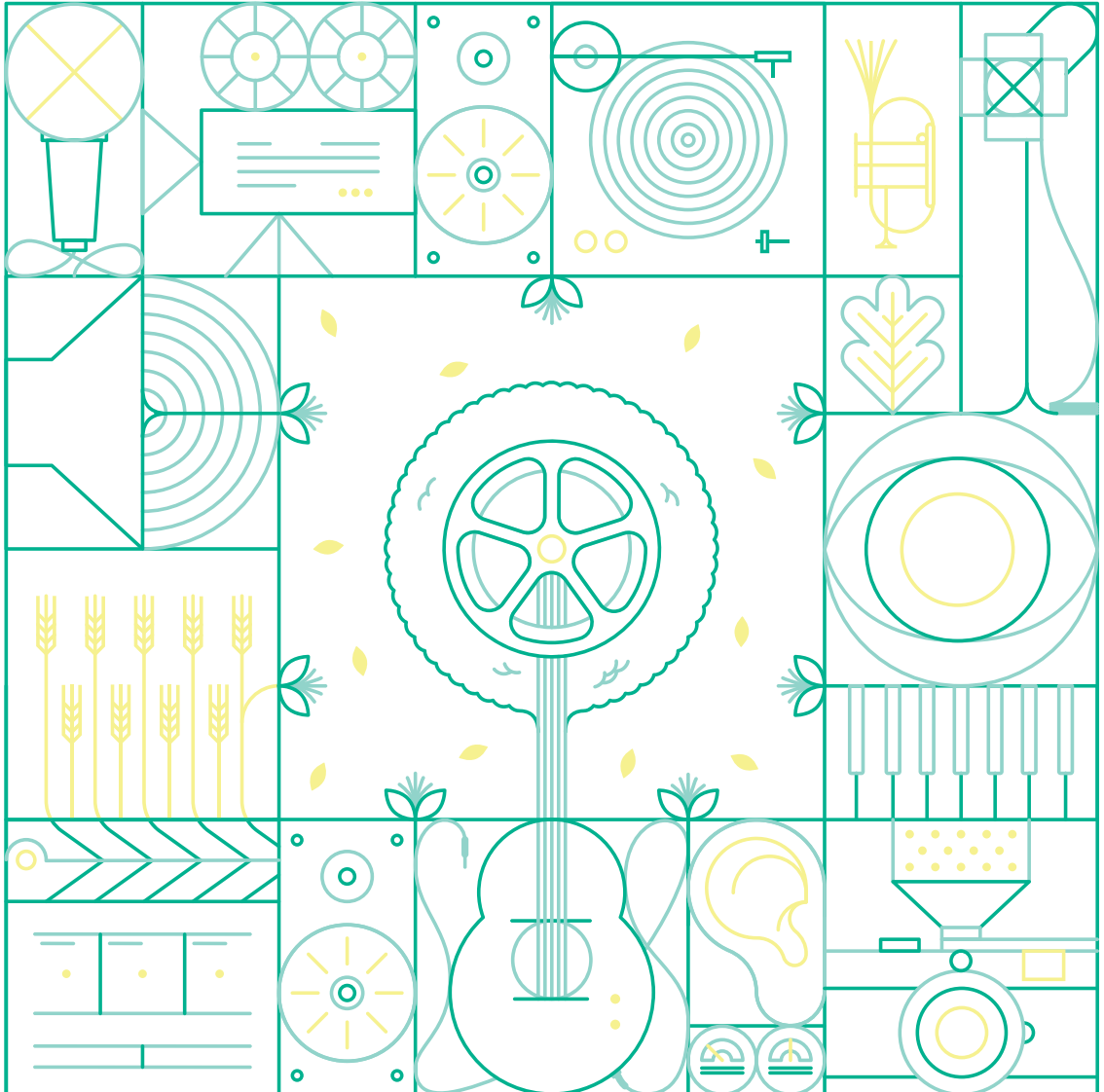


BIG PICTURE SOUND INVESTMENT

DEVELOPMENT IN THE CULTURAL ECOSYSTEM



MFM
MANITOBA | MUSIQUE ET FILM
FILM AND MUSIC | MANITOBA

Manitoba Film & Music
2016/2017 Annual Report

Tel: 204.947.2040
Email: explore@mbfilmmusic.ca

410-93 Lombard Avenue
Winnipeg, MB R3B 3B1

mbfilmmusic.ca
[@MBFilmMusic](https://www.instagram.com/MBFilmMusic)

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Director Matthew Ross, Minister Squires and Carole Vivier on the set of *Siberia*

Honourable Rochelle Squires
Minister of Sport, Culture and Heritage
Room 118, Legislative Building
450 Broadway
Winnipeg, Manitoba R3C 0V8

Dear Minister Squires,

In accordance with Section 16 of the Manitoba Film and Sound Recording Development Corporation Act, I have the honour of presenting the annual report of the Manitoba Film and Sound Recording Development Corporation for the fiscal year ended March 31, 2017.

Respectfully submitted,

Diane Gray
Chairperson

THE PUBLIC INTEREST DISCLOSURE (WHISTLEBLOWER PROTECTION) ACT

The Public Interest Disclosure (Whistleblower Protection) Act came into effect in April 2007. This law gives employees a clear process for disclosing concerns about significant and serious matters (wrongdoing) in the Manitoba public service, and strengthens protection from reprisal. The Act builds on protections already in place under other statutes, as well as policies, practices and processes in the Manitoba public sector.

Wrongdoing under the Act may be: contravention of federal or provincial legislation; an act or omission that endangers public safety, public health or the environment; gross mismanagement; or, knowingly directing or counseling a person to commit a wrongdoing. The Act is not intended to deal with routine operational or administrative matters.

A disclosure made by an employee in good faith, in accordance with the Act, and with a reasonable belief that wrongdoing has been or is about to be committed is considered to be a disclosure under the Act, whether or not the subject matter constitutes wrongdoing. All disclosures receive careful and thorough review to determine if action is required under the Act, and must be reported in the Corporation's annual report in accordance with Section 18 of the Act. Manitoba Film & Music did not receive any disclosures for the fiscal year ending March 31, 2017.



At the screening of *Lovesick*

THE CORPORATION

The Manitoba Film and Sound Recording Development Corporation, known as Manitoba Film & Music (MFM), is a statutory corporation of government proclaimed under the Manitoba Film and Sound Recording Development Corporation Act funded by the Province of Manitoba through the Department of Sport, Culture and Heritage. The management of Manitoba Film & Music reports directly to the Board of Directors appointed by the Lieutenant Governor in Council.

MFM supports Manitoba music and screen-based industries through our objectives, which are to create, stimulate, employ and invest in Manitoba by developing and promoting Manitoba companies, as well as producing and marketing film, television, video and music recording projects. MFM also promotes Manitoba as a film location for international productions.

MFM exists so that our film and music industries flourish!



BOARD OF DIRECTORS

01. Diane Gray (*Chair*)
02. David McLeod (*Vice-Chair*)
03. Linda Allen
04. Cam Clark
05. Kevin Donnelly
06. Kim Jasper
07. Shirley Muir
08. Mariette Mulaire



PERSONNEL

GENERAL:

Carole Vivier, Chief Executive Officer & Film Commissioner
Kevin Gabriel, Director of Finance & Administration
Ginny Collins, Director of Communications & Marketing
Lily Marcaida, Administrative Assistant

FILM PROGRAMS:

Louise O'Brien-Moran, Manager of Film Programs & Film Commission Services
Sebastien Nasse, Senior Analyst Film, Television & Tax Credits
Brian Clasper, Development & Tax Credit Analyst
Lauren Vogel, Film Commission Services Coordinator
Andrew Gallinger, Film Commission Services Coordinator (since November 2016)

MUSIC PROGRAMS:

Stephen Carroll, Manager of Music Programs
Bonnie Seidel, Music Programs Administrative Assistant

GREETINGS FROM THE CHAIRPERSON AND CHIEF EXECUTIVE OFFICER

On behalf of the Manitoba Film & Music (MFM) Board of Directors and staff, we are pleased to present the corporation's annual report for the fiscal year ending March 31, 2017.

The theme of this year's report, 'Big Picture. Sound Investment' encourages us to take a step back and observe the expansive impact of the film and music industries in our province and across the cultural landscape. MFM is part of an intricate cultural ecosystem in Manitoba, where our contribution to the development of artists, businesses and professionals promotes growth, jobs and economic development across the creative industries. As part of this report, you'll read profiles of Manitobans who make up our cultural sector, whose careers were developed with the support of MFM. You'll learn how our work as a development agency is linked to other facets of the cultural industries including theatre, dance, the visual arts, digital media and more. This report also details MFM's efforts to strengthen diversity in the film and music industries through outreach to Indigenous and newcomer groups, youth organizations and creative communities outside of Winnipeg. Overall, this report highlights MFM's efforts to grow and develop the creative sector – enhancing economic growth and job creation in Manitoba.

The 2016/2017 fiscal year was defined in part by major growth in our production sector. Screen production volume reached \$127 million this year, indicating a 27% increase to the annual average. This growth is due to several factors including Manitoba's reputation for having great crews, experienced producers, film agencies that go the extra mile, a supportive provincial government, effective industry associations, as well as stable tax incentives. This increase is also due to a burgeoning animation sector that is producing major features and initiating co-productions with international partners. MFM's role in the continued growth of Manitoba's screen-based industries involves 30 years of industry development, relationship building and targeted marketing that has allowed our province to punch well above its weight in a competitive, globalized industry.



Diane Gray
Chairperson



Carole Vivier
CEO & Film Commissioner

An economic impact study conducted this year indicated that Manitoba's music industry is also experiencing growth and enhancing its economic impact. The Soundcheck Nordicity study revealed that the industry had increased its impact on the GDP by 31% since 2011, resulting in an impact of \$93 million in 2016. Manitoba's music industry creates over 4,300 full time jobs and continues to have the highest number of working musicians per capita than any other province. These numbers are backed up by the critical and commercial success of our artists who saw their music top the national CBC charts (Begonia's single 'Juniper'), had their albums nominated for a JUNO (Jaylene Johnson's 'Potter and Clay') or headlined major festivals all over the world (The Lytics). Last year, MFM celebrated the 100th award given to an MFM-funded album, in the form of a JUNO presented to renowned Manitoba act The Bros. Landreth.

This report celebrates these stories, in addition to other highlights including a red carpet screening event in Brandon to celebrate the Westman Region's role in Manitoba's film industry, a feature on Manitoba's burgeoning animation sector, details on a Canadian Screen Award nominated soundtrack and more. We are proud to showcase the consistent growth and development of Manitoba's film and music industries as evidenced through their expanding cultural and economic impact.

In closing, we would like to take this opportunity to thank those who champion this industry and the work of Manitoba Film & Music. Thank you to the Province of Manitoba for their ongoing support for the film and music industries. Thank you to our partners and colleagues at the City of Winnipeg, On Screen Manitoba, New Media Manitoba, Manitoba Music, FACTOR, CMPA, CIMA, Telefilm Canada, the Canada Media Fund, the National Screen Institute, Film Training Manitoba, the National Film Board of Canada and the Winnipeg Film Group for your hard work and dedication to film and music in Manitoba.

We would also like to thank the staff of Manitoba Film & Music, as well as the Board of Directors, who give their efforts and passion to ensure that our film and music industries flourish. Your dedication makes all of this possible. Thanks as well to our jury participants who share their valuable time and expertise.

Finally, we would like to thank all of those who support all Manitoba talent. With such a supportive and vibrant environment in which to thrive, our musicians, filmmakers, crew and industry professionals will continue to create a healthy cultural ecosystem for years to come.

Carole Vivier
CEO & Film Commissioner

Diane Gray
Chairperson


Impact


OF FILM

Filming took place in:




\$127 million
 in screen-based production
 this fiscal year



\$1 billion
 in screen-based production
 in the past 10 years


62
 screen-based projects
 this fiscal year

²
1,600
 jobs


\$75
 million
 in annual GDP


OF MUSIC


4,000
 artist entrepreneurs



170
 music businesses


4,300
 full time jobs


\$93
 million
 in annual GDP


1,174
 tour dates funded
 this fiscal by MFM


92
 artists funded this
 fiscal by MFM


100
 awards for MFM-funded
 albums since 1987

Outreach To Diverse Communities

Manitoba Film & Music understands that the strength of our province's film and music industries lies in their diversity. Manitoba is home to one of Canada's leading Indigenous-owned production companies (Eagle Vision Inc) and the largest Francophone production company outside of Quebec (Les Productions Rivard). Currently, 49% of Manitoba production companies are owned by women. In music, Manitoba Indigenous artists are achieving national recognition and accolades including a JUNO win for Contemporary Roots album of the year for William Prince, who was also won a Western Canadian Music Award for Aboriginal Artist of the Year. MFM-funded Francophone artist Jocelyne Baribeau also picked up an award for Francophone Artist of the Year at the Western Canadian Music Awards.

When the corporation created its strategic plan in 2015, promoting diversity among our client base was identified as a major priority. In MFM's efforts to achieve this, the corporation embarked on an extensive outreach campaign to ensure diverse communities were made aware of MFM's programs and opportunities within the industry. The following is a list of our outreach efforts so far.

Graffiti Gallery

University of Brandon School of Music

University of Winnipeg

The Immigrant Centre of Winnipeg

Manitoba Music

Manito Ahbee

Assiniboine Community College

Aboriginal Music Program

University of Manitoba

Winnipeg Film Group

Red River Community College

Manitoba Arts Council Brandon Office

Sisler High School

Techvoc High School



Manitoba Music Outreach



Brandon Outreach Session



Manito Ahbee Panel

IN THE SPOTLIGHT



Carole Vivier, Jeff Peeler, MLA Reg Hewler and Brandon ACC Students

Red Carpet Screening in Brandon

On January 25, 2017 MFM partnered with On Screen Manitoba to host a red carpet screening of the film *A Dog's Purpose* in Brandon, Manitoba. The aim of the event was to celebrate the Westman Region's role in the provincial film industry. Over the years, many films have shot in and around Brandon, Virden, Hartney, Minnedosa, etc. including *A Dog's Purpose*, *The Lookout*, *The Exorcism of Molly Hartley*, *The Stone Angel* and more. The event

was extremely well received by the community who filled the theatre and expressed their appreciation for the economic benefits and exposure the film industry has brought to their region. The event was attended by local government, community leaders and those involved with the production, as well as representatives from the Brandon Humane Society who expressed their wholehearted support for the film.

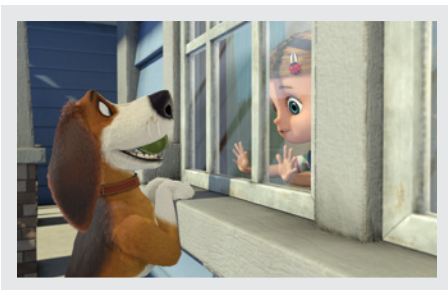


Lovesick for Matt Schellenberg

MFM-supported musician and Royal Canoe band member Matt Schellenberg met with great success this year with his first foray into film. Schellenberg was approached by Manitoba director Tyson Caron to compose the score and songs for his first feature film *Lovesick*, produced by Manitoba's Eagle Vision Inc. Proclaimed a 'love letter to Winnipeg' the film was released this year to great acclaim, including critical accolades for the soundtrack. In early 2017, Schellenberg was nominated for a Canadian Screen Award for Achievement in Music – Original Song.



Manitoba crews in action



Ozzy

Begonia Blooms

One of Manitoba's hottest new acts Begonia saw her single 'Juniper' reach #1 on the CBC music charts this year. Begonia is made up of Chic Gamine front woman Alexa Dirks, who was joined in the studio by Royal Canoe heavy hitters Matt Schellenberg and Matt Peters to record the EP 'Lady in Mind'. In October 2016, SOCAN presented a No. 1 Song Award to Dirks and Schellenberg in recognition of their chart-topping song. Begonia has also been hitting the major festival circuit and will appear at the Winnipeg Folk Festival and Interstellar Rodeo Edmonton during the summer of 2017.



Begonia

Scripted Episodic Content Development

In an effort to develop Winnipeg writing talent and help promote local projects, MFM partnered with On Screen Manitoba to support the Scripted Episodic Content Development Workshop Series. Thirteen Manitoba writers participated in the program and three were selected to work with an internationally recognized dramatic series

showrunner. Successful applicants then pitched their ideas at On Screen Manitoba's All Access forum to selected broadcasters and distributors. As a result of the program, Farpoint Films optioned the series *Critical* by Manitoba writer Jeffrey John Eyamie. This is a major achievement for the pilot year of this development workshop.

Production Tops \$127 Million

Manitoba's screen-based production industry saw a 27% increase from its annual average this year – making it one of the highest years on record. The increase can be attributed to Manitoba's reputation for having great crews, experienced producers, film agencies that go the extra mile, a supportive provincial government, effective industry associations, as well as stable tax incentives. Manitoba also currently has an ambitious and burgeoning animation sector that is producing major features and initiating co-productions with international partners. Tangent animation's major feature *Ozzy* received a wide theatrical release in 2017. MFM's role in the continued growth of Manitoba's screen-based industries involves 30 years of industry development, relationship building and targeted marketing that has allowed our province to punch well above its weight in a competitive, globalized industry. Growth is expected for the next fiscal year thanks in part to the return of the popular sci-fi series *Channel Zero* and a new CBC series *Burden of Truth* which will shoot into the summer and fall of 2017.

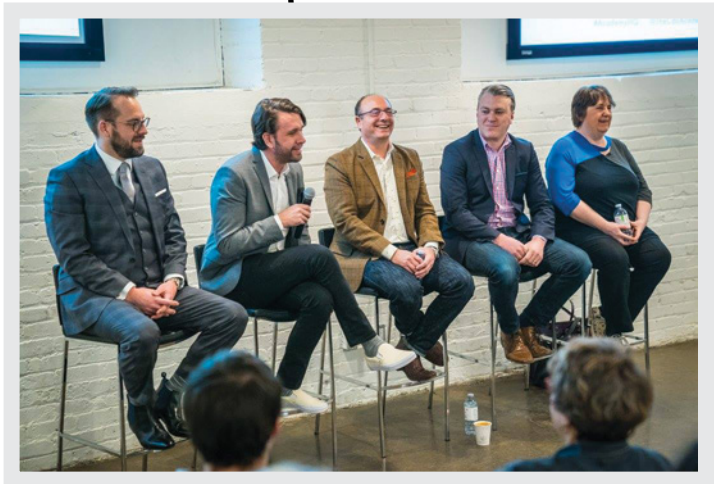
PARTNERSHIPS

The growth of Manitoba's film and music industries can only be achieved through collaboration and strong partnerships. Manitoba Film & Music connects with and supports several local and international initiatives to help create opportunities for Manitobans and Manitoba companies working in the film and music industries.

SPOTLIGHT ON:

The Canadian Screen Awards

MFM enhanced its partnership with the Canadian Screen Awards this year by supporting their Members Lounge, a new Academy initiative aimed at industry development. As part of the Members Lounge, MFM partnered with On Screen Manitoba in coordinating a panel focused on production in Manitoba featuring filmmaker Tyson Caron, producers Kyle Irving (Eagle Vision Inc.) and Phyllis Laing (Buffalo Gal Pictures), and Tyler Levine (producer on the locally-shot project *Trench 11*). The panel was moderated by Martin Katz (executive producer on *Trench 11* and *Ice Road Truckers*). This year, there were 17 nominations for Manitoba projects and companies, resulting in seven wins including three each for *Baroness Von Sketch Show* and *Still Standing*, produced by Manitoba-based company Frantic Films, and a Best Short Documentary win for *This River*.



From left: Kyle Irving, Tyson Caron, Martin Katz, Tyler Levine, Phyllis Laing



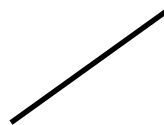
All Access



Manitoba Music Rocks Charity Bonspiel

Events supported by MFM include:

- Aboriginal Music Week
- ACTRA Awards
- All Access: On Screen Manitoba
- Canadian Screen Awards
- Festival du Voyageur
- Freeze Frame International Film Festival
- Gimli Film Festival
- JUNO Master Class
- Manito Ahbee
- Manitoba Music Rocks Charity Bonspiel
- Prime Time Ottawa
- TD Winnipeg International Jazz Festival
- Western Canadian Music Awards
- Winnipeg Folk Festival



Each year, MFM also supports international initiatives spearheaded by Telefilm Canada. These help promote Manitobans and Manitoba companies under the Canada Stand umbrella.

MFM supports organizations within the industry to help build the careers of both emerging and established artists and industry professionals. Among the organizations that receive support are the National Screen Institute, the Winnipeg Film Group, as well as On Screen Manitoba and Manitoba Music through contributions to the Manitoba Music and Motion Pictures Development Project (known as M3P) and the Aboriginal Music Program.

Photo : Simeon Rusnak



“
**As an artist focused
on the Digital Arts,
I’m grateful to
have been able to
develop the skills I
needed right here in
Manitoba. A career
in such an exciting
industry making
animated films has
been incredibly
rewarding.**

”

Carlie Lytwyn

Red River College Graduate working at Tangent Animation

FILM & TELEVISION IN MANITOBA

MFM exists so that Manitoba's film and television industries flourish. We achieve this by developing and promoting Manitoba companies, supporting the development, production and marketing of film and television projects through our programs, as well as promoting Manitoba as a film location to offshore production companies. Our objectives are to enhance Manitoba's screen-based industries, thereby increasing employment and stimulating business for local service providers.

MFM is a long-standing member of the Association of Film Commissioners International (AFCI). In addition to administering film programs and tax credit incentives, MFM is a full-service film commission that offers a broad range of location services including script breakdown, location scouting as well as government, business and industry liaison services. MFM has helped to attract hundreds of films and television programs including; the series *Channel Zero*, *Siberia*, *Nomis*, *A Dog's Purpose*, *Hyena Road*, *Heaven is for Real*, *Shall We Dance*, *Capote* and many others.

Over the past ten years, Manitoba has seen over a billion dollars in local production, over half of which has been spent in the province on salaries, services and supplies. Out of the total production volume, our province has contributed approximately 15% in investments and incentives. Today, there are an estimated 1,600 Manitobans working in the film and television production industry.



On the set of *Ice Forest*

During the last fiscal year, \$126.8 million in production took place in the province. This figure represents the total budgets for films that shot in Manitoba at some point between April 1, 2016 and March 31, 2017.

Through its film programs, the province supported 15 feature films, 20 television series (fiction and factual), 20 one-off documentaries, 4 short films, 2 movies of the week and one pilot. This year MFM received 108 scripts/project inquiries and provided scouting services through the Film Commission for projects for Manitoba co-production and service production.



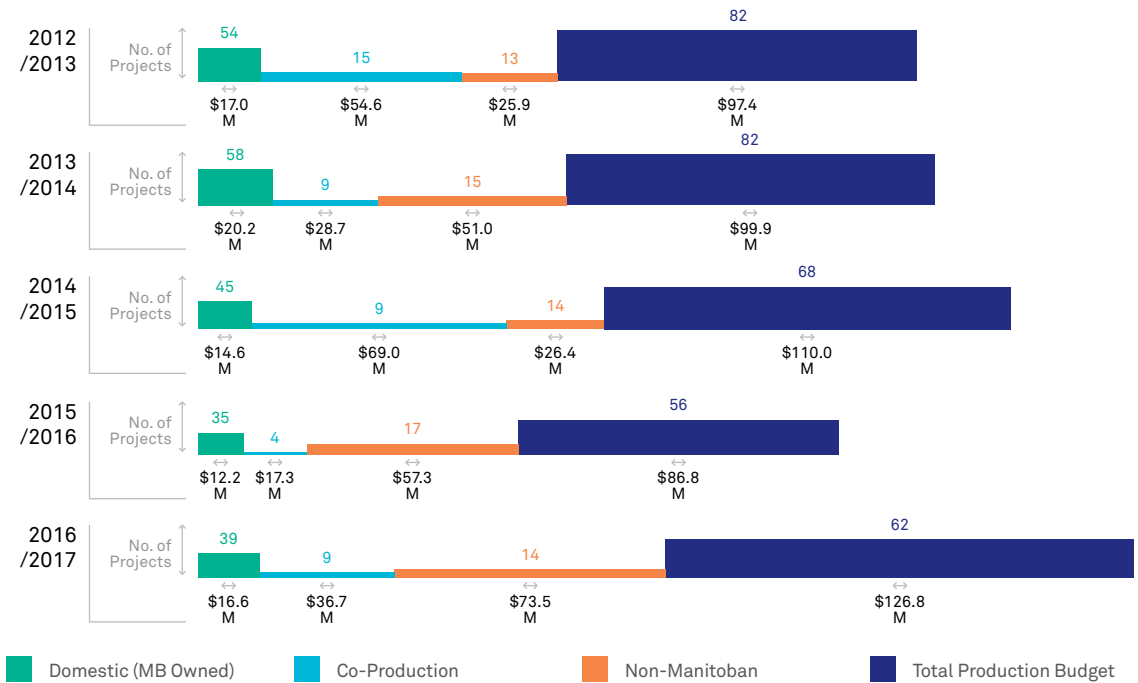
On the set of *Lovesick*



On the set of *Menora*

FILM & TELEVISION PRODUCTION ACTIVITY

The total production value in the 2016/2017 fiscal year was \$126.8 million.



Note: These figures represent film and television production activity reported as of fiscal year ending March 31, 2017. Multi-year projects are recorded as taking place in the first year of production.

TAX CREDIT

Along with Manitoba Film & Music's equity financing, The Manitoba Film and Video Production Tax Credit is essential in attracting production to the province. Manitoba's competitive tax credit is a key factor in our ability to create local employment opportunities and attract significant economic investment. Details on the tax credit can be found at www.mbfilmmusic.ca

A total of 120 tax credit applications were processed during the fiscal year. This represents nearly \$178.2 million in production activity. Note: tax credit applications are not necessarily processed in the same fiscal year that production took place, which explains why the production volume and tax credit totals differ.

TAX CREDIT APPLICATIONS PROCESSED FISCAL YEAR: 2016/2017

	No. of Apps	Projected Prod Budgets (in Millions)
Feature Films	22	\$ 78.9
TV Series/Mini-Series	54	\$ 90.6
One-offs	35	\$ 5.4
Other	9	\$ 3.3
Total	120	\$178.2

FILM – OTHER DOLLARS LEVERAGED

With Manitoba's equity financing and estimated tax credit support totaling \$29.1 million, \$126.8 million in indigenous, co-production and foreign production activity occurred in this fiscal. This means that approximately 77% of total investment was leveraged from other sources from outside the province. Manitoba's modest but invaluable investment continues to attract millions of dollars in additional revenues into Manitoba's economy.

FILM & TELEVISION PROJECTS SUPPORTED

Television and Web-Based Production Fund and Feature Film Production Fund

During the fiscal year, 16 applications were approved for a total investment of \$1,564,196. Combined, the total budget for these projects was \$49,567,909.

Applicant	Project	Funding
Mister Rock Inc.	<i>Bachman</i>	\$56,654
Behind The Glass Manitoba Inc.	<i>Behind The Glass</i>	\$130,000
Manito Cocasse 2 Inc.	<i>Canot Cocasse Saison 2</i>	\$75,000
Ice Forest Films Inc.	<i>Ice Forest Secret World of the Boreal</i>	\$50,000
Incident Production Inc.	<i>Incident in a Ghost Land</i>	\$275,000
Kid Diners Season One Inc.	<i>Kid Diners</i>	\$37,542
BD Animation Inc.	<i>Ozzy</i>	\$50,000
Polar Bear Films Inc.	<i>Polar Bear Town Summer Eps 107-109</i>	\$100,000
9674322 Canada Inc.	<i>Radius</i>	\$60,000
Room for Rent MB Inc.	<i>Room for Rent</i>	\$115,000
Siberia The Movie Productions Inc.	<i>Siberia</i>	\$240,000
Taken Season Two Inc.	<i>Taken Season Two</i>	\$40,000
Easterville Productions Inc.	<i>The Ghost of Easterville</i>	\$50,000
Trench 11 Productions Manitoba Inc.	<i>Trench 11</i>	\$150,000
Washed Away Manitoba Inc.	<i>Washed Away</i>	\$85,000
WCF 2016 Productions Inc.	<i>Winnipeg Comedy Festival 2016</i>	\$50,000



Taken



Radius

Feature Film Development Fund and Television and Web-Based Development Fund

During the fiscal year, 12 applications were approved for a total investment of \$110,496. Combined, the total budget for these projects was \$375,238.

Applicant	Project	Funding
Inferno Pictures Inc.	<i>Billie Anders</i>	\$6,000
Zoot Pictures Inc.	<i>Dino River of Death</i>	\$5,000
Krahn Communications Inc.	<i>Kookum Knows Best</i>	\$2,500
Farpoints Films Inc.	<i>Onimiki</i>	\$10,000
Eagle Vision Inc.	<i>Red Nation Rising</i>	\$9,396
julijette Inc.	<i>Sub</i>	\$10,000
9814825 Canada Inc.	<i>The Anta Claus of the South Pole</i>	\$25,000
Buffalo Gal Pictures Development Inc.	<i>The Evening Chorus</i>	\$10,000
Buffalo Gal Pictures Inc.	<i>The Spark</i>	\$8,000
Inferno Pictures Inc.	<i>Untitled Roger Avery Projects</i>	\$10,000
Eagle Vision Inc.	<i>Vulnerable Persons</i>	\$8,000
Farpoint Films Inc.	<i>Winterlude</i>	\$6,600

Pitch Readiness Program for Multi-Episode Productions (Pre-Market Development)

During the fiscal year, 5 applications were approved for a total investment of \$17,475. Combined, the total budget for these projects was \$94,656.

Applicant	Project	Funding
High Definition Pictures Inc.	2292	\$3,350
Eagle Vision Inc.	7th Generation	\$5,000
Hey-Tel Media Inc.	FM Dial	\$1,750
Eagle Visions Inc.	Stolen Brothers	\$5,000
High Definition Pictures Inc.	The Golden Empire	\$2,375



Washed Away



Polar Bear Town

Grant Program for Emerging Talent and Micro-Budget Production

During the fiscal year, 5 applications were approved for a total investment of \$35,328. Combined, the total budget for these projects was \$117,754.

Applicant	Project	Funding
Maraschino Media Inc.	Annabelle	\$10,000
Trevor Kristjanson	Surfacing	\$2,000
Digital Dropkick Productions	The Big Picture	\$10,000
The Debut Film Inc.	The Debut	\$10,000
Snow Angel Films Inc.	The History of the Muslim Community in Winnipeg	\$3,328



Kid Diners

Feature Film Marketing Fund

During the fiscal year, 3 applications were approved for a total investment of \$20,741. Combined, the total budget for these projects was \$107,002.

Applicant	Project	Funding
Treespeak Films Inc.	Call of the Forest	\$3,000
Lovesick Movie Inc.	Lovesick	\$10,000
Farpoint Mini Inc.	Menorca	\$7,741



Trench 11



“
**After years of
working as a
musician, I’ve now
expanded my career
by scoring for film.
The support I’ve
received from MEM
has helped make a
career in the arts
viable for me.**

”

Matt Schellenberg
Member of Royal Canoe, Canadian Screen Award nominee



Photo by Simeon Rusnak

MUSIC IN MANITOBA

MFM exists so Manitoba's music industry flourishes. We achieve this by offering a series of music funding programs to help enhance and foster the province's vibrant music industry. MFM also attends and supports a variety of music festivals, conferences and showcases to maximize the impact of our funding by marketing our clients and creating business networking opportunities for Manitoba artists.

This year, MFM provided \$539,419 in funding toward 144 music initiatives – making our investment the key element of support to Manitoba's emerging and established musicians. Projects are funded through the Music Recording Production Fund (Levels 1, 2 and 3), the Recording Artist Touring Support Program, the Record Product Marketing Support Fund, the Music & Viral Video Fund and the Music Recording Production Fund for Out-of-Province Artists. Music businesses are supported through the Music Business Development Fund.

Applications to MFM's music recording programs are evaluated through a juried process. Music recording proposals must be unanimously recommended for funding by a minimum of two juries. Juries are made up of local music industry professionals specializing in a specific genre of music. They may include producers, broadcasters, managers, label owners or representatives, artists, songwriters, media, and retailers. Manitoba Film & Music sincerely thanks all of the jurors who generously gave their time.

Applications to the Record Product Marketing Support Fund, the Music & Viral Video Fund, the Recording Artists Touring Support Fund and the Music Business Development Fund are evaluated by MFM based on project development plans, artist tracks records, touring schedules, strength of support team and distribution plans. There were over 255 applications to this year's music programs.

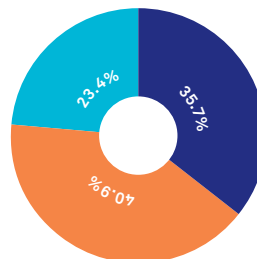
MUSIC PRODUCTION ACTIVITY

During the 2016/2017 fiscal year, Manitoba Film & Music provided \$539,419 in funding toward 144 music initiatives including recording, touring, marketing and music video creation.

MFM provided \$231,076 toward 61 music and music video recording projects with total estimated budgets of over \$647,701.

As funding for Manitoba artists from other sources is often limited, our investment is the key element of support for the province's emerging and established musicians. The graph indicates the crucial importance of MFM's investment in our local music recording industry.

FUNDING SOURCES FOR MUSIC ACTIVITY



MFM:	\$231,076
Applicant:	\$265,118
FACTOR:	\$151,507
Total:	\$647,701

MUSIC PROJECTS SUPPORTED

Manitoba Film & Music provided \$169,715 to 37 Level 1 and Level 2 music recording projects during the fiscal year, with combined budgets totaling \$447,360.



Red Moon Road



Living Hour

Photo: Adam Kelly

Music Recording Production Level 1

1971	\$1,720
Brady Allard	\$2,000
Brett Boivin	\$1,750
Casati	\$1,750
Dave Quanbury	\$1,750
Hay Fever	\$1,720
Indestructible	\$1,720
Jeremie and the Delicious Hounds	\$1,720
Kelly Bado	\$1,750
Lhasa Petik	\$1,500
Logan McKillop	\$1,750
Lonewolf	\$1,500
Madeleine Roger	\$1,750
Noire	\$1,000
Odanah	\$2,000
Paisley	\$1,603
Rob Crooks	\$1,750
Slow Spirit	\$2,000
Suzanne Kennelly	\$1,750
Tunic	\$1,720

Music Recording Production Level 2

AudioOpera	\$5,000
Cat Jahnke	\$5,418
Ghost Twin	\$10,000
Hearing Trees	\$5,250
Indian City	\$8,308
Julie and the Wrong Guys	\$7,500
Kris Ulrich	\$6,236
Leaf Rapids	\$8,000
Leonard Sumner	\$8,500
Madame Diva	\$8,500
Micah Erenberg	\$8,500
Micah Visser	\$8,600
Middle of Nowhere	\$8,600
Mobina Galore	\$10,000
Petric	\$8,500
Raine Hamilton	\$10,000
Vikings	\$8,600

Recording Artist Touring Support Program

This year \$249,149 was awarded for 92 applications supporting 56 different acts for a total of over 1,000 concerts across the globe. These applications were for tours with combined budgets totaling \$1,114,974.

MUSIC PROJECTS SUPPORTED

1971	\$1,500	Mise en Scene	\$4,750
A la Mode	\$1,000	Mobina Galore	\$15,000
Abstract Artform	\$1,200	Moon Tan	\$2,200
Adam Hanney & Co.	\$3,200	Mulligrub	\$2,400
Attica Riots	\$7,700	Noire	\$1,800
Basic Nature	\$3,950	Odanah Waves	\$1,000
Begonia	\$2,500	Quinton Blair	\$2,400
Carly Dow	\$4,600	Raine Hamilton	\$4,417
Cat Jahnke	\$1,100	Rayannah	\$5,200
Comeback Kid	\$4,400	Red Moon Road	\$7,200
Crooked Brothers	\$15,000	Roger Roger	\$7,200
David James	\$900	Romi Mayes	\$11,800
Duotang	\$1,800	Royal Canoe	\$8,400
Dustin Harder	\$3,000	Scott Nolan	\$2,700
Elessar Thiessen	\$650	Slow Leaves	\$2,000
Greg Rekus	\$1,000	Sweet Alibi	\$13,300
Hearing Trees	\$2,400	The Color	\$1,800
Holy Void	\$700	The Lytics	\$15,000
Iansucks	\$1,000	The Middle Coast	\$5,800
J.P. Hoe	\$11,600	The New Customs	\$1,550
Jaylene Johnson	\$2,800	The Noble Theifs	\$3,500
Justin Lacroix Band	\$5,500	The Proud Sons	\$900
Kayla Luky	\$2,500	The Treble	\$2,300
Kevin Roy	\$2,200	The Zorgs	\$700
Last Ditch on the Left	\$2,500	Tunic	\$2,100
Living Hour	\$15,000	Vikings	\$1,232
Micah Erenberg	\$5,000	Viva	\$1,000
Micah Visser	\$1,800	Yes We Mystic	\$15,000



Justin Lacroix

Photo: Megan Steen



Paisley



Indian City

Record Product Marketing Support Program

This year, \$76,516 was provided to 26 acts with combined budgets totaling \$217,775.

Abstract Artform	\$700
Basic Nature	\$912
Begonia	\$3,000
FINN	\$2,300
Ghost Twin	\$6,000
Indian City	\$5,000
Jaylene Johnson	\$3,500
Jocelyne Baribeau	\$1,900
Justin Lacroix Band	\$1,961
Kayla Luky	\$1,750
Kevin Roy	\$1,500
Len Bowen	\$2,300
Petric	\$3,700
Quinton Blair	\$1,779
Raine Hamilton	\$1,745
Red Moon Road	\$454
Renee Lamoureux	\$4,021
Roger Roger	\$1,546
Royal Canoe	\$10,000
Steve Kirby	\$5,000
The Middle Coast	\$1,299
The New Customs	\$1,736
The Treble	\$3,900
Tracy K	\$1,530
Vikings	\$7,250
Will Bonness	\$1,728

MUSIC PROJECTS SUPPORTED

Music Video Fund

This year, \$51,074 was provided to 22 acts through this program with combined budgets totaling \$147,789.

AudioOpera	\$4,000
Begonia	\$2,625
Duotang	\$1,400
FINN	\$2,000
Ghost Twin	\$3,500
Jaylene Johnson	\$1,200
Julie and the Wrong Guys	\$1,250
Kayla Luky	\$1,100
Kevin Roy	\$1,100
Len Bowen	\$1,300
Madame Diva	\$1,000
Micah Erenberg	\$600
Mobina Galore	\$4,334
Petric	\$3,439
Rayannah	\$900
Renee Lamoureux	\$2,175
Royal Canoe	\$5,000
Steve Kirby	\$4,050
The Middle Coast	\$1,400
The Treble	\$2,200
Vikings	\$3,000
Yes We Mystic	\$3,500

Out-of-Province Artists Recording Production

This year, \$10,350 was provided to two out-of-province artists whose project budgets totaled \$52,985 combined.

Karrnnel	\$8,600
The Doll Sisters	\$1,750

Music Business Development Fund

This year, \$12,000 was provided to one business as part of this fund.

Head in the Sand Productions	\$12,000
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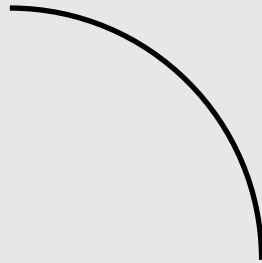


Raine Hamilton

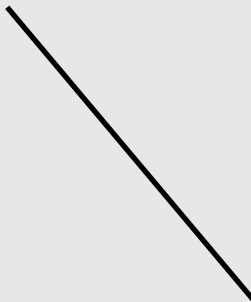
Market Access Program

As a program of the M3P project, the Market Access Program is supported with program assistance from Manitoba Film & Music and administered by Manitoba Music. The aim of the program is to provide Manitoba artists and music industry professionals with development opportunities by attending professionally organized music industry conferences and showcases. This year MFM provided \$55,000 to the Market Access Program.

Manitoba Film & Music is also helping to foster Aboriginal talent in Manitoba by supporting the Aboriginal Music Program (AMP) administered through Manitoba Music. This program helps First Nations, Métis, and Inuit people develop sustainable careers in Manitoba's music industry, and delivers programming and services that respond to the needs of the industry. AMP, in existence since 2004, is the only program of its kind in Canada. Due to the generous contribution from the Department of Sport, Culture and Heritage, MFM was once again able to provide \$75,000 to AMP



Financial



Statements



To the Board of Directors of MANITOBA FILM & SOUND RECORDING DEVELOPMENT CORPORATION

We have audited the accompanying financial statements of MANITOBA FILM & SOUND RECORDING DEVELOPMENT CORPORATION, which comprise the statement of financial position as at March 31, 2017, and the statement of operations, statement of net assets, and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of MANITOBA FILM & SOUND RECORDING DEVELOPMENT CORPORATION as at March 31, 2017 and the results of its operations and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.



Chartered Professional Accountants
Winnipeg, Manitoba
June 20, 2017

March 31	2017	2016
ASSETS		
Current Assets		
Cash and bank (Note 2)	\$ 1,928,467	\$ 1,514,009
Short-term investment (Note 3)	75,870	72,264
Accounts receivable	5,661	35,961
Prepaid expenses	71,254	47,657
	2,081,252	1,669,891
Capital assets (Note 4)	78,701	92,540
	\$ 2,159,953	\$ 1,762,431
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable and accruals	\$ 139,269	\$ 139,539
Carry-over commitments (Note 5)	1,147,724	967,735
	1,286,993	1,107,274
Commitments (Note 7)		
Net Assets		
Invested in capital assets	78,701	92,540
Unrestricted	794,259	562,617
	872,960	655,157
	\$ 2,159,953	\$ 1,762,431

Approved on behalf of the Board


Director


Director

The accompanying notes are an integral part of these financial statements.

MANITOBA FILM AND SOUND RECORDING DEVELOPMENT
 CORPORATION — STATEMENT OF OPERATIONS

FOR THE YEAR ENDED MARCH 31

	2017	2016
Revenue		
Province of Manitoba	\$ 3,865,600	\$ 3,865,600
Federal film screening initiative (Note 14)	-	63,750
Other	33,697	14,218
	3,899,297	3,943,568
Expenditures (Schedule)		
Corporate services	227,088	235,432
Federal film screening initiative (Note 14)	-	63,750
File commission/location services	349,395	398,739
Film and television programs	1,800,110	1,647,714
Industry support	189,074	190,025
Music programs	604,968	604,000
Program delivery - film/television, tax credits and music programs (Note 8)	747,610	707,754
	3,918,245	3,847,414
Excess (deficiency) of revenue over expenditures before program recoupments	(18,948)	96,154
Program recoupments (Note 11)	236,751	166,898
Excess of revenue over expenditures	\$ 217,803	\$ 263,052

MANITOBA FILM AND SOUND RECORDING DEVELOPMENT
 CORPORATION — STATEMENT OF CHANGES IN NET
 ASSETS

FOR THE YEAR ENDED MARCH 31

	Invested in capital assets	Unrestricted	2017 Total	2016 Total
Net assets (beginning of year)	\$ 92,540	\$ 562,617	\$ 655,157	\$ 392,105
Excess of revenue over expenditures	(17,938)	235,741	217,803	263,052
Purchase of capital assets	4,099	(4,099)	-	-
Net assets (end of year)	\$ 78,701	\$ 794,259	\$ 872,960	\$ 655,157

The accompanying notes are an integral part of these financial statements.

FOR THE YEAR ENDED MARCH 31

FOR THE YEAR ENDED MARCH 31, 2017

	2017	2016
Cash Flows from Operating Activities		
Excess of revenue over expenditures	\$ 217,803	\$ 263,052
Amortization of capital assets	17,938	17,624
	235,741	280,676
Changes in non-cash working capital balances		
Short-term investment	(3,606)	(6,949)
Accounts receivable	30,300	(34,596)
Prepaid expenses	(23,597)	12,046
Accounts payable and accruals	(270)	(37,250)
Carry-over commitments	179,989	(84,650)
	418,557	129,277
Cash Flows from Investing Activities		
Purchase of capital assets	(4,099)	(18,647)
Increase in cash and bank during the year	414,458	110,630
Cash and bank (beginning of year)	1,514,009	1,403,379
Cash and bank (end of year)	\$ 1,928,467	\$ 1,514,009

The accompanying notes are an integral part of these financial statements.

1. Nature of the Organization and Summary of Significant Accounting Policies

Nature of the Organization

Manitoba Film & Sound Recording Development Corporation (the "Organization") is a statutory corporation created by the Province of Manitoba through The Manitoba Film and Sound Recording Development Corporation Act and is exempt from income taxes. The main objective of the Organization is to foster growth of the Manitoba film and music recording industries by providing financing and other assistance.

The Organization has been designated by the Minister of Finance to administer the Manitoba Film and Video Production Tax Credit Program, including the registration of productions and review of tax credit applications.

Basis of Accounting

The financial statements have been prepared using the Canadian public sector accounting standards for not for profit organizations as established by the Public Sector Accounting Board.

Capital Assets

Purchased capital assets are stated at cost less accumulated amortization. Amortization, is provided using the straight line method based on the estimated useful life of the asset, at the following rates:

Computer equipment	30%
Equipment	20%
Furniture and fixtures	20%
Leasehold improvements	5%
Website	30%

1. Nature of the Organization and Summary of Significant Accounting Policies (continued from previous page)

Program Funding

The Organization provides grant funding to Manitoba companies and individuals in order to promote Manitoba's film and music recording artists and industries. The grant may take the form of equity financing from which, in the future, there may be a recovery of principal or return on investment.

Revenue Recognition

The Organization follows the deferral method of accounting for contributions. Unrestricted contributions are recognized as revenue as follows:

a) Province of Manitoba funding

Province of Manitoba funding is based on the Province of Manitoba's annual allocation to the Organization and is recorded as revenue on an accrual basis.

b) Program recoupments

Any recovery of principal or return on investment of programs funded is recorded as program recoupments when received.

c) Jump Start program recoupments

Any recovery of principal or return on investment of programs funded under the Jump Start program must be re-invested in the Organization's Market Driven Television Production and Market Driven Feature Film Production financing programs within the fiscal year that the recoupment occurs, if possible. If not possible, recoupments will be deferred to the following fiscal year and recognized as revenue at that time.

Short-term Investments

Short-term investments consist of guaranteed investment certificates held with the Organization's financial institution, and are measured at cost less impairment.

Use of Estimates

The preparation of financial statements in accordance with Canadian public sector accounting standards for not for profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

Financial Instruments

Financial instruments are recorded at fair value when acquired or issued. Cash has been designated to be in the fair value category. All other financial instruments are reported at cost or amortized cost less impairment, if applicable. Financial assets are tested for impairment when changes in circumstances indicate the asset could be impaired. Transaction costs on the acquisition, sale or issue of financial instruments are expensed for those items remeasured at fair value at each balance sheet date and charged to the financial instrument for those measured at amortized cost. Due to the nature of the financial instruments held by Manitoba Film & Sound Recording Development Corporation, there are no unrealized gains or losses, and therefore a statement of remeasurement gains and losses are not required for these financial statements.

Pension Costs and Obligations

The Organization provided pension benefits to its employees.

Employees of the Organization are provided pension benefits by the Civil Service Superannuation Fund (the "Fund"). Under paragraph 6 of the Civil Service Superannuation Act, the Organization is described as a "matching employer" and its contribution toward the pension benefits is limited to matching the employees' contribution to the Fund. The Organization's contribution for the year was \$59,451 (2016 - \$60,049) and is included in employees benefits expense.

1. Nature of the Organization and Summary of Significant Accounting Policies (continued from previous page)

In addition, certain employees of the Organization are entitled to enhanced pension benefits. A pension liability has been established for those employees whose annual earnings exceed the limit under the Civil Service Superannuation Fund Plan. The Organization's payments to eligible employees under the enhanced pension benefits plan for the year were \$Nil (2016 - \$Nil) and are included in the calculation of employees' benefits expense. The cost is actuarially determined using the projected benefit methods and reflects management's best estimate of salary increase and the age at which the employee will retire. The Organization has internally designated its short term investment (see Note 3) to meet its obligation for providing enhanced pension benefits to eligible employees (see Note 10).

2. Cash and Bank

	2017	2016
Cash	\$ 780,743	\$ 546,274
Internally designated cash	1,147,724	967,735
	\$ 1,928,467	\$ 1,514,009

Cash on deposit and internally designated cash earn monthly interest at the Chartered Bank's commercial rates. The Organization has internally designated a portion of its cash as noted above to satisfy commitments made as disclosed in Note 5 for carry-over commitments.

3. Short-term Investment

Short-term investment consists of a guaranteed investment certificate with a maturity date of March 30, 2018, bearing interest at a rate of 0.80% per annum.

4. Capital Assets

	2017		
	Cost	Accumulated Amortization	Net Book Value
Computer equipment	\$ 71,393	\$ 65,783	\$ 5,610
Equipment	10,760	9,313	1,447
Furniture and fixtures	59,378	57,878	1,500
Leasehold improvements	145,609	82,684	62,925
Website	42,413	35,194	7,219
	\$ 329,553	\$ 250,852	\$ 78,701
	2016		
	Cost	Accumulated Amortization	Net Book Value
Computer equipment	\$ 68,008	\$ 61,025	\$ 6,983
Equipment	10,746	8,713	2,033
Furniture and fixtures	59,054	57,079	1,975
Leasehold improvements	145,609	75,404	70,205
Website	42,413	31,069	11,344
	\$ 325,830	\$ 233,290	\$ 92,540

5. Carry-Over Commitments

Due to lead times required to obtain all the resources necessary to complete film, television and music recording projects, the Organization approves applications for funding which may not be disbursed until subsequent fiscal periods. Particulars of such approved funding in fiscal year ended March 31, 2017 and prior years, which were not fully advanced as at March 31, 2017 are as follows:

	Year of Commitment			Total	
	2016-2017	2015-2016	2014-2015 & Older	2017	2016
Development Financing Programs	\$ 72,223	\$ 8,100	\$ 7,449	\$ 87,772	\$ 44,099
Production Financing Programs	593,455	64,000	230,000	887,455	734,309
Emerging Talent Matching Funds	6,998	3,000	2,900	12,898	24,000
Feature Film Marketing Program	2,400	-	-	2,400	1,200
Access to Markets/Festivals	5,000	-	-	5,000	5,000
	680,076	75,100	240,349	995,525	808,608
Sound Recording Production Fund Level 1	6,641	700	-	7,341	6,965
Sound Recording Production Fund Level 2	53,256	10,503	2,800	66,559	48,721
Sound Recording Production Fund Level 3	-	7,000	3,536	10,536	12,536
Sound Recording Production Fund for Out-of-Province Artists	6,050	400	-	6,450	4,000
Music Video Fund	8,605	-	-	8,605	4,760
Record Product Marketing Fund	28,568	3,000	-	31,568	48,450
Recording Artist Touring Fund	12,040	-	-	12,040	20,695
Music Business Development Fund	3,600	-	-	3,600	7,500
Market Access Fund	5,500	-	-	5,500	5,500
	124,260	21,603	6,336	152,199	159,127
Total Commitments	\$804,336	\$96,703	\$246,685	\$1,147,724	\$967,735

6. Industry Support

The Organization indirectly supports the on-going development of creative talent, business skills and capacity building of various film, television and music recording professionals by providing funding for specific programming administered by organizations such as Manitoba Music, On Screen Manitoba, the National Screen Institute Canada and the Winnipeg Film Group. Programs supported include Access to Markets, Aboriginal Music Program, Features First, Drama Prize, Totally Television, New Voices and WFG First Film, Post Production and Marketing funds.

7. Lease Commitments

The Organization occupies leased premises subject to minimum monthly rent payments until August 2018, plus various equipment leases with quarterly payments until March 2022. Future minimum annual payments are as follows:

2018	\$ 80,533
2019	32,950
2020	8,875
2021	8,307
2022	8,307

8. Program Delivery

Program Delivery also includes the expenses associated with the delivery of the Manitoba Film & Video Production Tax Credit Program ("MTC"). While the value of the MTC does not flow through the Organization, the management of it does and is therefore determined to be worth noting. A total of 120 applications were received for processing during the 2017 fiscal year (2016 - 110).

8. Program Delivery (continued from previous page)

This represents production activity for projects which took place in the current and prior years, in excess of the \$178 million worth of production activity (2016 - \$129 million). The tax credits are subject to approval by the Province of Manitoba. The cost to administer the Program in the fiscal year was approximately \$77,762 (2016 - \$67,194).

9. Capital Management

The Organization's objective when managing capital is to safeguard the entity's ability to continue as a going concern, so that it can continue to provide financial and other assistance to applicants.

The Organization sets the amount of capital in proportion to risk and manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk of characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Organization may decrease expenses or seek other sources of funding.

The Organization manages the following as capital:

	2017	2016
Invested in capital assets	\$ 78,701	\$ 92,540
Unrestricted net assets	794,259	562,617
	\$ 872,960	\$ 655,157

The Organization monitors capital on a quarterly basis, as well as annually, including the Board's input as to the capital management approach to take. There have been no significant changes in the Organization's capital management objectives, policies and processes during the year.

10. Pension Obligations

The Organization measures its accrued enhanced pension benefit obligation as of December 31 each year. The most recent actuarial report was December 31, 2015.

The pension obligation liability at March 31 includes the following components:

	2017	2016
Accrued obligation liability		
Balance, beginning of the year	\$ 72,264	\$ 65,315
Current service costs	5,080	4,943
Interest cost	4,251	4,162
Effect of changes in assumptions	142	840
Experience gain and transitional adjustment	(5,867)	(2,996)
Balance, end of year	\$ 75,870	\$ 72,264

The total expenses related to pension benefits at March 31 include the following components:

	2017	2016
Current service costs	\$ 5,080	\$ 4,943
Interest cost	4,251	4,162
Effect of changes in assumptions	142	840
Experience gain and transitional adjustment	(5,867)	(2,996)
Balance, end of year	\$ 3,606	\$ 6,949

Significant long-term actuarial assumptions used in the December 31, 2015 valuation and in the determination of the March 31, 2017 present value of the accrued pension obligation were:

	2017	2016
Discount rate	6.00%	6.00%
Rate of compensation increase	3.75%	3.75%

These balances are interest-free, payable on demand and have arisen from the sales of product and provision of services referred to above.

11. Program Recoupments

During the year the Organization received total program recoupments of \$236,751 (2016 - \$166,898) of which \$7,479 (2016 - \$2,465) related to the Jump Start program. These Jump Start recoupments were reinvested into new projects during the year.

12. Financial Risk Management

In the normal course of operations, the Organization is exposed to various financial risks. Management's close involvement in the operations allows for the identification of risks and variances from expectations. The Organization does not meaningfully participate in the use of financial instruments to control these risks. The Organization has no designated hedging transactions. The financial risks and management's risk management objectives and policies are as follows:

Credit Risk

Credit risk arises from the possibility that entities that owe funds to the Organization may experience financial difficulty and not be able to fulfill their commitment. The maximum exposure to credit risk is equal to the carrying value of the cash, short term deposits and receivables. The risk has not changed in the year.

Interest Rate Risk

Interest rate risk is the risk that changes in market interest rates may have an effect on the cash flows associated with some financial instruments, known as cash flow risk, or on the fair value of other financial instruments known as interest rate price risk.

The Organization is not exposed to interest rate cash flow risk as the Organization does not have any short term or long term debt. The risk has not changed in the year.

The Organization does not trade in financial instruments and is not exposed to interest rate price risk. The risk has not changed in the year.

Liquidity Risk

Liquidity risk is the risk that the Organization cannot meet its financial obligations associated with financial liabilities in full. The main source of the Organization's liquidity is government funding and various grants used to finance the Organization's operations and is adequate to meet the Organization's financial obligations associated with financial liabilities.

Contractual cash outflows consist of accounts payable that are due within one year.

Liquidity risk may arise from unanticipated expenditures in excess of the financial capability of the Organization. It is management's opinion that the Organization is not exposed to significant liquidity risk from their financial instruments. The risk has not changed in the year.

13. Economic Dependence

The Organization's primary source of income is derived from the Province of Manitoba in the form of an operating grant.

14. Federal Film Screening Initiative

The Organization has participated in a special initiative along with Telefilm Canada to host an "invitation only" red-carpet screening to profile made-in-Manitoba feature films. Telefilm Canada and other partners/sponsors provide financial assistance. The Organization's contribution is minimal. A screening initiative did not occur in the 2016/17 year however the initiative continued in April 2017 and will appear in the operating results for the 2017/18 year.

FOR THE YEAR ENDED MARCH 31

MANITOBA FILM AND SOUND RECORDING DEVELOPMENT CORPORATION — SCHEDULE OF EXPENDITURES

	2017	2016
Corporate Services		
Salaries and benefits	\$ 154,261	\$ 148,291
Operating	72,827	87,141
	227,088	235,432
Federal Film Screening Initiative	-	63,750
Film Commission/Location Services	349,395	398,739
Film and Television Programs		
Development Funding	140,452	143,114
Production Financing	1,596,717	1,453,135
Emerging Talent Matching Funds	34,721	40,000
Feature Film Marketing	20,741	9,000
Jump Start	7,479	2,465
	1,800,110	1,647,714
Industry Support		
Film industry associations	50,000	50,000
Film sponsorships/partnerships	43,574	41,025
Music industry associations	75,000	75,000
Music sponsorship/partnerships	20,500	24,000
	189,074	190,025
Music Programs		
Music Recording Production Levels 1–3	167,785	142,670
Music Business Development Fund	10,549	-
Music Video	47,574	38,750
Record Product Marketing Support	65,320	103,244
Recording Artist Touring Support	248,390	260,336
Sound Recording Production Fund for Out-of-Province Artists	10,350	4,000
Market Access Fund	55,000	55,000
	604,968	604,000
Program Delivery - Film/Television, Tax Credits and Music Programs		
Salaries and benefits	535,459	524,926
Operating	212,151	182,828
	747,610	707,754
Total expenditures	\$ 3,918,245	\$ 3,847,414



**Manitoba Film & Music
2016/2017 Annual Report**

410-93 Lombard Avenue
Winnipeg, MB R3B 3B1

Tel: 204.947.2040
Email: explore@mbfilmmusic.ca

mbfilmmusic.ca
[@MBFilmMusic](https://www.instagram.com/MBFilmMusic)