



ТРЯНС

ФОБМ

Annual
Report
2022-23

ВТИОН



MANITOBA | MUSIQUE
FILM & ET FILM
MUSIC | MANITOBA



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COVER IMAGES

TOP: *Little Bird, Ep. 103*, photographer: Steve Ackerman
Patti Little Bird (Ellyn Jade)

BOTTOM: *The Sorels*

MFM





Field Guide

LETTER OF TRANSMITTAL

Dear Minister Khan,
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 Development Corporation for the fiscal year ended March 31, 2023.

Respectfully submitted,

Gary Senft

“WHAT WE HAVE HEARD IS THE DEPTH OF MANITOBA FILM & MUSIC AS AN INTEGRAL PART OF MANITOBA’S FILM AND MUSIC INDUSTRIES.”



MESSAGE FROM THE CHAIR

A reason for optimism as our industries adapt and transform

Since my appointment to the board as chair in the fall of last year, my fellow board members and I have had the opportunity to do a lot of listening and learning. What we have heard is the depth of Manitoba Film & Music as an integral part of Manitoba’s film and music industries. What we have learned is that there is a great opportunity to advance economic activity in these industries and, thereby, help facilitate and inspire creative and meaningful opportunities for Manitobans. I would like to thank the board for helping to drive this work as we move toward what looks like a very promising future.

In addition to our current board members, I would like to thank the former board chair, Dan Donahue, for his dedication and years of service to the board. Dan is a pillar of the music industry, and he kept his eye firmly on the future as the industries weathered both changes in technology and the impacts of the pandemic. Dan took faith in the resilience of the two industries and helped to see them through some difficult times.

The board’s learning process has been supported by the interim CEO, Rod Bruinooge. Rod has brought stability to MFM and advanced the work of the agency in a number of important areas. He is supported by a passionate and dedicated staff who are responsible for the important day-to-day business of MFM.

Important achievements during the year include the direct flight to L.A. supported by WestJet and the Manitoba government. The inaugural flight acted as a catalyst for a Manitoba delegation to Los Angeles to meet with film industry leaders. I was fortunate to attend and participate in the many meetings with major and smaller studios. I can report firsthand that Manitoba is on the map, and not just for its globally

competitive tax credits and its varied terrain and diverse cityscapes. Studios recognize the strong professional work ethic of Manitoba crew and the creative environment found here. A number of studios expressed a keen interest in better understanding the human diversity in Manitoba. This interest is and will lead to a number of familiarization tours and scouts that will showcase our province and all it has to offer, including the northern regions and our diverse ethnic and Indigenous communities.

As the music industry saw things revert to pre-Covid times, we join them in celebrating the many successes within the music scene this past year. One notable event is the shout-out The Bros. Landreth received at the Grammy Awards by Bonnie Raitt, as she thanked the brothers for writing the “kick-ass song,” Made up Mind.

On the film front, the drama series “Little Bird” took home the coveted Audience Award at the 2023 Series Mania Festival in Lille.

We appreciate the support of the Manitoba government as we work together to further harness the opportunities for growth that the film and music industries offer. Key to this will be the continued development of the workforce needed to support this growth.

The board looks forward to the year ahead with optimism.

Gary Senft

MESSAGE FROM THE INTERIM CEO

What a difference a year makes: Transformation

The 2022-23 fiscal year proved to be a transformational one for Manitoba Film & Music (MFM). The end of the fiscal year meant that I had completed a full year as interim CEO and film commissioner and the agency tackled many new initiatives during this period.

One of the first projects undertaken was to set up a separate film commission office, whose main goal was, and is, to promote Manitoba as a filming destination and to service foreign productions in the province. By expanding the team to focus on this work, and implementing several complementary initiatives, MFM secured more location scouts than ever before, ensuring a steady stream of productions going forward, following a banner year of post-COVID pent-up production demand.

In tandem, I also democratized our internal decision structures for better productivity and results, enabling our team to do its best work quicker and with less interference. Renewing collaboration with all our partners was also of prime importance to me, as I believe in the servant leadership philosophical approach to management.

Along with these internal structural changes, we also embarked on a year-long project to launch a custom online funding application portal that modernizes and transforms our systems and procedures. This portal recently launched and allows those looking for financing to keep track of application status, outstanding paperwork and when funds are released.

As the agency revolutionized so, too, did our industries and the businesses that impact them. The music industry, for instance, saw touring and live festivals return in full force, but the pandemic has meant that online engagement has become even more prevalent, with content creation seen as an economical way to engage with and build audiences.

A new direct flight from Winnipeg to Los Angeles was announced by WestJet and we held a press conference to launch the flight, a potential game changer for both the film and music industries. With the launch of these flights, MFM led the largest film industry economic mission to LA to date. Meetings with studio executives—with representation from all areas of the province's film community attending as well as government and business leaders—proved to be immediately fruitful, with productions confirmed shortly after the group's return.



Around this trade mission, we ran a takeover advertising campaign for the first time. Running ads in trade publications *Variety*, *The Hollywood Reporter* and *Deadline* during the American Film Market showed immediate ROI, with scouts booked through the spring of 2023. In fact, we have had thirteen location scouts since the ad campaign and LA mission took place in November 2022, with more on the horizon. As a comparison, 2019 had thirteen scouts in total, 2020 had five, six took place in 2021 and 2022 saw eleven.

With Manitoba Music, MFM also led a delegation of local music artists to LA to showcase the immense talent we have in the province, to partner with LA-based songwriters and network with industry executives. The feedback was tremendous, highlighting the possibility that careers can be transformed by a single performance or meeting.

As well, Big Sky Studios opened its purpose-built production space, meaning MFM can work to attract larger projects to the province.

A new board of directors, new flights, new studio space and new players are continuing to change the landscape and transform the local film and music industries and the way we do business. It has been my privilege to work with all of you and the talented team at Manitoba Film & Music. I look forward to taking an active role in continuing to transform the industries we love.



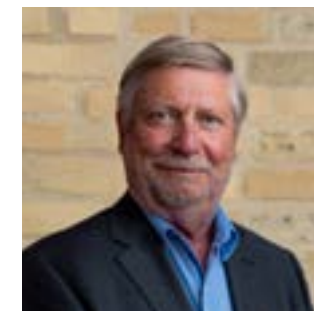
Rod Bruinooge

“New flights, new studio space and new players are continuing to change the landscape and transform the local film and music industries and the way we do business.”



BOARD OF DIRECTORS

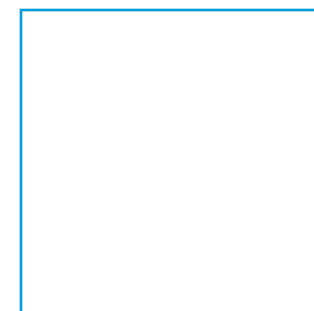
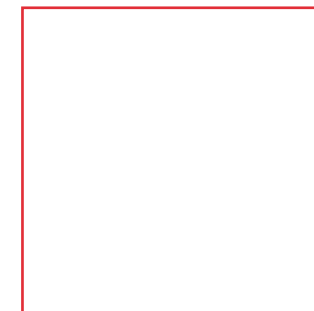
Gary Senft—Chair



Leslie Dornan—Vice-chair



Kevin Donnelly



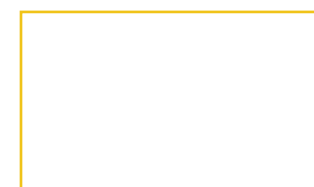
Debbie Schween



Carter Chen



Scott Baldwin



MANITOBA FILM & MUSIC TEAM

Agency staff

Rod Bruinooge
CEO & Film Commissioner (interim)

Kevin Gabriel
Chief Operating Officer

Janice Tober
Director of Marketing & Communications

Film commission services

Louise O'Brien-Moran
VP of Production & Deputy Film Commissioner

Andrew Gallinger
Manager of Film Commission Services

Ritvick Mehra (since June 2022)
Film Commission Services Officer

Film financing and tax credits

Brian Clasper
Director of Film Financing & Tax Credits

Tyson Poshtar
Tax Credit & Deeming Analyst

Iriny Shenoda (since Nov. 2022)
Business Affairs Analyst, Film Programs

Music

Stephen Carroll
Director of Music Programs

Bonnie Seidel
Coordinator of Music Programs

Agency staff

Film commission services

Film financing and tax credits

Music



Grand Frère



MFM SUPPORTS
MANITOBA FILM
AND MUSIC
THROUGH OUR
OBJECTIVES,
WHICH ARE TO
CREATE,
STIMULATE,
EMPLOY AND
INVEST



The Sorels

WHAT HAPPENED THIS YEAR

Film

87

productions produced in Manitoba

- Project ownership
- 47% Manitoban
 - 46% non-Manitoban (Canadian or international)
 - 7% shared

Over **1,900** shooting days in Manitoba of which **35%** occurred in **40** rural locations

25

 feature films and movies for TV produced

Manitoba actors accounted for 79% of total Canadian cast

4000

hours of content produced (approximately)

71

 hours subsidized through Manitoba Film & Music investment (approx.)

Business generated for **31** Manitoba production companies

Film commission fielded **441** inquiries and provided **195** location packages

Music

4,162 days

of employment for **463** Manitobans and **79** companies

211

program applications received

165

applications funded

Out of **165** funded applications, **119** artists or persons employed on applications self-identified as being Francophone, Indigenous or in a cultural minority

29 award nominations and **six** wins

856

 live concerts

108

supported tours

- 63 in Canada
- 32 in USA
- 11 in EU
- 2 in Asia



LA film trade mission

HOW WE DID IT

Film commission

Promote the province globally as a film and TV destination

Respond to inquiries regarding Manitoba's crews, talent, tax credit, infrastructure and locations

Resolve issues and obstacles that occur during onsite production

Secure inward investment to Manitoba

Film financing & tax credits

Manage funding programs that support Manitoba's film industry

Administer the Manitoba Film & Video Production Tax Credit

Steward the deeming provision in collaboration with stakeholders

Invest in co-productions that employ Manitobans

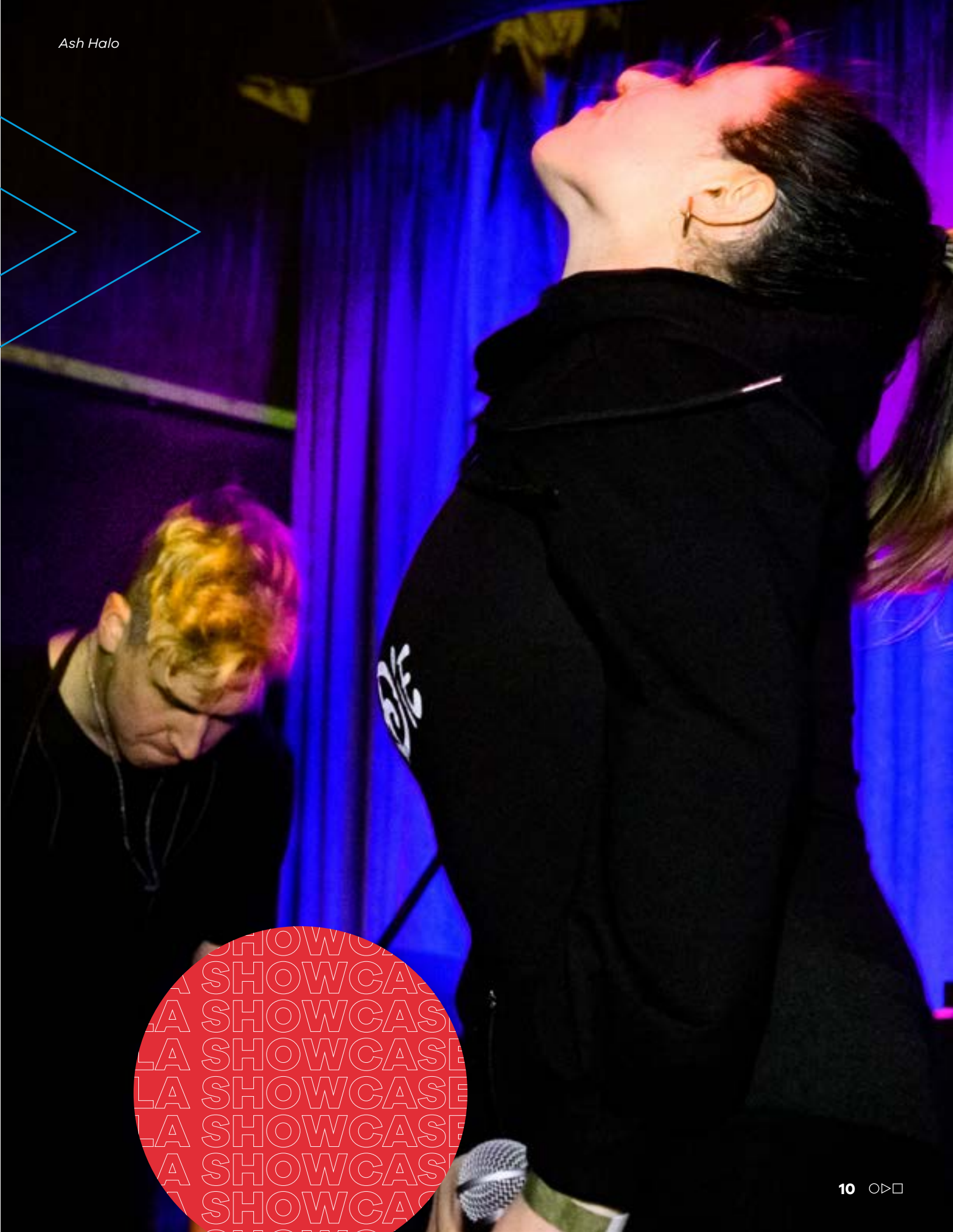
Music

Promote recording artists and music companies

Support the province's music industry through the delivery of funding programs

Advocate on key industry topics

Leverage successes to help create jobs, intellectual property, cultural enrichment and economic activity





WHO WE SUPPORTED AND MARKETS ATTENDED

Film

- ACTRA Manitoba Awards Gala
- All Access
- Cannes Film Festival
- Cinemanía
- CMPA Prime Time
- European Film Market/Berlinale Film Festival
- FascinAsian Film Festival
- Freeze Frame
- Get On Set Manitoba
- Gimli International Film Festival
- Indigenous Film Summit
- MIPCOM
- NSI Art of Business Management, Indigenous Edition
- NSI IndigiDocs

- NSI Series Incubator
- Stand! Industry Screening
- Sunny Side of the Doc
- Winnipeg Film Group First Film, Postproduction and Marketing Fund

Music

- BreakOut West
- CIMA Come Together
- Festival du Voyageur
- Manito Ahbee
- Manitoba Country Music Awards
- Manitoba Music Indigenous Music Development Program
- Manitoba Music Market Access Fund
- TD Winnipeg International Jazz Festival
- Winnipeg Folk Festival

WHO HELPED US: OUR PARTNERS

There are many national associations and private and public funding agencies we work with on a regular basis to ensure our film and music industries have a shared voice and collective support to grow.

- Academy of Canadian Cinema & Television**
- Association of Provincial and Territorial Funding Agencies**
- Black Screen Office**
- Canadian Independent Music Association**
- Canada Media Fund**
- Canadian Media Producers Association**
- Canadian Academy of Recording Arts and Sciences (CARAS)**
- Indigenous Screen Office**
- National Screen Institute**
- Telefilm Canada**

We also work with government partners and industry associations to help meet the needs of our clients.

- ACTRA Manitoba**
- City of Winnipeg, Film and Special Events Office**
- DOC Manitoba**
- DGC Manitoba**
- Film Training Manitoba**
- IATSE 856**
- ICG 669**
- Indigenous Film Collective**
- Manitoba Music**
- Manitoba Sport, Culture and Heritage**
- On Screen Manitoba**
- Winnipeg Film Group**



A YEAR OF TRANSFORMATION

Film highlights

Film commission office opens

Very early in the year, a separate office was opened to house the film commission. It opened to little fanfare but has proved to transform the way we work. We expanded staff to include a much-needed third body, allowing us to increase the number of scouts we can host and productions we can service. We also gained more flexibility to market our province outside of our borders. Domestic production and local producers are the bones of our business, and international service productions add meat to those bones.

Expanding to meet demand

The 2022-23 fiscal year was arguably the most transformative period in 25 years for Manitoba's film industry with the introduction of additional infrastructure (187,000 sq. ft. of studio facilities developed and managed by Big Sky Studios) in tandem with the announcement of a direct flight between Los Angeles and Winnipeg through WestJet. The airline currently offers two flights a week but, based on reported flight loads, we are hopeful the frequency will increase. Big Sky Studios was in its final stages of completion in January when it welcomed its first production, *Psycho Killer*, directed by Gavin Polone.

“We couldn’t imagine making a series without the support of MFM to bring together our creators, talent, crew and locations here in Manitoba, Treaty 1 territory.”

Tina Keeper and Phyllis Laing
Kistikan Pictures Inc.

Positioning Manitoba as an elite filming destination

To herald the importance of these new infrastructure assets, interim CEO & film commissioner Rod Bruinooge initiated the first full trade mission in 20 years to coincide with the inaugural LA flight. The mission included over 20 representatives from various stakeholders and dovetailed with LA's American Film Market. It included a full slate of meetings with Disney, Sony, Lionsgate, Amblin, Amazon, Netflix and independent production companies. In addition to a networking event at the Montrose Hotel that was attended by visiting AFM delegates, we also hosted an industry evening at the Canadian Consul-General's residence.

After the official trade mission wrapped, MFM was asked to present to the Motion Picture Association of America—by invitation only—and that meeting was attended by the heads of physical production for Sony, Fox, Paramount, Warner Brothers, HBO and Disney. During the meeting Dan Brickman spoke glowingly of his Manitoba experience on “Tales from the Loop,” all of which initiated requests for FAM tours.

Indigenous series transform local content

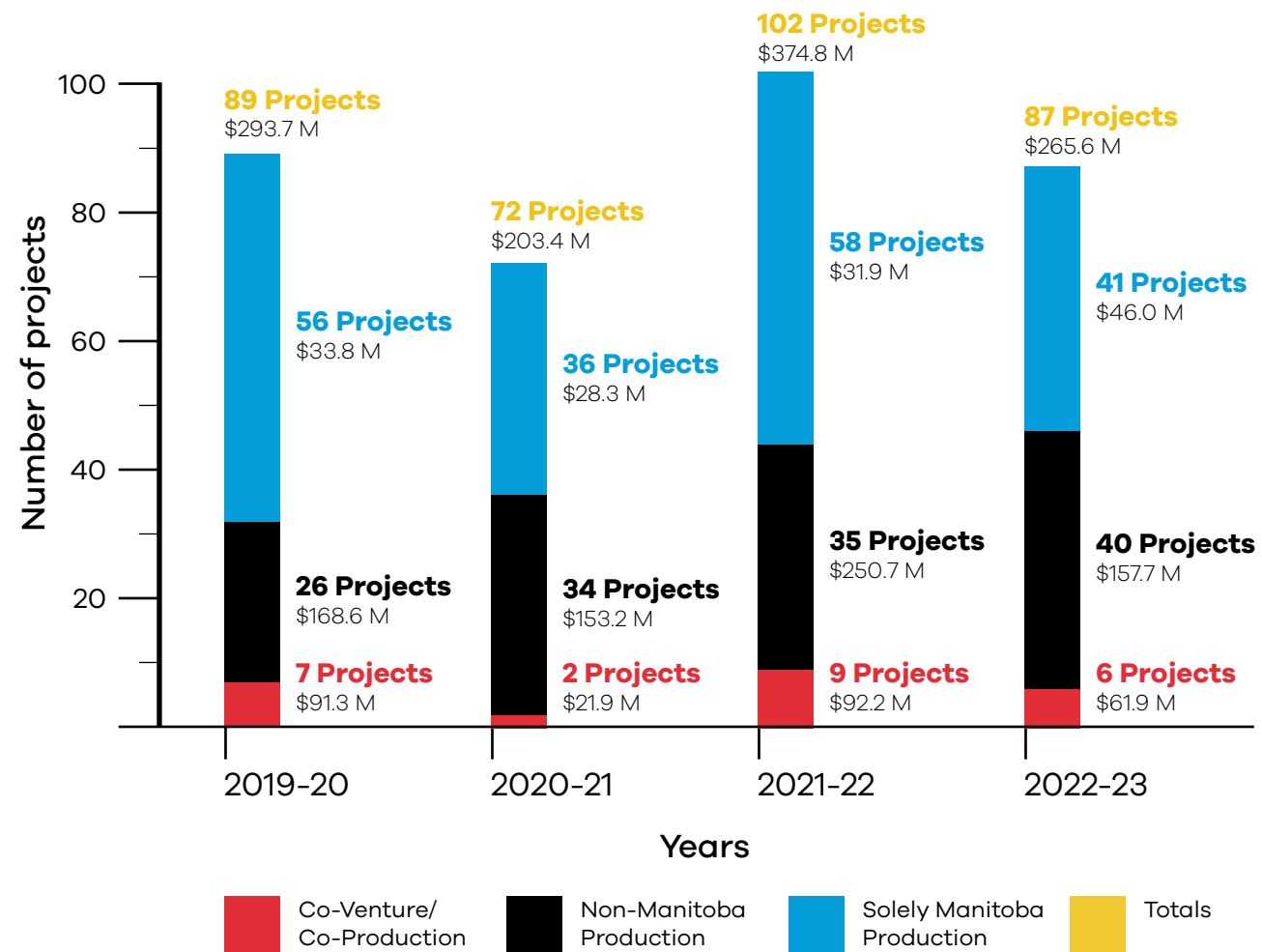
Fiscal year 2022-2023 was a groundbreaking year for Indigenous-led series production, with “Acting Good” and “Little Bird” showcasing the tremendous talent of Manitoba writers, directors, producers and actors as well as crew behind the camera. “Acting Good” was picked up for a second season and limited series “Little Bird” was the only English Canadian production selected for Series Mania, a global market and festival in Lille, France, where it won the Audience Award for Best Series. Manitoba Film & Music's investment in this project was critical to it being realized.

Beyond borders, beyond languages

This last fiscal year was also the first time MFM took part in Cinemania, a French film festival in Montreal. Considered to be the most important festival showcasing Francophone productions in North America, Manitoba was highlighted as part of Cinemania 2022. From meetings that took place during the event, MFM secured two productions from Quebec.

FILM AND TELEVISION PRODUCTION VOLUME

Total global production budgets in the 2022-23 fiscal year: \$266 million



NOTE: These figures represent film and television production activity reported as of fiscal year ending March 31, 2023.



FILM AND TELEVISION FINANCING SUPPORT

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

During the fiscal year, seven applications were approved for a total investment of \$58,075. The combined budget for these projects totaled \$263,882.

APPLICANT	PROJECT	FUNDING
7585421 Manitoba Inc.	A Life Worth Living	3,500
Buffalo Gal Pictures Development Inc.	Boob Job	12,000
White Bear Films Inc.	Coppermine	12,000
Zoot Pictures Inc.	Final Days of the Maya	5,000
4Head Films Inc.	Le Milieu	12,000
Zoot Pictures Inc.	The Lost World	5,000
Buffalo Gal Pictures Inc.	Winners of Us All	8,575

FILM AND TELEVISION FINANCING SUPPORT

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

During the fiscal year, 11 applications were approved for a total investment of \$1,740,000. The combined budget for these projects totaled \$42,857,598.

APPLICANT	PROJECT	FUNDING
1989 Movie Manitoba Inc.	1989	500,000
AU Season One Inc.	Almost Unsolved	75,000
DOTP Season One Inc.	Death of the Party	50,000
Frantic Manitoba Productions Inc.	Don't Even	400,000
KOK Manitoba Inc.	King of Killers	100,000
Levels Productions MB Inc.	Levels	125,000
Olive House Films MB Inc.	Olive House	150,000
Bog People Season One Inc.	Secrets of the Bog People	80,000
DNA Productions Inc.	Secrets, Lies and DNA Ties	75,000
SGT Fruit Fly MB Films Inc.	Sgt. Fruit Fly	60,000
True Story Season One Inc.	True Story Season One	125,000

Little Bird, Ep. 101

Photographer: Steve Ackerman, L-R: Patti Little Bird (Ellyn Jade), Morris Little Bird (Osawa Muskwa)



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

During the fiscal year, five applications were approved for a total investment of \$28,045. The combined budget for these projects totaled \$110,397.

APPLICANT	PROJECT	FUNDING
Prairie Boy Productions Inc.	Dr. Abby	10,000
Grosvenor Park Inc.	High Stakes	4,850
Interlace Productions Ltd.	Shifting Sands	5,000
Farpoint Films Inc.	Wild Horses	3,945
Snow Angel Films Inc.	Winnipeg Streets	4,250

Grant Program for Emerging Talent and Micro-Budget Production

During the fiscal year, eight applications were approved for a total investment of \$60,062. The combined budget for these projects totaled \$312,099.

APPLICANT	PROJECT	FUNDING
Maria Cristina Laureano	Bumalik (To Go Back)	5,000
Ninis Productions Inc.	Grand Frère	8,000
Nikâwiy Productions	Language Keepers	5,000
Rachel Beaulieu	Mémère	7,000
Prairie Sky Si Fi Club	Small Town Ghost Stories	10,000
Liam Karp	Tattoo	8,500
Endstop & Elsewhere	The Hunter and the Belle Rose	10,000
Quan Luong	The Stand In	6,562

Feature Film Marketing Fund

During the fiscal year, one application was approved for a total investment of \$7,500.

APPLICANT	PROJECT	FUNDING
Lady Lady Pictures Inc.	Polarized	7,500

"Little Bird is a limited series created by, and led by, a team of Indigenous filmmakers. We are deeply grateful to Manitoba Film & Music, the peoples and the government of Manitoba for their support, and for their provincial tax incentive, the Indigenous communities who welcomed us, the incredible crew and the breathtaking landscapes of Sioux Valley Dakota Nation and Treaty 1 territory, including Brokenhead Ojibway Nation, on which we worked."

Tanya Brunel and Jessica Dunn

OP Little Bird



Heartland Homicide



Seeking Fire



Wintertide

FILM AND TELEVISION FINANCING SUPPORT

Access to Markets and Festivals

During the fiscal year, 40 applications were approved for a total investment of \$40,475.

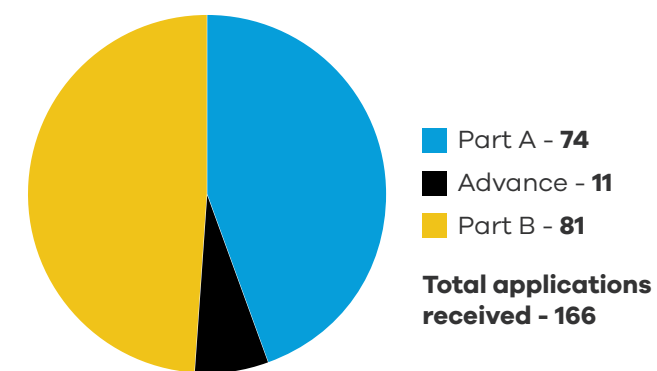
APPLICANT	FUNDING
Black Watch Entertainment Inc. (2)	2,845
Buffalo Gal Pictures Inc. (2)	1,500
Charles Lavack	910
Chris Gaudry	673
Compass Digital Media Ltd.	975
Dijon Media Inc.	830
Elena Sturk-Lussier	753
Eric Peterson	690
Farpoint Films Inc. (3)	3,610
Frantic Films Corporation (2)	1,517
Gabriel Tougas (2)	608
James Dixon	810
Jessica Landry	642
julijette Inc. (2)	3,000
Krahn Communications Inc.	239
Merit Motion Pictures Inc. (3)	4,500
Milos Mitrovic	690
Nishit Joshi	408
Nu Media Films Inc.	1,500
Numan Films Inc.	1,500
Picnic Communications Inc.	804
Red Roots Productions Inc.	1,000
Ritvick Mehra	478
Ryan Steel	1,150
See More Films Entertainment Inc.	1,500
White Bear Films Inc.	1,813
Wookey Films Inc. (2)	2,004
Zoot Pictures Inc. (3)	3,527

FILM AND VIDEO PRODUCTION TAX CREDIT

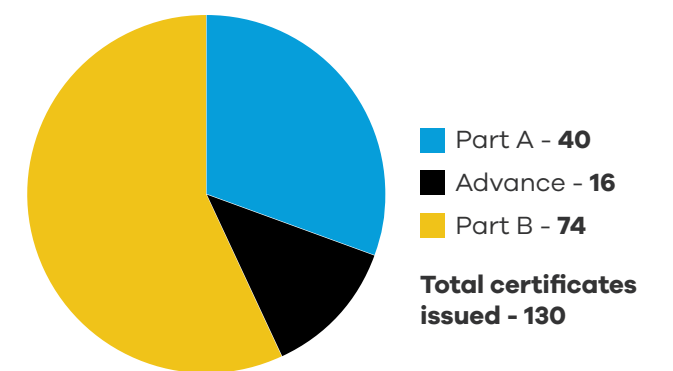
PROJECTS THAT HAVE SUBMITTED TAX CREDIT APPLICATIONS

PROJECT TYPE	NUMBER OF PROJECTS	TOTAL PROJECT BUDGETS
Feature Films	28	\$96,725,981
MOWs	11	\$24,725,774
TV Series/Miniseries	96	\$202,371,813
One-offs	11	\$3,161,541
Others	9	\$244,211
TOTALS	155	\$327,229,320

NUMBER OF TAX CREDIT APPLICATIONS RECEIVED



TAX CREDIT CERTIFICATES ISSUED



Note: Eligible productions have up to 30 months after the end of the taxation year in which principal photography began for Manitoba Film & Music to receive the respective Manitoba Film and Video Production Tax Credit application. Therefore, tax credit applications are not necessarily processed in the same fiscal year that production took place.

A YEAR OF TRANSFORMATION

Music highlights

From group to solo success

After working as a member of the band The Middle Coast/Until Red, **Liam Duncan** took a pause and made a dramatic change in direction. His latest venture is **Boy Golden**, and it has launched his career to a whole new level. Backed by the best musicians in the province, he has been touring across the US and Canada, supported through Manitoba Film & Music's Recording Artists Touring Support program, is signed to an influential record label, Six Shooter Records, and is working on plans for his upcoming MFM-funded release.

Unlimited potential

The Bros Landreth saw their career turn skywards when, at the 2023 Grammy Awards, Bonnie Raitt won Best Roots Performance for her rendition of their song, "Made Up Mind," and recognized them on stage. This was followed shortly after with a Juno win for their MFM-funded album, *Come Morning*. Since that time, the duo has been floating on a cloud and the potential for growth has no limit. MFM is proud to have invested in their careers.

Transforming business

Elise Roller launched **Misfit Music MGMT** in 2021, filling a valuable role in our local music industry in supporting new and upcoming artists, with a focus on breaking talent into larger markets. The company received MFM support through our Business Development program, helping it to get established early on and to then transform the business to support several artists and expand its staff. Elise was recognized as the 2023 Entrepreneur of the Year by Women in Music Canada.

Leading the way

YSN Fab is set to be the next breakout star from Manitoba. His new MFM-funded album is poised for release and the momentum he has built as an indie artist is undeniable. Now, with a larger team behind him and serious industry support, the rap/R&B artist is set to establish himself as the leading light in Canada's music exports.

Mission to LA

MFM embarked on its first music export mission since the pandemic with a trip to Los Angeles after WestJet announced its new LA flights. Working in partnership with Manitoba Music, we brought three of Manitoba's best artists down to LA for a showcase and networking events. The showcase was held at Gold Diggers, right on the Sunset Strip, and was filled with influential music industry players. The artists that showcased—MFM-funded **Begonia**, **Field Guide** and **Ash Halo**—all left with new momentum in the market and new fans in the industry.

"The funding that was given to me by MFM was crucial. I wasn't in the best place financially and a lot of things weren't clicking at the time. But with the help of MFM I was able to stay consistent with my releases, work with top-of-the-line producers, mixing and mastering engineers, and also make tremendous growth."

YSN Fab

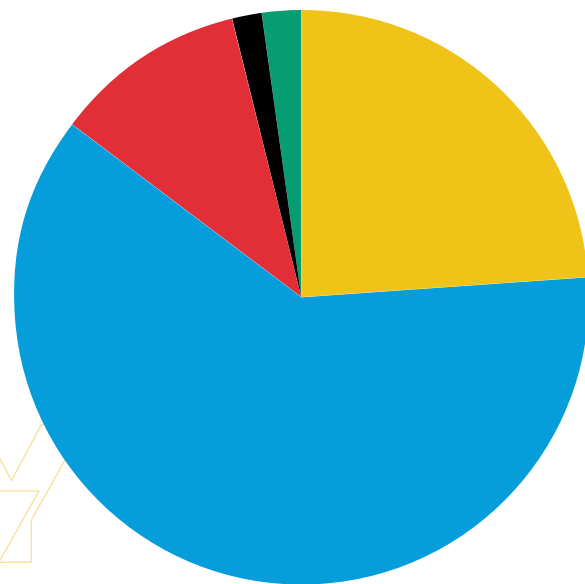


YSN Fab

MUSIC PRODUCTION ACTIVITY

During the 2022-23 fiscal year, Manitoba Film & Music provided \$574,797 in core program funding toward 165 applications. Of these, 33 applicants or persons employed on applications self-identified as Francophone, 25 as Indigenous and 61 as cultural minorities.

As funding for Manitoba artists from other sources is often limited, our investment is the key element of support for the province's emerging as well as established musicians.



Manitoba Film & Music	\$574,797	23.9%
Applicant	\$1,483,231	61.6%
FACTOR/Musicaction	\$260,262	10.8%
Canada Council	\$36,775	1.5%
Other	\$53,280	2.2%
Total	\$2,408,345	100%

“MFM’s funding support for Misfit Music MGMT has gone a long way in alleviating some of the pressures of operating as a small business. It’s allowed us to invest in the training of new professionals in our music sector, creating jobs and increasing our capacity for output which has positively impacted our revenue streams.”

Elise Roller, Misfit Music MGMT

MUSIC FUNDING SUPPORT

Music Video and Viral Video Fund

We provided \$50,460 to 16 acts for 23 separate projects during the fiscal year, with a combined budget totaling \$154,343.

APPLICANT	FUNDING
Apollo Suns	1,500
Ash Halo	3,100
Begonia	5,382
Emma Peterson	1,800
Glassreel	748
JP Hoe	1,200
KEN mode	8,400
Living Hour	3,800
Mise en Scene	1,500
New Wales	830
Noah Derksen	4,000
Petric	3,000
Super Duty Tough Work	1,400
The Bros Landreth	6,000
The Sorels	3,500
Yes We Mystic	4,300



Emma Peterson



Cassidy Mann,
photo by Kiandra Jeffery

MUSIC FUNDING SUPPORT

Record Product Marketing Support Program

We provided \$105,838 to 19 acts for 21 separate projects during the fiscal year, with a combined budget totaling \$286,220.

APPLICANT	FUNDING
Apollo Suns	9,900
Ash Halo	4,000
Cancer Bats	5,000
Comeback Kid	6,985
Del Barber	8,500
Field Guide	7,000
Glassreel	4,500
Indian City	6,000
Jocelyn Gould	7,800
JP Hoe	3,700
KEN mode	9,000
Living Hour	3,000
Nelson Little	2,050
Noah Derksen	6,100
Petric	1,500
Quinton Blair	1,666
Screaming at Traffic	3,900
The Bros Landreth	10,000
The Secret Beach	5,238

Recording Artist Touring Support Program

We provided \$237,772 to 42 acts for 81 separate projects during the fiscal year, with a combined budget totaling \$1,564,398.

APPLICANT	FUNDING
Apollo Suns	23,300
Ash Halo	4,250
Begonia	20,200
Bobby Dove	700
Boy Golden	15,000
Cancer Bats	6,400
Cassidy Mann	1,300
Comeback Kid	11,000
Del Barber	4,100
Desiree Dorion	1,840
Emma Peterson	800
Encore	1,400
Field Guide	15,000
Francine Rachel Group	1,250
Haus of Panda	2,950
Jacob Brodovsky	1,040
JayWood	8,100
Jeremie and the Delicious Hounds	3,000
Jocelyn Gould	5,425
Jocelyne Baribeau	2,300
Jonny Moonbeam	500
KEN mode	10,050
Leith Ross	5,000
Little Miss Higgins	2,500
Living Hour	18,587
Mattmac	1,350
Mitchell Makoons	1,000
Mobina Galore	7,800
Noah Derksen	3,490
Petric	1,700
Raine Hamilton	1,540
Royal Canoe	4,550
Screaming at Traffic	1,100
Slow Leaves	1,400
Super Duty Tough Work	2,400
Sweet Alibi	10,900
The Bros Landreth	6,550
The Secret Beach	9,500
Tunic	14,100
Tyler Del Pino	1,350
Vagina Witchcraft	2,400
Veneer	650



Music Recording Production Fund

We provided \$138,975 to 27 Level 1 and 2 music recording projects during the fiscal year, with a combined budget totaling \$320,992.

LEVEL 1

APPLICANT	FUNDING
Alex Eastman	2,000
Apollo Suns	2,000
Ash Halo	3,000
Blondal	1,850
Evan Reeve	1,725
Fahjah	2,300
Fire and Smoke	2,550
French Class	3,000
Haus of Panda	2,550
Kwiat	2,550
Marco Castillo	3,000
Petric	3,000
Shay Wolf	3,000
Slow Spirit	2,550
Vikings	3,000

LEVEL 2

APPLICANT	FUNDING
Andrew O	8,500
Anthony OKS	8,500
Cassidy Mann	8,500
Chuck Copenace	8,500
Danielle Savard	10,000
Encore	7,500
Jon Gordon	8,500
Lana Winterhalt	8,500
Leaf Rapids	9,000
Micah et Madame Diva	6,900
Slow Leaves	8,500
YSN Fab	8,000



Music Recording Production Fund for Out-of-Province Artists

We provided \$2,550 to one act during the fiscal year, with a budget totaling \$4,492.

APPLICANT	FUNDING
Sarah Jickling	2,550

Music Business Development Fund

We provided \$30,000 to two companies during the fiscal year, with a combined budget totaling \$59,400.

APPLICANT	FUNDING
Birthday Cake Media Inc.	15,000
Misfit Music MGMT	15,000

DISCLOSURES

THE CORPORATION

The Manitoba Film and Sound Recording Development Corporation, known as Manitoba Film & Music, is a statutory corporation of government proclaimed under the Manitoba Film and Sound Recording Development Corporation Act funded by the Province of Manitoba through Manitoba Sport, Culture and Heritage.

The management of Manitoba Film & Music reports directly to the board of directors appointed by the Lieutenant Governor in Council.

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 legislations; 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, 2023.

FINANCIAL STATEMENTS

FOR THE YEAR ENDED MARCH 31, 2023

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MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The accompanying financial statements are the responsibility of the management of **Manitoba Film and Sound Recording Development Corporation** and have been prepared in accordance with Canadian public sector accounting standards. In management's opinion, the financial statements have been properly prepared within reasonable limits of materiality, incorporating management's best judgment regarding all necessary estimates and all other data available to the audit report date.

Management maintains internal controls to properly safeguard the assets and to provide reasonable assurance that the books and records from which the financial statements are derived accurately reflect all transactions and that established policies and procedures are followed.

The responsibility of the external audit is to express an independent opinion on whether the financial statements of **Manitoba Film and Sound Recording Development Corporation** and are fairly represented in accordance with Canadian public sector accounting standards. The Independent Auditor's Report outlines the scope of the audit examination and provides the audit opinion.

On behalf of management

Manitoba Film and Sound Recording Development Corporation



Rod Bruinooge
Interim Chief Executive Officer

May 25, 2023



Kevin Gabriel
Chief Operating Officer

INDEPENDENT AUDITOR'S REPORT



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BDO Canada LLP
201 Portage Avenue - 26th Floor
Winnipeg MB R3B 3K6 Canada

To the Board of Directors of **Manitoba Film and Sound Recording Development Corporation**

Opinion

We have audited the financial statements of Manitoba Film and Sound Recording Development Corporation (the "Organization") which comprise the statement of financial position as at March 31, 2023, and the statement of operations and accumulated surplus, changes in net financial assets, and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Organization as at March 31, 2023 and the results of its operations, its changes in net financial assets and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

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 Auditor's 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.

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

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

In preparing the financial statements, management is responsible for assessing 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 AUDITOR'S REPORT

Auditor's 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 auditor's 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 auditor's 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 auditor's 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.

BDO Canada LLP

Chartered Professional Accountants
Winnipeg, Manitoba
May 25, 2023

STATEMENT OF FINANCIAL POSITION

March 31	2023	2022
Financial assets		
Cash and bank (Note 3)	\$ 3,566,467	\$ 4,225,228
Portfolio investment (Note 4)	113,462	128,816
Accounts receivable	344	-
	3,680,273	4,354,044
Liabilities		
Accounts payable and accruals	73,631	43,332
Employee future benefits (Note 5)	113,462	128,816
Carry-over commitments (Note 6)	2,808,678	3,380,772
Deferred revenue	-	-
	2,995,771	3,552,920
Net financial assets	684,502	801,124
Non-financial assets		
Prepaid expenses	75,072	78,843
Tangible capital assets (Note 7)	198,579	61,857
	273,651	140,700
Accumulated surplus	\$ 958,153	\$ 941,824

Approved on behalf of the Board:

Carter Chen

Director

[Signature]

Director

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

STATEMENT OF OPERATIONS AND ACCUMULATED SURPLUS

For the year ended March 31	2023	2023	2022
	Budget	Actual	Actual
Revenue			
Province of Manitoba (Note 8)	\$ 3,582,600	\$ 3,582,800	\$ 4,332,800
Other	85,000	275,646	88,161
	<u>3,667,600</u>	<u>3,858,446</u>	<u>4,420,961</u>
Expenditures (Schedule)			
Corporate services	291,365	268,722	244,805
Film commission/location services	434,163	612,047	350,975
Film and television programs	1,669,215	1,866,818	2,744,337
Industry support	220,000	218,125	186,221
Music programs	462,160	552,919	1,296,124
Program delivery - film/television, tax credits and music programs (Note 9)	890,697	831,595	768,338
	<u>3,967,600</u>	<u>4,350,226</u>	<u>5,590,800</u>
Deficiency of revenue over expenditures before program recoupments	(300,000)	(491,780)	(1,169,839)
Program recoupments (Note 10)	300,000	508,109	1,256,270
Annual surplus (Note 11)	\$ -	16,329	86,431
Accumulated surplus, beginning of year		941,824	855,393
Accumulated surplus, end of year		\$ 958,153	\$ 941,824

STATEMENT OF CHANGES IN NET FINANCIAL ASSETS

For the year ended March 31	2023	2023	2022
	Budget	Actual	Actual
Annual surplus	\$ -	\$ 16,329	\$ 86,431
Acquisition of tangible capital assets	-	(200,667)	(7,797)
Disposal of tangible capital assets	-	-	1,393
Amortization of tangible capital assets	60,000	63,944	25,359
Increase in prepaid expense	-	3,772	33,970
Increase (decrease) in net financial assets	\$ 60,000	(116,622)	139,356
Net financial assets, beginning of year		801,124	661,768
Net financial assets, end of year		\$ 684,502	\$ 801,124

Little Bird screening





STATEMENT OF CASH FLOWS

For the year ended March 31	2023	2022
Cash Flows from Operating Activities		
Annual surplus	\$ 16,329	\$ 86,431
Amortization capital assets	63,944	25,452
Loss on sale of capital assets	-	225
	80,273	112,108
Changes in non-cash working capital balances		
Accounts receivable	(344)	250,000
Prepaid expenses	3,772	33,970
Accounts payable and accruals	30,299	(369)
Employee future benefits	(15,354)	10,515
Carry-over commitments	(572,094)	1,514,597
Deferred revenue	-	(250,000)
	(473,448)	1,670,821
Cash Flows from Capital Activities		
Purchase of capital assets	(200,667)	(7,797)
Proceeds on sale of capital assets	-	1,075
	(200,667)	(6,722)
Cash Flows from Investing Activities		
Increase (decrease) in portfolio investment	15,354	(10,515)
Increase (decrease) in cash and bank during the year	(658,761)	1,653,584
Cash and bank, beginning of year	4,225,228	2,571,644
Cash and bank, end of year	\$ 3,566,467	\$ 4,225,228

NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

1. Nature of the Organization

Manitoba Film and 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.

2. Summary of Accounting Policies

Basis of Accounting

The financial statements have been prepared in accordance with Canadian public sector accounting standards ("PSAS") as established by the Public Sector Accounting Board, and reflect the following significant accounting policies.

Financial Assets

Accounts receivable are recorded at the lower of cost and net realizable value. An allowance for doubtful accounts is recorded when there is uncertainty whether the amounts will be collected.

Portfolio investments are investments that are capable of reasonably prompt liquidation and are recognized at cost.

Liabilities

Liabilities are present obligations as a result of transactions and events occurring prior to the end of the fiscal year. The settlement of the liabilities will result in the future transfer or use of assets or other form of settlement. Liabilities are recorded at the estimated amount ultimately payable.

Pension benefit costs are determined using the projected benefit method prorated on years of service and based on best estimate assumptions.

NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

2. Summary of Accounting Policies (continued)

Non-financial Assets

- (a) Prepaid expenses are payments for goods or services that will provide economic benefit in future periods. The prepaid amount is recognized as an expense in the year the goods or services are consumed.
- (b) Tangible 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%
 - Database 10%

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

Provincial government transfers for operating purposes are recognized as revenue in the period in which all eligibility criteria and/or stipulations have been met and the amounts are authorized. Any funding received prior to satisfying these conditions are considered unearned until conditions have been met. When revenue is received without eligibility criteria or stipulations, it is recognized when the transfer from the Province of Manitoba is authorized, except when and to the extent the transfer gives rise to an obligation that meets the definition of a liability for the Organization. Any unrestricted contributions or grants are recorded as revenue in the year received or in the years the funds are committed if the amount can be reasonably estimated and collection is reasonably assured. Other revenue are recognized as follows:

- a) Program Recoupments
 - Any recovery of principal or return on investment of programs funded is recorded as program recoupments when received.
- b) 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.

NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

2. Summary of Accounting Policies (continued)

Use of Estimates

The preparation of financial statements in accordance with PSAS 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.

3. Cash and Bank

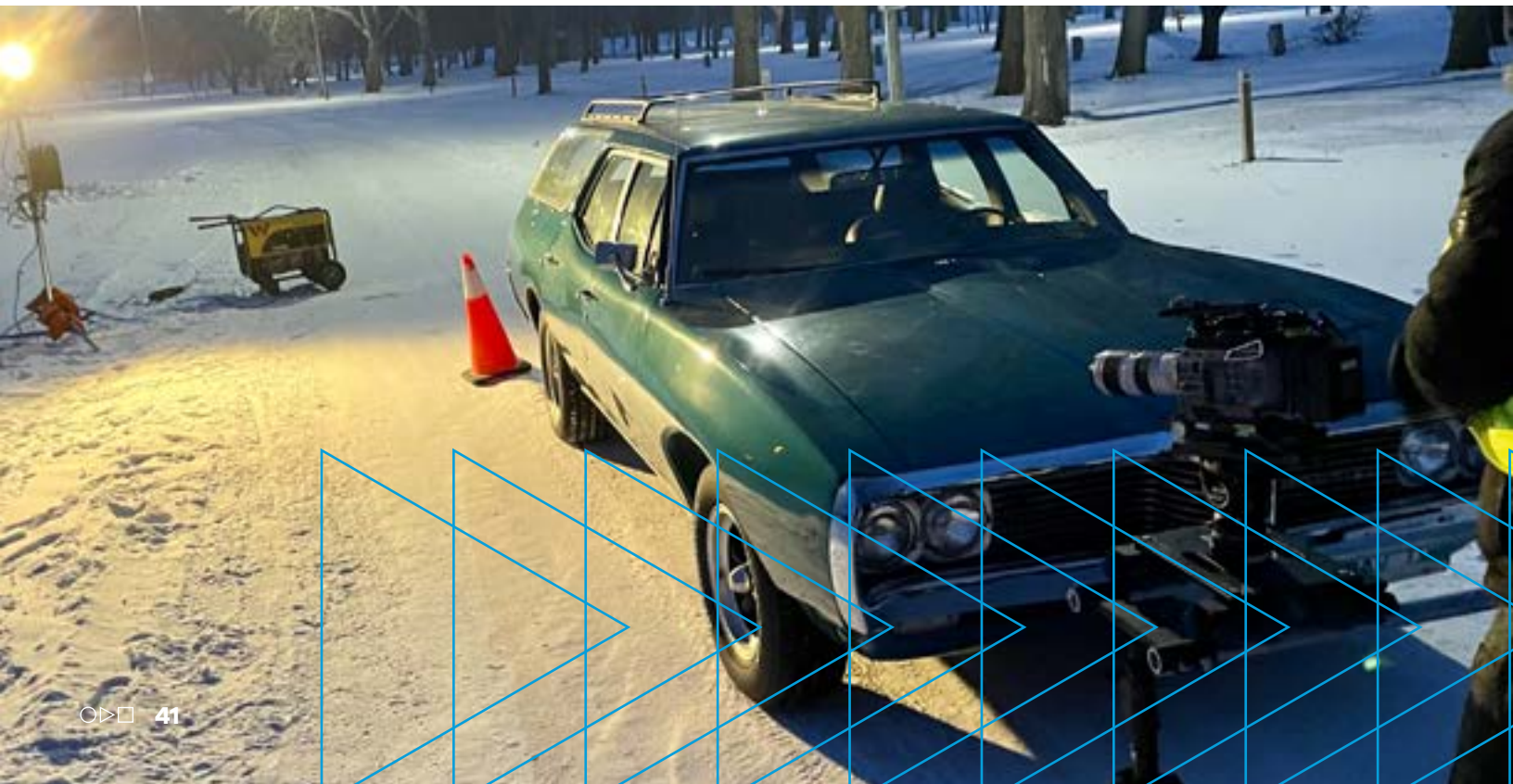
	2023	2022
Cash	\$ 757,789	\$ 844,456
Internally designated cash	2,808,678	3,380,772
	\$ 3,566,467	\$ 4,225,228

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 6 for carry-over commitments.

4. Portfolio Investment

Portfolio investment consists of a guaranteed investment certificate in the amount of \$113,462 with a maturity date of March 22, 2024, bearing interest at a rate of 4.25% per annum.

Almost Unsolved



NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

5. Employee Future Benefits

a) Pension Benefits

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 \$66,185 (\$65,961 2022) and is included in employee benefits expense.

b) Enhanced Pension Benefit Obligation

Certain employees of the Organization may be entitled to enhanced pension benefits. A pension liability has been established for those employees whose annual earnings exceed(ed) the limit under the Civil Service Superannuation Fund Plan. 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/has retire(d). The Organization measures its accrued enhanced pension benefit obligation as of December 31 each year. The most recent actuarial report was December 31, 2021.

The pension obligation liability at March 31 included in accounts payable and accruals includes the following components:

	2023	2022
Accrued obligation liability		
Balance, beginning of the year	\$ 128,816	\$ 118,301
Current service costs	1,123	191
Interest cost	7,407	6,669
Employer benefit payments	(8,268)	(10,552)
Effect of changes in assumptions	1,076	(84)
Experience gain and transitional adjustment	(16,692)	14,291
	\$ 113,462	\$ 128,816

Balance, end of year



Top row L-R: TIFF Manitoba reception, WestJet press conference
Bottom row L-R: Little Bird screening, reception at Canadian Consulate in LA

NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

5. Employee Future Benefits (continued)

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

	2023	2022
Current service costs	\$ 1,123	\$ 191
Interest cost	7,407	6,669
Effect of changes in assumptions	1,076	(84)
Experience gain and transitional adjustment	(16,692)	14,291
Balance, end of year	\$ (7,086)	\$ 21,067

Significant long-term actuarial assumptions used in the December 31, 2021 valuation and in the determination of the March 31, 2023 present value of the accrued pension obligation were:

	2023	2022
Discount rate	5.75%	5.75%
Rate of compensation increase	3.50%	3.50%

The Organization has internally designated its short-term investment (see Note 4) to meet its obligation for providing enhanced pension benefits to eligible employees.

NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

6. 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, 2023 and prior years, which were not fully advanced as at March 31, 2023 are as follows:

	Year of Commitment				
	2022-2023	2021-2022	2020-2021 & Older	2023	2022
Development Financing Programs	\$ 78,120	\$ 34,896	\$ 25,388	\$ 138,404	\$ 170,234
Production Financing Programs	1,323,500	905,837	195,751	2,425,088	2,388,414
Emerging Talent Matching Funds	21,913	4,246	16,995	43,154	59,417
Feature Film Marketing Program	1,500	-	-	1,500	7,600
Access to Markets/Festivals	8,651	-	-	8,651	12,371
	1,433,684	944,979	238,134	2,616,797	2,638,036
Sound Recording Production Fund Level 1	10,670	6,180	2,900	19,750	34,460
Sound Recording Production Fund Level 2	33,960	24,950	18,000	76,910	101,198
Sound Recording Production Fund Level 3	-	7,600	-	7,600	17,000
Sound Recording Production Fund for Out-of-Province Artists	1,020	7,200	3,200	11,420	16,860
Music Video Fund	2,320	-	-	2,320	10,324
Record Product Marketing Fund	20,520	2,540	-	23,060	30,930
Recording Artist Touring Fund	27,321	-	-	27,321	15,664
Music Business Development Fund	12,000	6,000	-	18,000	10,800
Market Access Fund	5,500	-	-	5,500	5,500
Music Sustainability Fund	-	-	-	-	500,000
	113,311	54,470	24,100	191,881	742,736
Total Commitments	\$ 1,546,995	\$ 999,449	\$ 262,234	\$ 2,808,678	\$ 3,380,772

NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

7. Tangible Capital Assets

	2023			
	Opening Balance	Additions	Disposals	Closing Balance
Cost				
Computer equipment	\$ 106,703	\$ 1,628	\$ (1,842)	\$ 106,489
Equipment	12,926	-	(1,135)	11,791
Furniture and fixtures	55,055	1,867	(3,347)	53,575
Leasehold improvements	148,369	13,956	-	162,325
Website / Database	45,445	-	-	45,445
Database (SmartSimple)	-	183,216	-	183,216
	368,499	200,667	(6,324)	562,841
Accumulated Amortization				
Computer equipment	92,264	8,572	(1,842)	98,994
Equipment	9,835	1,195	(1,135)	9,895
Furniture and fixtures	53,798	1,398	(3,347)	51,849
Leasehold improvements	114,886	45,098	-	159,984
Website / Database	35,859	7,681	-	43,540
Database (SmartSimple)	-	-	-	-
	306,642	63,944	(6,324)	364,262
Net book value	\$ 61,857	\$ 136,723	\$ -	\$ 198,579
				2022
	Opening Balance	Additions	Disposals	Closing Balance
Cost				
Computer equipment	\$ 99,958	\$ 7,115	\$ (370)	\$ 106,703
Equipment	12,926	-	-	12,926
Furniture and fixtures	56,078	-	(1,023)	55,055
Leasehold improvements	147,687	682	-	148,369
Website / Database	45,446	-	-	45,446
	362,095	7,797	(1,393)	368,499
Accumulated Amortization				
Computer equipment	83,075	9,231	(42)	92,264
Equipment	8,640	1,195	-	9,835
Furniture and fixtures	52,271	1,578	(51)	53,798
Leasehold improvements	109,302	5,584	-	114,886
Website / Database	27,995	7,864	-	35,859
	281,283	25,452	(93)	306,642
Net book value	\$ 80,812	\$ (17,655)	\$ (1,300)	\$ 61,857

The SmartSimple database addition is in progress, therefore no amortization was taken for the year ended March 31, 2023.

NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

8. Music Sustainability Fund

The \$3,582,800 (\$4,332,800 in 2022) funding from the Province of Manitoba includes \$nil (\$750,000 in 2022) towards sustaining and stimulating the music industry after the impact of the COVID 19 pandemic.

9. 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 nothing. The cost to administer the MTC Program in the fiscal year was approximately \$176,603 (\$113,073 in 2022). A total of 126 projects submitted applications for processing during the 2023 fiscal year (117 in 2022).

10. Program Recoupments

During the year the Organization received total program recoupments of \$508,109 (\$1,256,270 in 2022) of which \$4,223 (\$4,460 in 2022) related to the Jump Start program. These Jump Start recoupments were reinvested into new projects during the year.

11. Budget

The Board approved its operating budget based on planned expenses and the use of unrestricted accumulated surplus to cover any deficit for the year.

12. Industry Support

The Organization indirectly supports the ongoing 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 of Canada and the Winnipeg Film Group.

13. Lease Commitments

The Organization occupies leased premises subject to minimum monthly rent payments until August 2023, plus various equipment leases with quarterly payments until December 2025. Future minimum annual payments are as follows:

2024	\$ 50,883
2025	7,029
2026	5,121

NOTES TO FINANCIAL STATEMENTS

For the year ended March 31, 2023

14. 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, portfolio investment 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 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 and accruals 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.



SCHEDULE OF EXPENDITURES

For the year ended March 31	2023	2023	2022
	Budget	Actual	Actual
Corporate Services			
Salaries and benefits	\$ 185,357	\$ 175,719	\$ 182,647
Operating	106,008	93,003	62,158
	291,365	268,722	244,805
Film Commission/Location Services			
Salaries and benefits	274,488	321,969	260,467
Operating	159,675	290,078	90,508
	434,163	612,047	350,975
Film and Television Programs			
Development Funding	85,000	85,356	167,478
Production Financing	1,524,215	1,720,277	2,522,732
Emerging Talent Matching Funds	50,000	50,062	34,667
Feature Film Marketing	10,000	6,900	15,000
Jump Start	-	4,223	4,460
	1,669,215	1,866,818	2,744,337
Industry Support			
Film industry associations	30,000	38,625	12,971
Film sponsorships/partnerships	36,000	34,500	19,300
Music industry associations	130,000	130,000	130,000
Music sponsorships/partnerships	24,000	15,000	23,950
	220,000	218,125	186,221
Music Programs			
Music Recording Production Levels 1-3	119,160	127,707	237,483
Music Business Development Fund	25,000	30,000	27,000
Music Video	40,000	50,460	58,526
Record Product Marketing Support	65,000	106,672	118,246
Recording Artist Touring Support	195,000	235,732	71,219
Sound Recording Production Fund for Out-of-Province Artists	18,000	2,348	33,650
Music Sustainability fund	-	-	750,000
	462,160	552,919	1,296,124
Program Delivery - Film/Television, Tax Credits and Music Programs			
Salaries and benefits	619,155	571,802	625,294
Operating	271,542	259,793	143,044
	890,697	831,595	768,338
Total expenditures	\$ 3,967,600	\$ 4,350,226	\$ 5,590,800