, the French Embassy in Canada provided funding to enable the participation of an emerging French interactive designer in an effort to facilitate work exchange opportunities.



Sisler IDM Student Showcase 2020



Banff World Media Festival Roundtable for Producers



Creation Lab 2020

ALL ACCESS 2020



Crave TV series New Eden, Kayla Lorette and Evany Rosen at All Access 2020, photo: Duncan MacNairnay

All Access is the annual three-day English and French-language media production industry forum produced by On Screen Manitoba in Winnipeg. All Access is centred on providing regionally-based producers, writers and filmmakers opportunity to explore industry trends and connect with decision-makers through one-on-one meetings, networking lunches and receptions.

All Access 2020 focused on the vision and future of Canadian content. Topics addressed in panels included podcasting, web series, inclusivity, and challenges with the creation of Canadian content. With the focus on Canadian content creation, On Screen Manitoba Executive Director Nicole Matiation launched the Content Creator Toolkit / la Boîte à outils pour créateurs, an online platform available to On Screen Manitoba members. The Toolkit provides a searchable funding and incentives database, information on marketing, business affairs and distribution for film, television and web series creators.

All Access 2020 offered 16 industry sessions in English, 11 in French, 2 bilingual sessions, 3 workshops, 3 networking receptions and over 250 one-on-one meetings to some 300 delegates. Presenting guests included funding, broadcast and distribution executives from Canada and Europe along with Canadian directors, producers, writers and actors. Of the 108 presenting guests, 65 were women and 28 self-identify as Indigenous or as part of a visible minority. Three federal engagement sessions were held during All Access: Canadian Heritage held the first in a series of engagement sessions with Indigenous filmmakers and producers; CBC/Radio-Canada held its biannual consultation with French language producers based in Western Canada and the National Film Board (NFB) kicked off its national consultation at All Access. All three groups expressed their support of All Access, their appreciation of the ease and high participation numbers in their sessions as a result of working with On Screen Manitoba.

Additional programming included two intensive workshops: 5 Steps to Discoverability with Elizabeth Friesen of the Telus Fund and Moyra Rodger of Magnify Digital; and New Distribution Strategies with Pauline Mazenod (Windrose) and Susan Boshkoff (Animiki See Distribution). The distribution session was provided once in English and in French.

ANNOUNCEMENTS

- The Honourable Cathy Cox, Minister of Sport, Culture and Heritage, Manitoba, brought greetings on behalf of the province.
- Rachel Rusen, CEO and Film Commissioner of MFM announced Manitoba is the first province to sign on to Creative BC's Reel Green initiative.
- Monika Ille, the newly appointed CEO of APTN, spoke of her vision for APTN in her mother tongue, Abenaki, as well as in French and English.
- Roger Boyer, Justina Neepin and Charlene Moore, co-founders of the Indigenous Filmmakers Association announced dates for the third edition of the Indigenous Filmmakers Summit
- Jesse Wente, Director, and Kerry Swanson, Associate Director, of the Indigenous Screen Office and Adriana Chartrand, Institute Manager at imagineNATIVE, shared the On-Screen Protocols and Pathways: A Media Production Guide to Working with First Nations, Métis and Inuit Communities, Concepts and Stories
- The APFC, the CMPA and On Screen Manitoba collectively toasted Valerie Creighton, President and CEO of the Canada Media Fund, and Louis Paquin, Producer at Les Productions Rivard, on their investiture into the Order of Canada

HIGHLIGHTS

- Elder Leslie Spillet, who is the Executive Director of Ka Ni Kanichuk, provided a traditional blessing.
- Featured speakers Catherine Tait, President and CEO of CBC/Radio-Canada, Valerie Creighton, President and CEO of the Canada Media Fund, and Christa Dickenson, Executive Director of Telefilm Canada, shared their thoughts on the future of Canadian content.
- The theme of the future of Canadian content was carried through conversations with a variety of local and out-of-province speakers including Reynolds Mastin, President and CEO of the CMPA, and Beth Janson, CEO of the Academy of Canadian Cinema and Television.
- The co-creators of the Crave TV series New Eden, Kayla Lorette and Evany Rosen discussed the process of creating their first series as both the stars and showrunners. Filmmakers Danielle Sturk and Jim Donovan discussed their experience working in French-minority communities. Doug Mitchell and Warren P. Sonoda offered further insights into the experience of Canadian directors in today's global marketplace.
- Kyle Bornais (Farpoint Films), Jamie Brown (Frantic Films), Stephan Gabriele (Orange Iceberg Media), Kyle Irving (Eagle Vision), Lisa Meeches (Eagle Vision), Josée Vallée (Sphère Média Plus), Janelle Wookey (Wookey Films) and Rayne Zuckerman (Zazie Films) discussed the challenges and opportunities facing producers and production companies focused on making Canadian content.



Keynote interview with Catherine Tait, President and CEO of CBC/Radio-Canada at All Access 2020, photo: Duncan MacNairnay



Valerie Creighton, President and CEO of the Canada Media Fund, Kyle Irving, Partner at Eagle Vision, Jim Donovan and Warren P. Sonoda at All Access 2020, photo: Duncan MacNairnay

ALL ACCESS 2020 HIGHLIGHTS CONT.

- Digital marketing strategies were shared by Anita Adams (First Weekend Club), Deborah Day (Innovate by Day) and Moyra Rodger (Magnify Digital). Carol Ann Pilon, Executive Director of the Alliance des producteurs francophone du Canada (APFC), shared the results from an applied study on discoverability.
- Producers David Baeta (Machine Gum Productions), Corey Loranger (Far West Productions), Leslea Mair (Zoot Pictures) and Coleen Rajotte (Vitality Television) shared their experiences working in the digital space of web series and how to enhance the discoverability of their projects.
- Sessions about podcasting featured Natacha Mercure from Radio-Canada as part of the French-language programming and Leslie Merklinger from CBC Radio and Audio with GMB Chomichuk in English.
- Distributors Susan Boshcoff (Animiki See Distribution), Avi Federgreen (Indiecan Entertainment) and Pauline Mazonod (Windrose) provided practical tips for filmmakers and producers.
- Numerous Canadian broadcasters (Bell Media, Blue Ant, CBC, Radio-Canada, Super Channel); funders (Bell Fund, CAVCO, Canada Media Fund, Harold Greenberg Fund, Manitoba Film and Music, Telefilm) and the National Film Board of Canada along with international funders (Ciclic, Eurimages, Fédération Wallonie-Bruxelles) provided updates and met with delegates during one-on-one sessions.

300

ATTENDEES

79

OUT OF TOWN
GUESTS

250

ONE-ON-ONE
MEETINGS

OUTREACH

- **25-Apr** Career Fair at Dr. George Johnson Middle School; Gimli
- **06-May** Internship fair at Met Schools Community Needs
- **08-May** Career Fair info booth at Sisler High School
- **30-May** Mini Career Fair at East Selkirk
- **06-Jun** Presentation to NSI New Voices group about job opportunities in media production
- **10-Jun** Presentation to After School Leaders at MTYP, led by Madison Thomas on job and filmmaking opportunities in the media production industry
- **10-Jun** Attended Sisler IDM Student Showcase
- **16-Oct** Career Fair at Southeast Collegiate
- **23-Oct** Participated in a University of Winnipeg Film Festival panel
- **05-Nov** Class visit with Southeast Collegiate
- **07-Nov** Career Fair at Lord Selkirk Regional Comprehensive Secondary School
- **14-Nov** Career Fair at Herzing College
- **18-Nov** Attended talk with Jan Philip Cramer at Sisler High School
- **21-Nov** Career Fair at Kildonan
- **28-Nov** Career Fair at Maples Collegiate
- **05-Dec** Attended networking event at FTM offices with Office to Advance Women Apprentices
- **19-Feb** Attended Women in Trades Conference





On Screen
Manitoba

Media Production
Industry Association

Association des professionnels
de l'industrie audiovisuelle

FINANCIAL STATEMENTS

On Screen Manitoba Inc.
Financial Statements
March 31, 2020

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, 2020 and the statements of operations and changes in fund balances and cash flows for the year then ended, and notes to the financial statements including a summary of significant accounting policies.

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Organization as at March 31, 2020 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 we 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 us 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.

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

Independent Auditors' Report - continued

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 16, 2020

Chartered Professional Accountants

On Screen Manitoba Inc.
Statement of Operations

Year ended March 31	2020	2019
Revenues		
Francophone Project (Note 8) (Page 11)	\$ 311,813	\$ 340,634
Partnerships	163,636	68,169
Manitoba Sport, Culture and Heritage	75,000	88,000
Manitoba Film & Music	56,042	88,419
Membership	49,355	44,124
Program and application fees	47,551	76,994
Registration & fees	37,563	49,339
Western Economic Diversification Canada (Note 5)	25,125	25,125
Other	21,762	2,887
Telefilm Canada	17,000	17,000
Media production industry contributions (in kind)	13,467	82,155
Partners for Economic Growth Program (Page 12)	-	66,500
Other federal	-	6,000
Other municipal	-	800
	<u>818,314</u>	<u>956,146</u>
Expenses		
Francophone Project (Note 8) (Page 11)	311,813	340,634
Other projects (Page 13)	290,037	494,594
Operating (Page 13)	206,909	200,215
Partners for Economic Growth Program (Page 12)	-	66,500
	<u>808,759</u>	<u>1,101,943</u>
Excess (deficiency) of revenues over expenses	<u>\$ 9,555</u>	<u>\$ (145,797)</u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Statement of Changes in Fund Balances

Year ended March 31 2020 2019

	Operating Fund	Reserve Fund	Total	Total
Fund balances, beginning of year	\$ (10,553)	\$ 200,000	\$ 189,447	\$ 335,244
Excess (deficiency) of revenues over expenses	<u>9,555</u>	-	<u>9,555</u>	<u>(145,797)</u>
Fund balances, end of year	<u>\$ (998)</u>	<u>\$ 200,000</u>	<u>\$ 199,002</u>	<u>\$ 189,447</u>

See accompanying notes to the financial statements.

**On Screen Manitoba Inc.
Statement of Financial Position**

March 31 2020 2019

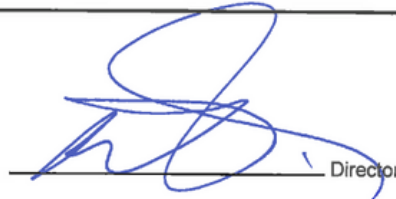
	Operating Fund	Reserve Fund	Total	Total
Assets				
Current				
Cash	\$ 49,110	\$ 200,074	\$ 249,184	\$ 272,568
Receivables	242,800	-	242,800	157,253
Government remittances receivable	39,591	-	39,591	35,676
Prepays	2,630	-	2,630	6,702
Due from Reserve Fund	74	-	74	21,074
	<u>334,205</u>	<u>200,074</u>	<u>534,279</u>	<u>493,273</u>
Capital assets (Note 3)	39,899	-	39,899	65,707
	<u>\$ 374,104</u>	<u>\$ 200,074</u>	<u>\$ 574,178</u>	<u>\$ 558,980</u>

Liabilities				
Current				
Payables and accruals	\$ 312,245	\$ -	\$ 312,245	\$ 263,257
Deferred revenue (Note 4)	23,981	-	23,981	21,201
Due to Operating Fund	-	74	74	21,074
	<u>336,226</u>	<u>74</u>	<u>336,300</u>	<u>305,532</u>
Deferred contributions related to capital assets (Note 5)	38,876	-	38,876	64,001
	<u>375,102</u>	<u>74</u>	<u>375,176</u>	<u>369,533</u>
Fund Balances				
Operating Fund	(998)	-	(998)	(10,553)
Reserve Fund	-	200,000	200,000	200,000
	<u>(998)</u>	<u>200,000</u>	<u>199,002</u>	<u>189,447</u>
	<u>\$ 374,104</u>	<u>\$ 200,074</u>	<u>\$ 574,178</u>	<u>\$ 558,980</u>

Commitment (Note 6)

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

2020**2019**

Cash derived from:

Operating

Excess (deficiency) of revenues over expenses	\$ 9,555	\$ (145,797)
Amortization of deferred contributions related to capital assets	(25,124)	(25,125)
Amortization	<u>25,807</u>	<u>25,808</u>

10,238 (145,114)

Change in non-cash operating working capital

Receivables	(85,547)	13,271
Government remittances receivable	(3,915)	(4,582)
Prepays	4,072	15,909
Payables and accruals	48,988	93,916
Deferred revenue	<u>2,780</u>	<u>(19,023)</u>

Net decrease in cash

(23,384) (45,623)

Cash

Beginning of year 272,568 318,191End of year \$ 249,184 \$ 272,568

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Notes to the Financial Statements

March 31, 2020

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, 2020

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. 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>2020 Net Book Value</u>	<u>2019 Net Book Value</u>
Computer	\$ 24,116	\$ 19,058	\$ 5,058	\$ 11,087
Furniture and equipment	<u>98,893</u>	<u>64,052</u>	<u>34,841</u>	<u>54,620</u>
	<u>\$ 123,009</u>	<u>\$ 83,110</u>	<u>\$ 39,899</u>	<u>\$ 65,707</u>

On Screen Manitoba Inc.
Notes to the Financial Statements
March 31, 2020

4. Deferred revenue

Deferred membership revenue in the amount of \$23,981 (2019 - \$21,201) relates to memberships sold during the year that have not been fully earned.

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 (2019 - \$25,125).

6. Commitment

The Organization leases office space located at 100 Arthur Street. The lease expires September 30, 2020. The Organization's rental obligation is \$32,207 per annum.

7. 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.

8. 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.
Notes to the Financial Statements
March 31, 2020

9. COVID-19

In March 2020, the World Health Organization declared coronavirus COVID-19 a global pandemic. This contagious disease outbreak, which has continued to spread, and any related adverse public health developments, has adversely affected workforces, economies, and financial markets globally, potentially leading to an economic downturn. It is not possible for the Organization to predict the duration or magnitude of the adverse results of the outbreak and its effects on the Organization's results of operations at this time.

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

Year ended March 31	2020	2019
Revenues		
Western Economic Diversification Canada (Note 8)	\$ 284,000	\$ 285,224
Partnerships	18,714	34,066
Programs and application fees	<u>9,099</u>	<u>21,344</u>
	<u>311,813</u>	<u>340,634</u>
Expenses		
Business development	54,281	22,156
Contract services	74,671	50,394
Market access programs	30,000	70,582
Marketing	12,787	50,502
Office	1,799	1,796
Professional fees	8,178	1,930
Research and evaluation	12,883	705
Salaries, wages and benefits	63,004	94,588
Travel and conference	<u>54,210</u>	<u>47,981</u>
	<u>311,813</u>	<u>340,634</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	2020	2019
Revenues		
Province of Manitoba	\$ -	\$ 66,500
Expenses		
Contract services	-	5,000
Market access programs	-	25,584
Salaries, wages and benefits	-	30,916
Travel and conference	-	5,000
	<u>-</u>	<u>66,500</u>
Excess of revenues over expenses	<u>\$ -</u>	<u>\$ -</u>

See accompanying notes to the financial statements.

On Screen Manitoba Inc.
Schedule of Expenses

Year ended March 31	2020	2019
Other Projects		
Amortization (Note 5)	\$ 25,125	\$ 25,125
Business development	14,421	31,012
Contract services	1,242	9,317
Hospitality	47,426	68,579
Market access programs	97,336	125,674
Market and business development programs (in kind)	13,467	82,155
Marketing	14,628	29,978
Office	7,235	8,838
Professional fees (recovery)	(3,541)	2,417
Rent (Note 6)	-	22,545
Repairs and maintenance	2,346	5,166
Research and evaluation	1,888	1,275
Salaries, wages and benefits	56,549	66,893
Travel and conference	11,915	15,620
	<u>\$ 290,037</u>	<u>\$ 494,594</u>
Operating		
Amortization	\$ 682	\$ 683
Bank charges and interest	6,021	5,675
Contract services	-	22,076
Insurance	4,621	5,001
Office	12,352	7,930
Professional fees	3,021	2,384
Rent (Note 6)	32,445	9,661
Salaries, wages and benefits	132,121	137,446
Travel and conference	15,646	9,359
	<u>\$ 206,909</u>	<u>\$ 200,215</u>

See accompanying notes to the financial statements.