

Annual Report

2017–2018

FACTOR



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Message from the Chair



Canadian musicians are making an impact and having phenomenal success in and outside of Canada, often with the assistance of Canadian funding organizations. This upcoming year, the Department of Canadian Heritage will commit an additional \$2.5 million in funding to the export of independent Canadian music. Minister Joly, in her cultural policy statement identified FACTOR and our partner Musicaction, as the two key agencies responsible for delivering that support. We appreciate this vote of confidence in our organization and its ability to deliver programming efficiently and effectively.

Last year, FACTOR and Musicaction collaborated on a significant music event in Paris during the annual Fête de la Musique. FACTOR developed music missions to Seattle and Denver in cooperation with Music BC and other MIAs that have proved fruitful for participants and we are excited

to grow them further. FACTOR also created programming for the Hamburg Elbphilharmonie featuring artist Owen Pallett during the popular Reeperbahn conference/festival in Hamburg, Germany. There will be more to come in the 2018-2019 year, starting with Printemps de Bourges in France.

We will also continue to fund the provincial MIAs and our many other partners, and their very successful export programs, both inbound and outbound.

Overall 363+ artists have performed on 3,755+ occasions outside of Canada in the last year with the help of FACTOR funds. Total expenditures on export activity are now at an all-time high. As an industry professional I can attest to the importance of this support for tours and showcases and for marketing our artists and their music abroad on the infinite variety of platforms now available. More importantly, the future will require greater investments if Canadians wish to retain their rights and release their works worldwide. Investments of this kind will ensure that revenues from streaming sales will continue to flow back to Canadians.

Later this year, the FACTOR Board will be undertaking a strategic review of our programs. Managing the export challenges will be an important issue, as will balancing our programs to ensure that all Canadians can have access to our support, whether they are at the beginning of their career or accomplished artists. We encourage our clients and associates to make their views known as we discuss these critical issues. If you have a suggestion or killer idea, I'd love to hear from you as would our FACTOR senior staff. You can contact President, Duncan McKie at duncan.mckie@factor.ca and Communications Officer, Karina Moldovan at karina.moldovan@factor.ca.

It's been a great privilege to serve the industry as FACTOR chair this past year. I would also like to take this opportunity to thank the Board, Duncan and the amazing FACTOR staff for their excellent service, without which none of this success would be possible.

Message from the President



FACTOR operates as the national agency responsible for the management of the English market component of the Canada Music Fund, specifically New Musical Works and Collective Initiatives. In addition, we are entrusted with the distribution of Canadian Content Development support mandated by the CRTC. Overall, we have a budget of \$20 million, about \$17.5 million of which is spent on programs. We are very happy to say that this ratio where no more than 12.5% is spent on overhead has been maintained for the past seven years.

Within that budget, FACTOR addresses an extensive and ever-expanding mandate. We are expected to serve all non-Francophone artists and businesses across Canada. In addition to that if regional and remote communities are not using

our services it is our job to promote the use of these funds in those communities wherever possible. For many years we have enlisted the support of the provincial and territorial MIAs and other private sector organizations to assist in reaching out to underserved communities. We will continue to do so and appreciate their support.

Minister Joly and the government of Canada have also identified two key goals for recipients of public funding. Those are to have a strong outreach program to engage Indigenous musicians and the second is to encourage gender parity in the music industry. We are happy to say we are making progress on both fronts. FACTOR has supported several successful contemporary Indigenous artists including Tanya Tagaq, A Tribe Called Red, the Jerry Cans, nêhiyawak and many more. We are developing partnerships with our embassies and consulates abroad to create showcasing opportunities exclusively for Indigenous artists and entrepreneurs. But we will be doing more.

FACTOR will continue to be an inclusive, merit-based organization. This year we will be developing a FACTOR policy on equity which will include Indigenous artists, women, and Black and People of Colour as well as LGBTQ2S artists. We will be enlisting the assistance of the industry to help us and will move forward with our partners at Canadian Heritage and Musicaction to implement a consistent national policy for our agencies. However, as a start, all recipients of federal funding will be asked to provide a summary of their own policies and practices in the area of equity. This will apply to all FACTOR clients who receive support for their businesses. We will also encourage our clients to meet federal and provincial standards when it comes to equity.

As ever, I would like to thank the Department of Canadian Heritage and Canada's Private Radio Broadcasters for their ongoing support and the Board and staff of FACTOR for their dedication and hard work over the past year.

About the Foundation

We are proud to be a part of a unique cultural initiative that is a model of public-private cooperation.



Alvvays – Jess Baumung

FACTOR, the Foundation Assisting Canadian Talent on Recordings, was founded in 1982 and is one of the most significant sources of financial assistance offered to help sustain and grow the independent Canadian music industry.

As a private non-profit organization, FACTOR is dedicated to providing assistance toward the growth and development of the Canadian music industry. The foundation administers contributions from private radio broadcasters as well as

two components of the Department of Canadian Heritage’s Canada Music Fund. FACTOR has been managing federal funds since the inception of the Sound Recording Development Program in 1986 (now known as the Canada Music Fund).

Support is provided to Canadian recording artists, songwriters, managers, labels, publishers, event producers and distributors through various programs, at every stage of their careers. FACTOR supports many facets of the infrastructure

for artists and music entrepreneurs to progress into the international arena. Canada has an abundance of talent competing nationally and internationally and FACTOR’s sponsors can be very proud that through their generous contributions they have created so many success stories.

We are proud to be a part of a unique cultural initiative that is a model of public-private cooperation.



Sean Leon – Luis Mora

Staff

FACTOR has twenty staff across four departments.

Operations

- Duncan McKie

President
- Phil Gumbley

Director of Operations
- Megan Jones

Business Operations Specialist
- Danitza Nolasco

IT Manager
- Tia Gordon

Office Coordinator & Outreach Assistant

Communications

- Karina Moldovan

Communications & Stakeholder Relations Officer
- Anastasiia Danylova

Communications Assistant

Accounting

- Marina Anianova

Accounting Manager

Client Services

- Angela Fex

Manager
- Eryka MacLean

Assistant Manager
- Evelyn Cream

Manager, Collective Initiatives
- Taiwo Bah

Sponsorship & Outreach Project Coordinator
- Beth Hamill

Senior Project Coordinator
- Erin Kiyonaga

Senior Project Coordinator
- Angela Kozak

Project Coordinator
- Derek Wilson

Project Coordinator

- Geoff Stairs

Project Coordinator

- Jeff Hayward

Project Coordinator

- Lindsey Van De Keere

Project Coordinator

- Jeremy Klaver

Jury Supervisor

FACTOR would like to thank Allison Outhit, Chudi Harris, and Gabrielle Rubaine for their contributions to FACTOR during the fiscal year.

Board of Directors

FACTOR’s Board of Directors is made up of eleven individuals.

Current Board Members

- Meghan Symsyk, Chair

MMF Appointee
Vice President International Marketing and Management, eOne

- Steve Parsons, Vice-Chair

Newcap/CAB Appointee
General Manager/Operations Manager Boom 97.3 / 93-5 The Move
National Director of Programming, Newcap Radio

- Justin West, Treasurer

CIMA Appointee
President, Secret City Records

- John Lewis, Secretary

Independent Private Radio
Sr. Vice President, Programming and Operations, SiriusXM Canada

- Julien Paquin

Elected Member, Independent Music
President, Paquin Artists Agency

- Ross MacLeod

CORUS Appointee
Program Director, 102.1 The Edge

- Adam Thompson

Rogers Appointee
Program Director, SONiC Edmonton

- Tim Potocic

CIMA Appointee
Co-Owner, Sonic Unyon

- Amy Eligh

CMPA Appointee
Director, Publishing & Licensing, Arts & Crafts Publishing

- Sarah Cummings

Bell Media Appointee
CHUM FM Program Director, Regional Program Director Ontario & Atlantic Canada

- Andrina Turenne

Elected Member, Independent Artists
Artist

- Duff Roman

Director Emeritus
President & CEO, Duff Roman Media Inc.

- Scott Long

Observer, Chair of National
Advisory Board
Executive Director, Music Nova Scotia

We would like to thank Lenore Gibson and Mark Jowett for their contributions to FACTOR this year.

FACTOR’s Board of Directors is made up of eleven individuals, of which six are representatives of the Canadian music industry, and five are members of Canada’s private radio broadcasters.

Board members are limited to a two-year term to serve on the Board and can serve a maximum of three terms. This by-law was adopted in 2007 to ensure Board rotation.

FACTOR has a Director Emeritus, Duff Roman, who is also the founding President of the organization. He has remained an active supporter and builder of FACTOR throughout its history and the Board and staff of FACTOR are honoured to have an individual of his expertise and experience providing on-going guidance.

National Advisory Board



Lido Pimienta – Jennifer Hyc

We’d like to thank each member of our National Advisory Board for their hard work over the last year.

FACTOR’s National Advisory Board (NAB) comprises provincial and territorial music industry associations and organizations throughout the country that serve the interests of Canadian artists. The NAB’s purpose is twofold: to assist FACTOR in developing policies and procedures that remain responsive to

the Canadian independent music industry on a national level, and to act as a regional resource for FACTOR’s programs to applicants across the country, through the work of FACTOR’s Regional Education Coordinators (RECs). RECs are engaged in providing one-on-one consultation about FACTOR and

its programs to local artists and music entrepreneurs, running local workshops and seminars, and in recruiting and training FACTOR jurors.

Alberta Music

Carly Klassen
Executive Director

Allison Myggland
FACTOR REC / Program Manager

Music BC

Alex Grigg
Executive Director

Lindsay MacPherson
FACTOR REC / Program Manager

Manitoba Music

Sean McManus
Executive Director

Rachel Stone
FACTOR REC / Association & Communications Manager

Music/Musique NB

Jean Surette
Executive Director & FACTOR REC

Music NL

Glenda Tulk
Executive Director

Rebekah Robbins
FACTOR REC / Program, Marketing & Communications Director

Music Nova Scotia

Scott Long
Executive Director

Serge Samson
FACTOR REC / Investment Programs & Member Training Manager

Music Ontario

Emy Stantcheva
Manager

Sam Rayner
FACTOR REC / Membership Coordinator

Music PEI

Rob Oakie
Executive Director

Steve Love
FACTOR REC / Office & Program Manager

FACTOR Quebec

Shevaughn Battle
FACTOR REC

SaskMusic

Mike Dawson
Executive Director

Lorena Kelly
FACTOR REC / Communications & Operations Manager

Music Yukon

Andrea Stratis
Executive Director & FACTOR REC

CIMA

Stuart Johnson
President

Music & Film in Motion (CION)

Jen McKerral
Music Outreach Officer & FACTOR REC

Music Managers Forum

Michael Gorman
Operations Director

CMPA

Margaret McGuffin
Executive Director

Our Funding Partners



Witch Prophet – Jennifer Hyc

Government of Canada:

Through the Canada Music Fund of the Department of Canadian Heritage, FACTOR administered \$10,345,601.

Collective Initiatives

Collective Initiatives provides financial assistance for initiatives that develop, promote and showcase the broader Canadian music industry through awards shows, educational initiatives, international showcases, and tools for marketing Canadian music on digital platforms.

New Musical Works

New Musical Works provides a broad range of support to artists, record labels, artist managers, publishers, distributors and other organizations.

Broadcasters’ Contributions:

Canada’s private radio broadcasters contributed \$10,106,176 to FACTOR.

Through the Broadcasting Act, commercial radio licensees are required to support the creation and presentation of Canadian programming. Satellite radio and pay audio licensees are also required to provide support under their conditions of license.

These broadcasters assist FACTOR and Canada’s recording industry through the following mandated contributions to Canadian Content Development (CCD):

Tangible (Transaction) Benefits

Tangible (Transaction) Benefits require that when a broadcasting asset is acquired by a broadcaster, the acquiring party makes a contribution of 6% of the value of the transaction to CCD. Of this, the acquiring party can direct 1.5% of the amount of the contribution to FACTOR, or FACTOR’s French-language counterpart Musicaction.

Basic Annual Contributions

Basic Annual Contributions require that commercial radio licensees with more than \$1.25 million in annual revenues, satellite radio, and pay audio licensees, pay a percentage of the previous year’s revenue to the production of Canadian recordings to be played on Canadian commercial airwaves.

Over & Above Contributions

Over & Above Contributions are discretionary commitments made by applicants for new licenses that do not fall under the above contributions, which become conditions of license if the application is successful.

Austra

Thanks to the generous funding we received from FACTOR, we were able to take our show to the next level.

2017 was a great year for Austra. We played over 125 shows in the US, Canada, Europe and Latin America supporting the release of *Future Politics*. Thanks to the generous funding we received from FACTOR,

we were able to take our show to the next level by traveling with our own lighting designer and elevated stage production. It was thrilling for both us as a band and the fans to experience and will hopefully inspire the latter to

keep coming out as we keep making music and putting out records.

—Austra



Austra — Renata Raksha



Donovan Woods — Danielle Holbert

Donovan Woods

Woods has risen as a critical darling since receiving FACTOR funding for the recording and release of *Both Ways*.

Donovan Woods has risen as a critical darling since receiving FACTOR funding for the recording and release of *Both Ways*, which came out in April 2018. Press coverage for *Both Ways* has included video premieres on notable outlets like The Fader, Billboard, and American Songwriter,

along with coverage and positive reviews from The Globe & Mail, NPR's World Café, Exclaim!, and Pop Matters. Donovan's lead single "Burn That Bridge" hit #1 on CBC's Radio 2 Top 20, and the album continues to climb the NACC Top 200 chart in the US.

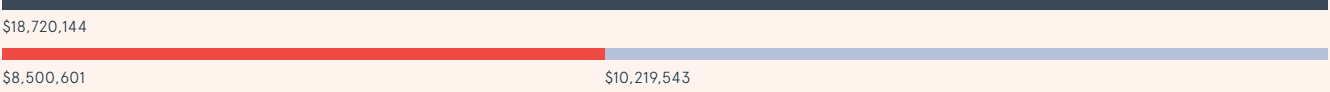
With more than 50 million streams on his catalogue, Donovan continues to gain notoriety as an "exquisite songwriter who captures the extraordinary aspects of everyday life."

—PopMatters

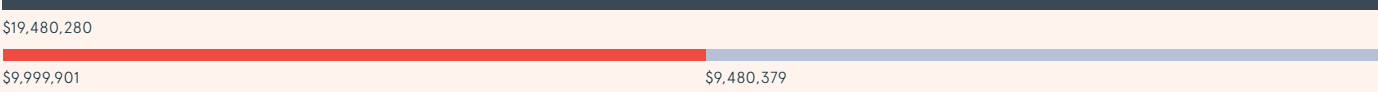
Financial Results

Revenue

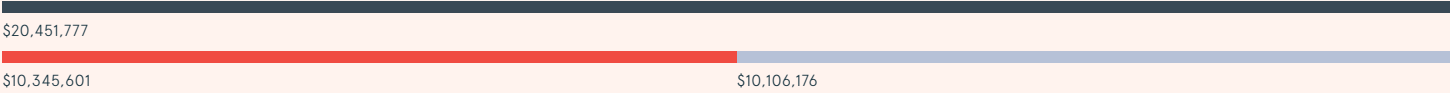
2016



2017



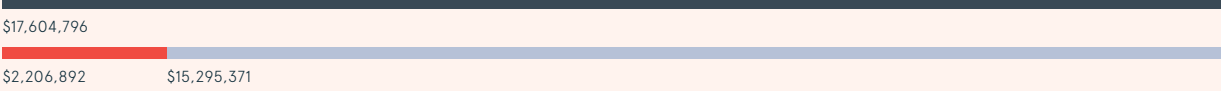
2018



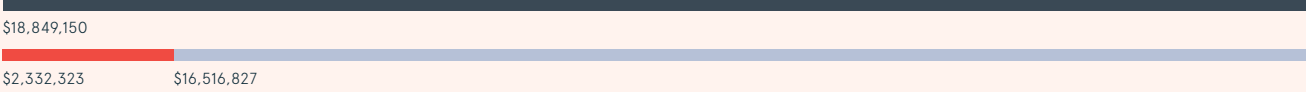
● Canada Music Fund ● Canada's Private Radio Broadcasters

Expenditures

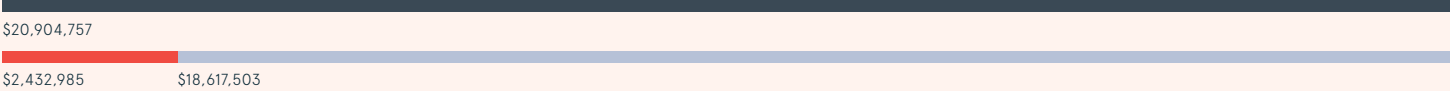
2016



2017



2018



● Administrative Expenses ● Loans and Grants



Weaves – Jennifer Hyc

FACTOR’s revenue was \$20,451,777 with \$18,551,059 paid out in 2017–2018.

\$10,345,601

In contributions from the Government of Canada, Canada Music Fund.

\$10,106,176

In contributions from broadcasters.

\$66,444

In loan repayments.

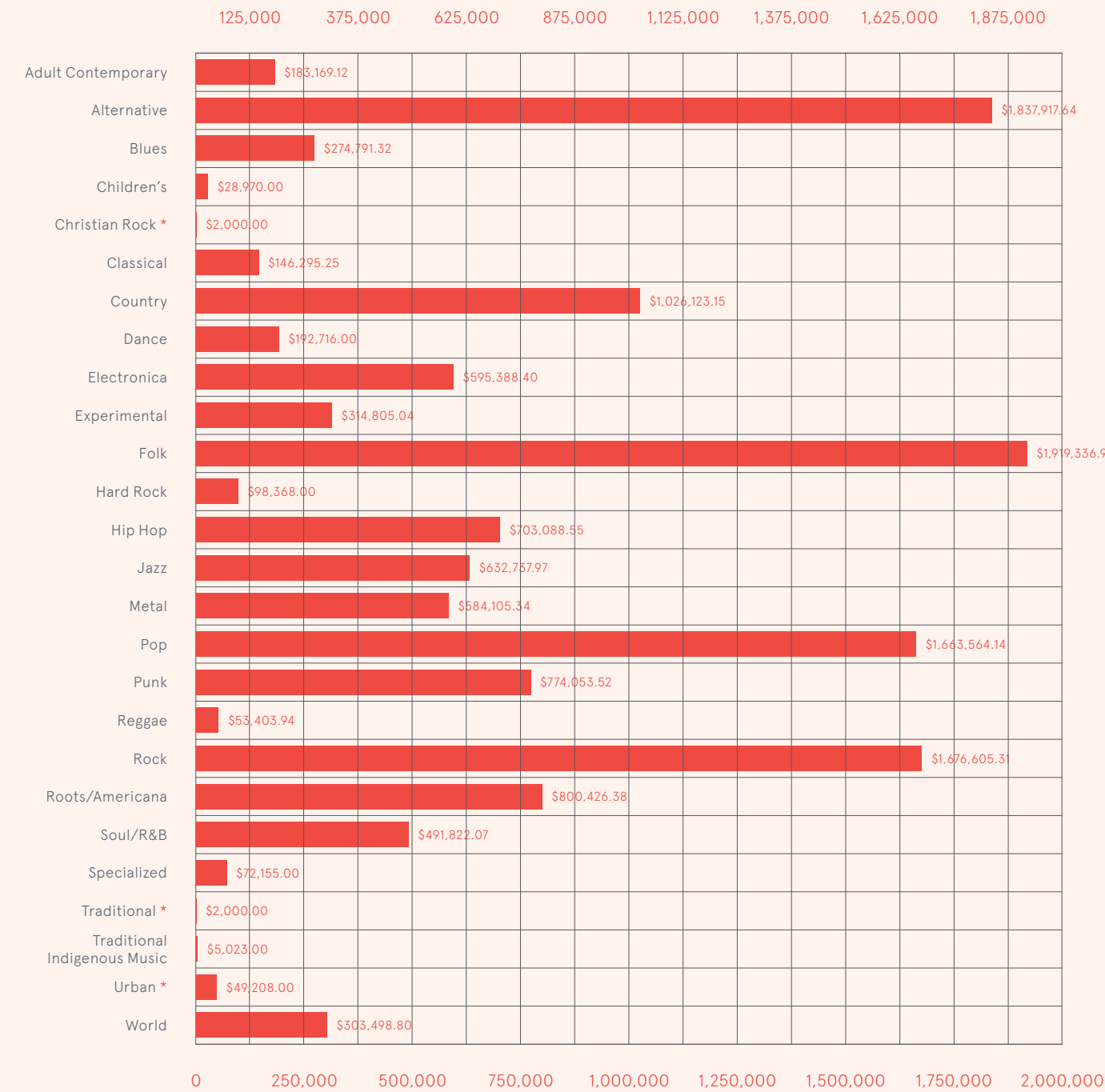
\$18,551,059

Paid out in grants.

\$388,499

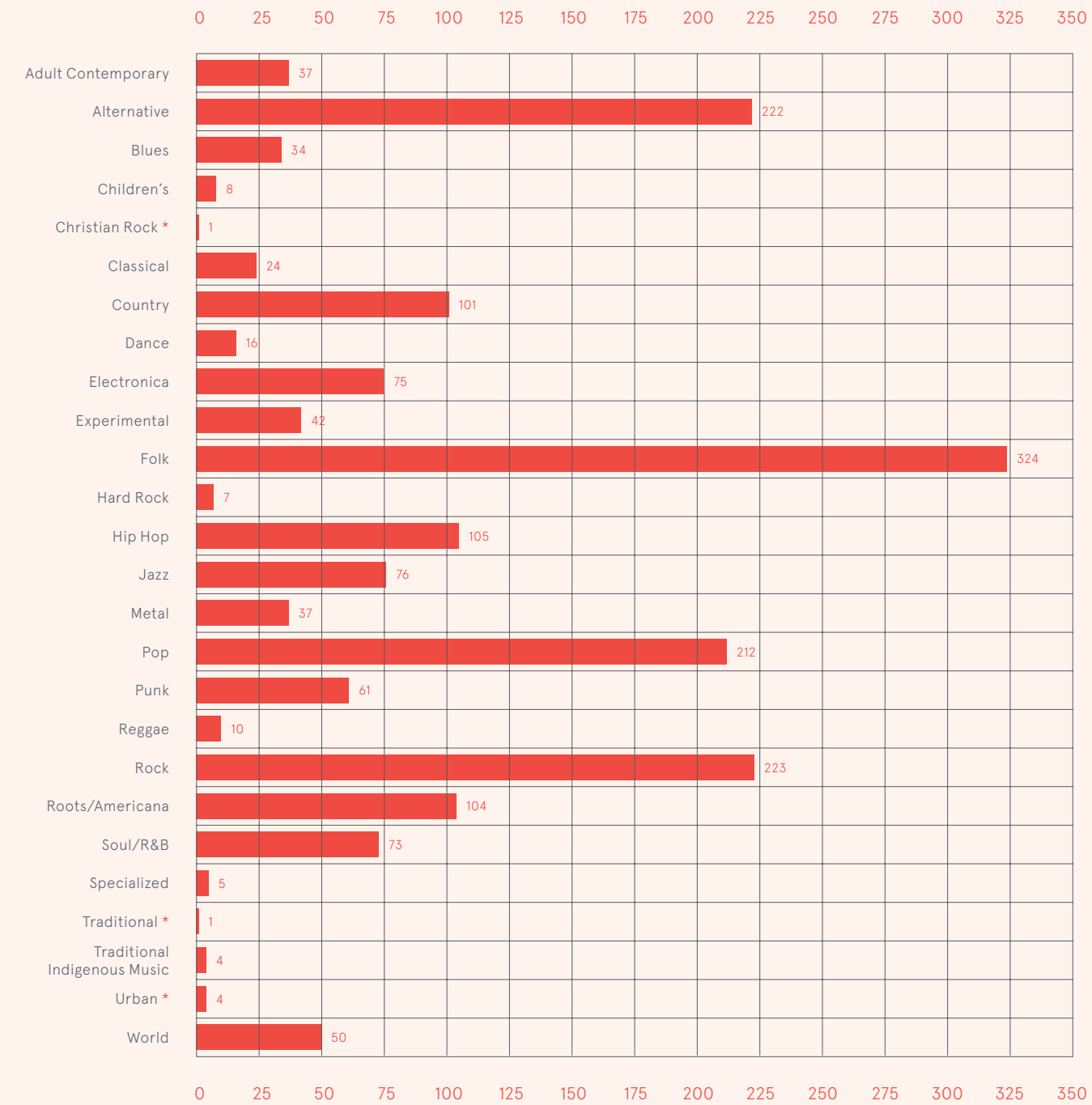
Paid to regional affiliates.

Funding Offered by Genre



* FACTOR reviewed the genre list in 2017 and refined it for clarity. Starred genres were deactivated and recategorized.

Applications Approved by Genre



* FACTOR reviewed the genre list in 2017 and refined it for clarity. Starred genres were deactivated and recategorized.

Applications Approved Components

Total Offers

3,017

6,726

Approved

Submitted

Sound Recordings

629 Approved / 3,411 Submitted



Showcase

635 Approved / 854 Submitted



Tour Support

448 Approved / 553 Submitted



Marketing

285 Approved / 561 Submitted



Radio Marketing

69 Approved / 118 Submitted



Video

203 Approved / 304 Submitted



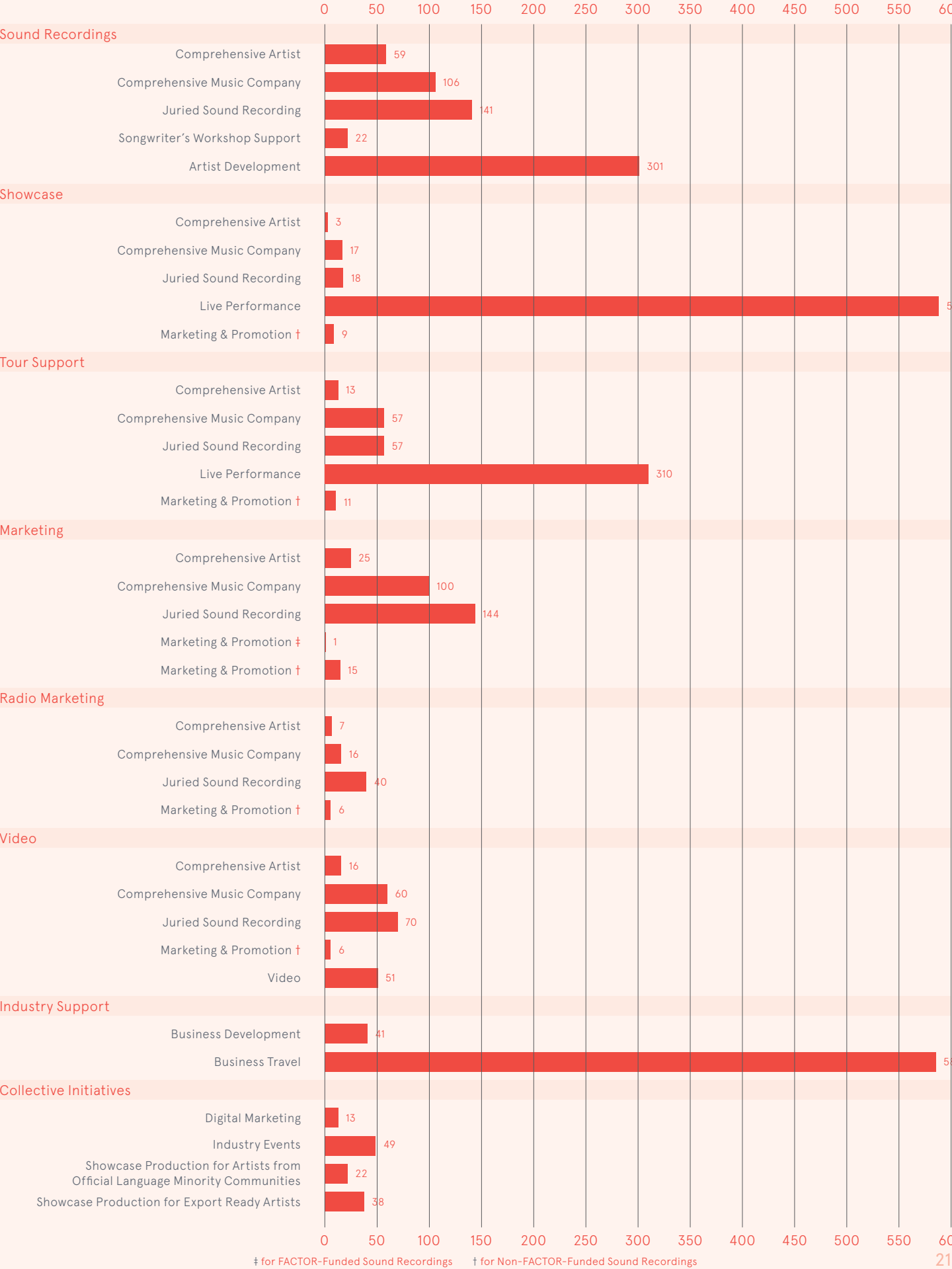
Industry Support

626 Approved / 768 Submitted



Collective Initiatives

122 Approved / 157 Submitted



Applications Funding Offered

Total Offers

\$20,049,979.66

Offered

\$44,881,313.01

Requested

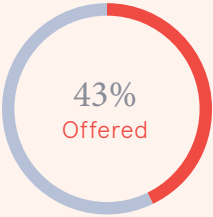
Sound Recordings

\$4,423,841.25 / \$19,878,824.68



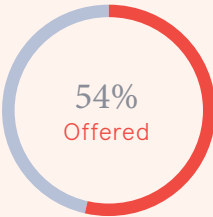
Marketing

\$3,337,835.37 / \$7,782,393.92



Industry Support

\$1,170,565.55 / \$2,181,855.07



Showcase

\$956,225.17 / \$1,362,272.30



Radio Marketing

\$327,427.29 / \$482,661.11



Collective Initiatives

\$4,431,504.24 / \$6,011,756.63



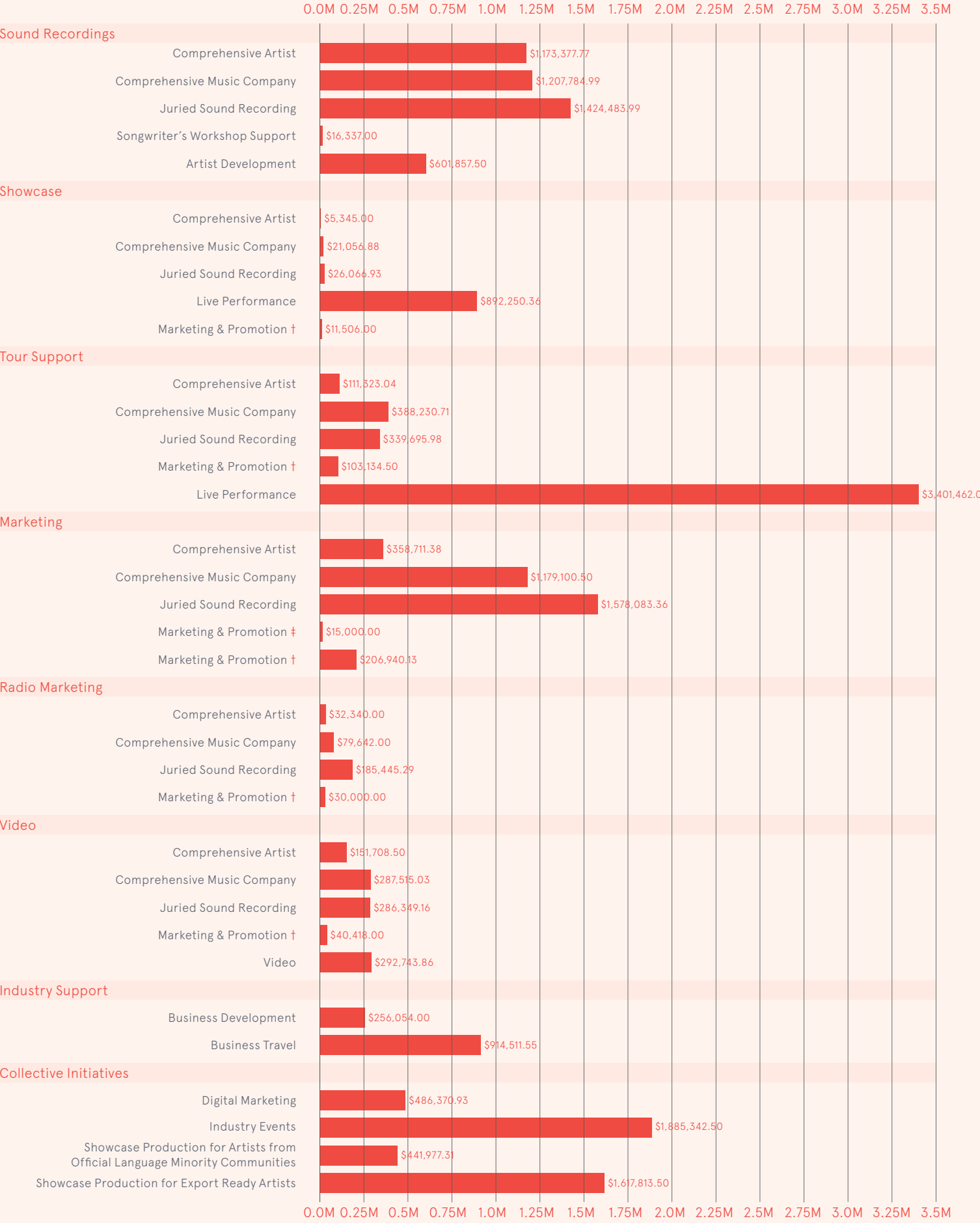
Tour Support

\$4,343,846.24 / \$5,567,008.46



Video

\$1,058,734.55 / \$1,614,540.84



‡ for FACTOR-Funded Sound Recordings † for Non-FACTOR-Funded Sound Recordings

Lydia Ainsworth

With the generous funding from FACTOR I was able to tour my album around the world.

It has been such an exciting year and having FACTOR as a major supporter and partner of my music has been an invaluable asset to my development as an artist. I released my second album *Darling of the Afterglow* in March 2017. With the generous funding from FACTOR I was able to tour my album around the world. From showcase support for SXSW to funding for my first headline tours

in North America, U.K, Europe and Japan, the continuing support of FACTOR has allowed me to play for audiences near and far and create meaningful connections with both old and new listeners. In addition to touring I have been recording and producing my third album with funding I received from the Juried Sound Recording grant. I am nearing completion and look forward to

sharing this new collection of songs. There are no words to describe how much the continuing support from FACTOR means to me. It has given me the freedom to create and promote my music through my own artistic lens and for that I am deeply grateful.

—Lydia Ainsworth

Rose Cousins

FACTOR funding was key to making Rose Cousins' 2017 *Natural Conclusion*...

FACTOR funding was key to making Rose Cousins' 2017 *Natural Conclusion* the way she envisioned—at Noble Street Studios in Toronto, gathering GRAMMY award-winning producer Joe Henry and engineer Ryan Freeland along with a cast of brilliant musicians and singers from Los Angeles, Nashville, Toronto, Halifax, Boston, Vancouver and Prince Edward Island. FACTOR also supported the visual representations of the music in partnerships with photographer Vanessa Heins and designer Mat Dunlap to create the album artwork and to create videos for "White Flag" (with Halifax filmmaker Shehab Ilyas,

premiered by NPR Music, nominated for ECMA Video of the Year) and "Grace" (with PEI filmmaker Jenna Macmillan, ECMA Song of the Year).

Natural Conclusion's journey brought a JUNO nomination for Songwriter of the Year, a GRAMMY nomination for Best Engineered Album, Non-Classical, eight ECMA nominations / three wins, and two Music Nova Scotia Awards. The album was featured on year-end lists including the LA Times, whose lead music critic claimed, "...Cousins delivered an exquisite album that's easily one of the most distinguished Americana releases of 2017." NPR Music described *Natural Conclusion*

saying, "Cousins has a disarmingly fluid vocal tone and an ability to convey the most internalized emotions—disappointment, grief, resolve, forbearance—without an ounce of fuss." Her song "Chains" spent 7 weeks in the CBC Radio 2 Top 20, made the Top 20 Fan Favourites of 2017, and CBC named it to the 100 Best Canadian Songs of 2017.

Thank you FACTOR for your ongoing support in creating and expanding the reach of Canadian music!

—Old Farm Pony Records



Lydia Ainsworth — John Michael Fulton

In the Community

Outreach Events

Alberta	Canadian Country Music Association (CCMA) Discovery Program	Prince Edward Island
Alberta Electronic Music Conference	CIMA Awards	May Run Music Festival
Alberta Music Information Sessions	Country Music Association of Ontario (CMAO)	Music PEI Week
BreakOut West	Folk Music Ontario	Québec
Sled Island/SoundOff Summit	London Music Office	Festival d'Été de Québec
British Columbia	Hot Docs Canadian International Documentary Festival	Festival Musique Émergente
British Columbia Association of Broadcasters (BCAB) Conference	Indie Week	M for Montreal
National Community & Campus Radio Conference	Inside Out Film Festival	Mundial
Project Wild Bootcamp	Jambana	MUTEK
Rifflandia Music Festival	Long Winter	POP Montreal
Manitoba	Manifesto	RIDM Doc Circuit
Northern Touch Music Festival & Conference	Maple Blues Awards	Saskatchewan
Newfoundland & Labrador	Megaphono	Canadian Country Music Week/Awards
Music NL Week	Northern Ontario Music and Film Awards (NOMFA)	SaskMusic FACTOR Workshop
New Brunswick	Ontario Blues Forum	Austin, Texas
East Coast Music Awards	Ontario Association of Broadcasters (OAB)	South by Southwest (SXSW)
Music NB Festival (506)	Prism Prize Awards	Hamburg, Germany
Urban East	Remix Project Class Q&A	Reeperbahn
Northwest Territories	Screen Industries Research & Training Centre	Seattle, Washington
Great Northern Music Conference	Summerfolk Music Biz Tune Up	Upstream Music Fest & Summit
Nova Scotia	The JUNO Awards	Paris, France
Halifax Pop Explosion	Tune Up Toronto: Jazz Workshop	Nuit Boréale
Nova Scotia Music Week		
Ontario		
Afrofest		
Canadian Folk Music Awards		
Canadian Music Week		

Juries

Jurors come from all over the country and use their experience and knowledge to help FACTOR funding reach applicants in our most popular programs.

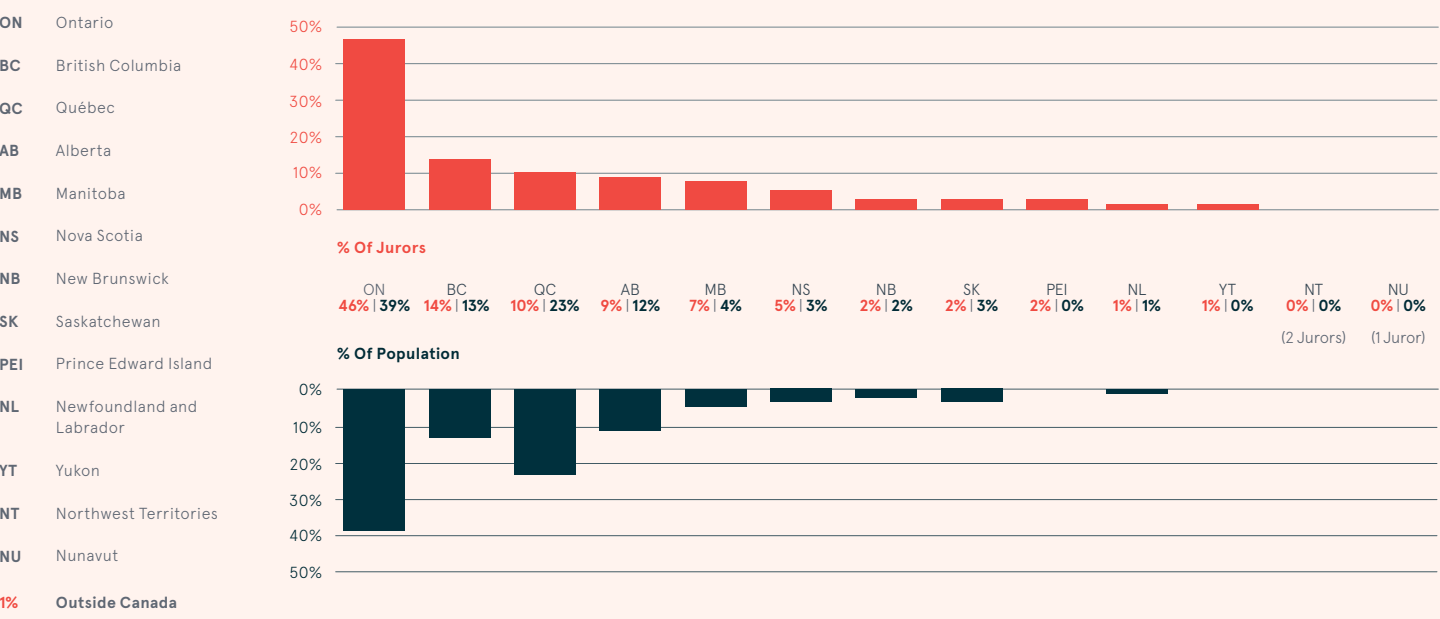
FACTOR jurors are volunteer members of the Canadian music industry. Our jurors include artists, artist producers, artist managers, agents, promoters, record labels, publishers, publicists, programming and music directors and radio DJs. Jurors come from all over the country and use their experience and knowledge to help FACTOR funding

reach applicants in our most popular programs.

Music industry professionals can become FACTOR jurors if:

1. They are a Canadian Citizen or a Permanent Resident.
2. They have a minimum of five years of music industry experience, and have been active in the industry within the last two years.

Percentage of Jurors Per Province or Territory:



Jurors

Aaron Bethune • **Aaron Levy** • Aaron Little • **Aaron Saloman** • Aaron Scholz • **Aaron Schubert** • Adam Baldwin • **Adam Berger** • Adam Hannibal • **Adam Hurstfield** • Adam Sharp • **Adrian Eccleston** • Adrienne Harry • **Adrienne LaBelle** • Adulis Mokanan • **Aidan D'Aoust** • Aimee Hill • **Aisha Vertus** • Al Chapman • **Alain Burr** • Alan Cross • **Alan Dowling** • Alanna Memme-Di Mauro • **Alejandro Sepulveda** • Alex Leggett • **Alex Ricci** • Alexander Brown • **Alexander Wyder** • Alexandra Vissia • **Alexandre Auché** • Alexis Douglas • **Alison Porter** • Allan Mamaril • **Allan Walsh** • Allen Hunnie • **Allison Pfeifer** • Alysha Main • **Amalia Nickel** • Amanda Cawley • **Amanda Lewis** • Amanda Lynn Stublely • **Amanda Martinez** • Amanda Schweers • **Amanda VanDenBrock** • Amelie Bryar • **Amie Therrien** • Amy King • **Analoga Kawina** • Andre Iwanchuk • **Andre Rodrigues** • Andrea Morris • **Andrea Wrobel** • Andreas Kalogiannides • **Andreas Rizek** • Andrew Briol • **Andrew Dick** • Andrew Jones • **Andrew Melzer** • Andrew Smith • **Andy Crosbie** • Andy Hawke • **Angela Harris** • Angele Ramsden • **Angelo Robb** • Anita Eccleston • **Anita Maiezza** • Anna Avery • **Anne-Marie Smith** • Anthony Carvalho • **Anthony Dell'Orso** • Anthony Farrauto • **Anthony Forde** • Anthony Sawyers • **Antoine Collins** • April Boultonbee • **Ariane Mahryke Lemire** • Arlen Thompson • **Armani G** • Armen Bazarian • **Art Szabo** • Ashley Barlow • **Ashwin Sood** • Aurora Bangarth • **Ava Kay** • Barbara Pritchard • **Barnaby Bennett** • Ben Clulow • **Ben Kershman** • Ben Pearson • **Benedict Marsh** • Benjamin Beveridge • **Benjamin Chauveau** • Benjamin McKinley • **Bert Johnson** • Beth Moore • **Beverly Kreller** • Biljana Njegovan • **Bill Allan** • Bill Bobek • **Bill Borgwardt** • Bill Garrett • **Bill McBirnie** • Billy Bruhmuller • **Billy Slade** • Blair Patton • **Bled Celhyka** • Bobby Harris • **Bobby Kimberley** • Bonnie McGrew-Fiddler • **Bonnie Seidel** • Brad Machry • **Brandon Baker** • Branislav Panic • **Brenda Lee Katerenchuk** • Brendan McCarney • **Brenden Hewko** • Brent Nielsen • **Brent Oliver** • Brett Greene • **Brett Kingswell** • Brian Arnold • **Brian Boechler** • Brian Cleveland • **Brian Peirine** • Brigitte Demeter • **Brittany Manu-Otchere** • Brittney Grabill • **Brodie Conley** • Brody Mudryk • Bronwin Parks • Brooke Morgan • **Bruce Barber** • Bruce Leperre • **Bruce Morel** • Bruno Fruscalzo • **Bryan Power** • Bryce Seefeldt • **Bryden Chernoff** • Bryn Besse • **Bud Roach** • Byram Joseph • **Caleb Cooper** • Caleb Rimtobaye • **Calvin Hartwick** • Cameron Reed • **Camille Houston** • Candace Elder • **Candace Shaw** • Cari Burdett • **Carl Allen** • Carla McEwen • **Caroline Whalen** • Carolyn Mark • **Carolyn-Fe Trinidad** • Carrie Mullings • **Casadie Pederson** • Casey Norman • **Cassin Elliott** • Caswell McLaughlin • **Cat Bird** • Catherine MacLellan • **Catherine Moore** • Cathleen McMahon • **Celebration Army** • Chad Cornies • **Chantale Argue** • Charlene Wilson • **Charles Hansen** • Charles Hsuen • **Charles Morgan** • Charlie Andrews • **Chelsea McBride** • Chelsea McWilliams • **Chelsea Stewart** • Cheryl Link • **Cheryl Maciver** • Chimone Rattan • **Chris Bolseng** • Chris Bottomley • **Chris Cuber** • Chris Frayer • **Chris Graham** • Chris Jackson • **Chris McKee** • Chris Meyer • **Chris Morin** • Chris Roumbanis • **Chris Towle** • Chris Wardman • **Chris Wares** • Chris Wilkinson • **Christian Hurst** • Christian Jurt • **Christian Nabinacaboo** • Christian Vegh • **Christien Ledroit** • Christine Hunter • **Christopher Allen** • Christopher Bennett • **Christopher Hatton** • Christopher Holmes • **Christopher Kavanagh** • Christopher Panacci • **Christopher Thompson** • Christopher White • **Cindy Mcleod** • Claire Ness • **Clement Topping** • Clifton Reddick • **Clinton Carew** • Cobra-Lynne Ramone • **Cole Switzer** • Colin Edwards-Crewe • **Colin Mackenzie** • Colin McKay • **Colin Wylie** • Colleen Brown • **Colleen Krueger** • Colton Eddy • **Conor Patton** • Conrad Calabrese • **Corey Gulkin** • Cori Brewster • **Craig Boychuk** • Craig Cardiff • **Craig Hudson** • Craig Lynn • **Curtis Nowosad** • Cynthia Hamar • **Cynthia MacLeod** • D.Jae Gold • **Dahlia Fernandes** • Dahlia Thompson • **Dale Penner** • Dalton Higgins • **Dan Bryk** • Dan Fortin • **Dan Hawie** • Dan Lavoie • **Dana Matyas** • Dane Liska • **Daniel Boeckner** • Daniel Cryderman • **Daniel Mante** • Daniel Mekinda • **Daniel Mongrain** • Daniel Rosen • **Daniel Ruiz** • Daniel Sheinberg • **Danny Fournier** • Danny Trudeau • **Dante Berardi** • Dara Conrod • **Darlene Ketchum** • Darrell Barr • **Darrell Kelloway** • Darrelle London • **Darren Flower** • Darren Kowlessar • **Darryn de Souza** • Dave Blake • **Dave McCann** • David Adams • **David Aide** • David Christensen • **David Cox** • David Disher • **David Jones** • David Landreth • **David Mann** • David Marskell • **David Miskimins** • David Moore • **David Parfit** • David Psutka • **David Rashed** • David Restivo • **David Richard** • David Whitelock • **David Yazbeck** • Dawn Després-Smyth • **Dawn Van Dam** • Dawn Woroniuk • **Dayna Shereck** • Dean Stairs • **Deb Beaton-Smith** • Deborah Aitken • **Deborah Holland** • Del Cowie • **Delali Ayivor** • Denise Jones • **Devin Fulop** • Devin Hannam • **Devin Latimer** • Devin Townsend • **Devon Lougheed** • Diana Studenberg • **Diana Williamson** • Diane Foy • **Dinah Desrochers** • Dominique Blais • **Dominique Zgarka** • Don Amero • **Don Benedictson** • Don Chapman • **Donald Lee** • Donna McCurvin • **Donovan Morgan** • Doreen Pearse • **Doug Barrett** • Doug Kuss • **Doug Varty** • Douglas Folkins • **Douglas Hoyer** • Dragos Chiriac • **Dreyuh Safo** • Duane Gibson • **Dulce Barbosa** • Duncan Hood • **Dustin Blumhagen** • Dustin Hawthorne • **Dwayne Ellis** • Dwayne Marcial • **Dylan Hermiston** • Dylan Kell-Kirkman • **Dyllan Towle** • Ebedoz Udeozor • **Ebyan Abdigir** • Edward Smith • **Eileen Joyce Harvey** • Eli Bennett • **Eli Klein** • Eli Wener • **Elizabeth Curry** • Elizabeth Skalak • **Ellen Gibling** • Elodie Lorrain-Martin • **Emeka Ogbowu** • Emily Bridle • **Emma Sunstrum** • Enoch Johnson • **Enze Yang** • Erez Sussman • **Eric Eggleston** • Eric Warner • **Erick Traplin** • Erien Eady-Ward • **Erik Alcock** • Erikson Herman • **Erin Aldridge** • Erin Carroll • **Erin Costelo** • Erin Flynn • **Erin Kinghorn** • Erin Lowers • **Erwin Viray** • Etienne McGuigan • **Etmet Musa** • Evan MacDonald • **Evan Norton** • Ewa Dembek • **Fahlon Smith** • Fawn Fritzen • **Fawwaz Alladin** • Faye Perkins • **Florian Maier** • FName LName • **Francis Edwards** • François Bissoondoyal • **Frank Deresti** • Fraser Hill • **Fred Penner** • Frederic Poulin • **Frédéric Roy-Hall** • Frederick Smith • **Fuat Tuac** • Gabrielle Archer • **Gail Phillip** • Galen Weston • **Gardiner MacNeill** • Garnet Clare • **Gary McDonald** • Genevieve Toupin • **Geoff Fleming** • Geoffrey Goddard • **George Hatiras** • George Partridge • **Georges Tremblay** • Gerald Reilly • **Gerry Hebert** • Gillian Hlllier • **Gillian Sonin** • Gina Loes • **Gino Olivieri** • Glen Erickson • **Glen Herbert** • Glen Jackson • **Glen Strickey** • Glen Tilley • **Glen Willows** • Glenn Pardy • **Gourmet Délice** • Graham Tinsley • **Graham Walsh** • Grant Paley • **Greg Jarvis** • Greg Macpherson • **Greg McIntosh** • Greg Rekus • **Greggory Clark** • Gregory Baptiste • **Gregory McLeod** • Gregory Morey • **Guy Laforce** • Hannah Naiman • **Harrison Roberts** • Haviah Mighty • **Heather Crane** • Heather Daley • **Heather Kelly** • Heather Ogilvie • **Henri Oppenheim** • Howard Bilerman • Hyun Hee Park • Iain Booth • **Ian Boyd** • Ian Chai • **Ian Couture** • Ian Espinet • **Ian Gosbee** • Ian Heath • **Ian Russell** • Ian Sherwood • **Ian Steaman** • Ian Terry • **Ian Thomson** • Irma MacPherson • **Isabella Martin** • Isabelle Ofume • **Isis Graham** • Issey Abraha • **Ivan Weekes** • J Stead • **Jacinthe Pare** • Jack Jonasson • **Jaclyn Guillou** • Jacob Prevost • **Jacynthe Plamondon-Emond** • Jaime Chinchilla • **Jaime Payne** • Jake Heibert • **James Boyd** • James Bunton • **James Dewar-Davies** • James Gadon • **James Law** • James Nightingale • **James Rolfe** • James Steel • **James Wilkinson** • Jamie Robinson • **Jamie Ruben** • Janesta Boudreau • **Janet Trecarten** • Jared McKetiak • **Jasleen Powar** • Jason Bruce • **Jason Dufour** • Jason Flammia • **Jason Hooper** • Jason Manitowabi • **Jason Mingo** • Jason Rochester • **Jason Rouleau** • Jason Stasiuk • **Jason Troock** • Jason Wellwood • **Jasper Anson** • Jawn Taboika • **Jay Buettner** • JC Campbell • **Jean-Guy Roy** • Jean-Paul De Roover • **Jeanette Neufeld** • Jeff Rogers • **Jeffrey Patteson** • Jeffrey Smith • **Jen Clarke** • Jen Fox • **Jen Fritz** • Jen Winsor • **Jenna Burke** • Jennifer Temple • **Jennyfer Brickenden** • Jeremy Coates • **Jeremy Olson** • Jeremy Van Caulart • **Jerry Pergolesi** • Jesse Day • **Jesse Dietschi** • Jesse Plunkett • **Jesse Steaman** • Jesse Walker • **Jessica Buck** • Jessica Rodgers • **Jhanelle Dennis** • Jheanelle Henry • **Jim Montgomery** • Jimmy Salami • **Jinting Zhao** • Joanne Stacey • **Jocelyn chan** • Jodie Borle • **Joe Cruz** • Joe Oliva • **Joel Parisien** • Joelle Bertrand • **Joelle May** • Joey Caughey • **Johan Hultqvist** • John Drew Munro

• **John Dunham** • John Fettes • **John Hamilton** • John Hartman • **John Kendle** • John McAneney • **John Parker** • John Pearce • **John Peters** • John Phillips • **John Shields** • John Sorensen • **John Wort Hannam** • Johnny Hockin • **Johnny Oliver** • Jon Bartlett • **Jon Weisz** • Jon Yellowlees • **Jon-Rhys Evenchick** • Jonathan Campbell • **Jonathan Edwards** • Jonathan Marshall • **Jonathan Thorpe** • Jordan Howard • **Jordan Jackiew** • Jordan Wright • **Jory Kinjo** • Josanna Justine • **Josee Vaillancourt** • Joseph Alleyne • **Josephine Cruz** • Josh Bourgouin-D'Aguiar • **Josh Bowman** • Josh Farrell • **Josh Hogan** • Josh James • **Josh Keller** • Josh Kelly • **Josh Pothier** • Joshua Dawson • **Joshua Mairs** • Jovan Jovanov • **Julia Chan** • Julian Morrow • **Julie Fitzgerald** • Julien Bidar • **Justin Bontje** • Justin Gunderson • **Justin MacLean** • Justin Mathews • **Justin Schelpe** • Justine Vandergrift • **Kalyn Hanuschuk** • Kara Keith • **Karl Schwonik** • Kat Burns • **Kat Leonard** • Kate Davies • **Kate Ferris** • Kate Wattie • **Katherine Moller** • Kathleen Farley • **Kathrine Weiss** • Kathryn Kerr • **Kathy Conway** • Katie Lonergan • **Katie Murphy** • Katie Thornton • **Kayla Borden** • Kayla Morin • **Kayla Stevens** • Kayley Szanto • **Keipher Scott** • Keith Whiting • **Kellylee Evans** • Kelsi Mayne • **Kennedy Jensen** • Kenneth McCorkell • **keri latimer** • Keshia Harper • **Kevin Dietz** • Keziah Myers • **Khadeem Hamilton** • Khari McClelland • **Kiana Eastmond** • Kim Logue • **Kirk McNally** • Kirsten Palm • **Kodi Hutchinson** • Krisjan Leslie • **Krista Holmes** • Krista Keough • **Kristy Cardinali** • Krystale Tremblay-Moll • **Kurt Loewen** • Kwaku Darko-Mensah • **Kyla Farmer** • Kyle Brenders • **Kyle Kraft** • Kyle Lundie • **Kyle McDonald** • Kyria Kilakos • **Lanny Williamson** • Lara Lewis • **Laura Cappe** • Laura Kelsey • **Laura Oakie** • Laura Stanley • **Lauren Pedersen** • Laurence Lafond-Beaulne • **Laurie Brown** • Lawrence Wiliford • **Lee Mizzi** • Lee Park • **Len Milne** • Lenore Maier • **Liam Killeen** • Liam Titcomb • **Libby Elming** • Lina Gatineau-Elder • **Lincoln Thorne** • Linda McRae • **Lindsay Anderson** • Lindsay Unwin • **Lindsey Walker** • Lisa Ioannou • **Lisa La Rocca** • Lisa Logutenkow • **Lisa Marie Naponse** • Lisa Ross • **Livia Miller** • Lori Cullen • **Lori Hirst** • Lori Nuic • **Lorraine Lawson** • Louis O'Reilly • **Lucas Hicks** • Luigi Fidelia • **Luis Cardona** • Luis Segura • **Luke Boyd** • Luke Fraser • **Luke Melnik** • Lukus Benoit • **Lyle Chausse** • Lynn Ross • **Lynne Hanson** • Lynne Skromeda • **Lyric Dubee** • Mack MacKenzie • **Maddy Cristall** • Madeleine Roger • **Maggie Tate** • Manuela Wuthrich • **Mar Sellars** • Marc Cyr • **Marc Donato** • Marc Dubé • **Marc Merilainen** • Marc Perry • **Marc-André Pilon** • Margaret Hogan • **Maria Bachand** • Maria Pettler • **Mariannie Ompoc** • Marie Treasa Levasseur • **Marie-Josée Dandeneau** • Marie-Laure Saidani • **Marie-Pierre Brunelle** • Marina Eckersley • **Mark Alexander** • Mark Brathwaite • **Mark Bridgeman** • Mark DiPietro • **Mark Greenhalgh** • Mark Hamilton • **Mark Lea** • Mark Logan • **Mark Steele** • Mark Streeter • **Mark Watson** • Marlon Wilson • **Martin Bak** • Marty Ballentyne • **Mary Beth Waldram** • Mary Ellen Gillespie • **Mary-Jane Russell** • Maryanne Gibson • **Masani Montague** • Massimo Lepore • **Mathew Morand** • Mathew Teofilo • **Mathieu Allaire** • Mathieu Arsenault • **Mathieu-Gilles Lanciault** • Matt Dusk • **Matt Gauthier** • Matt Jameson • **Matt Lewis** • Matt Powell • **Matthew Fava** • Matthew Foy • **Matthew Gillis** • Matthew Goud • **Matthew Hiscock** • Matthew Murphy • **Matthew Woodley** • Maud Salvi • **Maureen Prairie** • Maxwell Roach • **Maya Postepski** • Maziar Heidari • **Meagan Davidson** • Meaghan Mullaly • **Megan Bradfield** • Megan Jutting • **Meghan Kemp** • Melanie Laquerre • **Melanie Stone** • Melissa Das-Arp • **Melissa Kaminsky** • Melissa Tobin • **Melody Diachun** • Melody McKiver • **Mia Rankin** • Michaël Bardier • **Michael Burke** • Michael Elves • **Michael Emenau** • Michael Falk • **Michael Gasselsdorfer** • Michael Gilbert • **Michael Gorman** • Michael Greenwood • **Michael Greggs** • Michael Heinermann • **Michael Ho** • Michael John • **Michael Kenyon** • Michaël Lagace Henripin • **Michael McCormick** • Michael Morreale • **Michael Nowak** • Michael Ohman • **Michael Rud** • Micheal Lander (Member) • **Michel DeQuevedo** • Michel Durand-Wood • **Michelle Arnusch** • Michelle Bahrynowski • **Michelle Robertson** • Mike Allen • **Mike Ballard** • Mike Cashin • **Mike Greatorex** • Mike Kondakow • **Mike Magee** • Mike McLaughlin • **Mimi Lamarre** • Mira Black • **Mishelle Pack** • Mitch Merrett • **Mitchell Webb** • Mitra Evans • **Moletlanye Mphoeng** • Morgan Hamill • **Morgan James** • Moriah Gillis • **Murray Lightburn** • Murray Munn • **Mustafa Amin** • Myles Deck • **Nancy Marley** • Naomi Carmack • **Naomi Dorras-Donnelly** • Natale Pizzonia • **Natalia Pardalis** • Natalia Yanchak • **Natalie Gregory** • Natasha Duprey • **Natasha Jay** • Natasha Pasternak • **Nathalie Gingras** • Nathan Harland • **Nathan Jones** • Nathan Stretch • **Neena Sharma** • Neil Bergen • **Neil Kistodial** • Nick Dugas • **Nick Fraser** • Nick Greaves • **Nick Harris** • Nick Nausbaum • **Nicolas Godmaire** • Nicole Blain • **Nicole Curry** • Nicole Ebert • **Nicole Leger** • Nicole Seaboyer • **Nigel Berringer** • Nikki Cajucom • **Nils Ling** • Noor Dean Musani • **Norm Beaver** • Ola Mazzuca • **Oliver Blair** • Olivia Mennell • **Olivia Street** • Ons Barnat • **Ora Cogan** • Ori Dagan • **Osbourne Saunders** • Oswald Burke • **Paddy Tutty** • Paige Guscott • **Pamela Roz** • Pamela Tessmann • **Patrice Agbokou** • Patricia Silver • **Patrick Baillargeon** • Patrick Carrabre • **Patrick Geraghty** • Patrick McCormack • **Patrick Poupponneau** • Patrizio McLelland • **Paul Goguen** • Paul Hessey • **Paul Hinrichs** • Paul Leclair • **Paul Malysa** • Paul Sarrazin • **Paul Shatto** • Paula Danylevich • **Pedro Barbosa** • Penelope (Kaylee) Stevens • **Peta-Gaye Duff** • Peter Hicks • **Peter Katz** • Peter Linseman • **Peter Richards** • Peter Rowan • **PHATT al** • Pierre Bussieres • **Pierre-Luc Durand** • Promise Shepherd • **Ralph Alfonso** • Rana Ghose • **Randall (Randy) Stark** • Randy Gelling • **Randy Reid** • Rawle Harding • **Ray Martin** • Réa Beaumont • **Rebecca Abbott** • Reid Jamieson • **Renée Lamoureux** • Rhea March • **Rhonda Head** • Rhonda Thompson • **Rian Hamilton** • Richard Hornsby • **Richard Korbyl** • Richard Liukko • **Richmond Nantwi** • Rick August • **Rick Levine** • Rik Reese • **Riley Wallace** • Ro Walker Mills • **Rob Bakker** • Rob Krause • **Rob Maguire** • Rob Rousseau • **Rob Smith** • Rob Szabo • **Robert Fenyvesi** • Robert Gruenbauer • **Robert Hill** • Robert Koch • **Robert Teehan** • Roland Pemberton • **Ron Korb** • Ron Rogers • **Ronald Tuttle** • Roryshane Grant • **Rosalyn Dennett** • Rose Slanic • **Roseline Rousseau-Gagnon** • Rosina Kazi • **Roye Truong** • Russell Sholberg • **Ruth Blakely** • Ruth-Ann Shallow • **Ryan Brown** • Ryan Cain • **Ryan Hartigan** • Ryan MacGrath • **Ryan Mennie** • Ryan Nolan • **Ryan Stinson** • Sajae Elder • **Sally Norris** • Sam Smith • **Samantha Everts** • Samantha O'Connor • **Sandrine Quirion** • Sarah Atkinson • **Sarah Duffy** • Sarah French • **Sarah Lutz** • Sarah Sleeth • **Sarah Smith** • Sarah Sussman • **Sarah Van Dusen** • Savannah Wellman • **Scott Brown** • Scott Johnson • **Scott Mitchell** • Scott Morin • **Scott Waring** • Sean Bray • **Sean Doherty** • Sean Moreira • **Sean Perras** • Sebastien Paquin • **Serge Sargento** • Serge Sloimovits • **Seth Glasgow** • Shad Bassett • **Shah Ansari** • Shane Heath • **Shannon Luttmr** • Shannon Pratt • **Sharine Taylor** • Sharla Bryan • **Shauna Powers** • Shawn Cole • **Shawn Petsche** • Shawna Caspi • **Shawna Cooper** • Shaynee Modien • **Shea Rodger** • Sheena Grobb • **Shelby Sappier** • Sima Shamsi • **Simon Labat** • Siobhan Ozege • **Sirus Mortazavi** • Sourav Deb • **Spencer Clark** • Spencer Kuziw • **Spencer Muscio** • Spencer Mussellam • **Stacie Dunlop** • Stefano Galante • **Stephane Lecuyer** • Stephanie Finanders • **Stephanie Hutchinson** • Stephen Meier • **Stephen Palmer** • Stephen Taunt • **Steve Dodd** • Steve Gardiner • **Steve Kraus** • Steven Fernandez • **Steven Kravac** • Steven Naylor • **Steven Smith** • Steven Tetz • **Stu Anderson** • Sue Urquhart • **Suraj Jagai** • Suzanne Snizek • **Tamara Dawit** • Tanya Gallant • **Tara McCarthy** • Tee Krispil • **Teresa Castellucci** • Terry Ngala • **Terry Parker** • Terry Tran • **Terry Whalen** • Thomas Blair • **Tiana Feng** • Tim Fraser • **Tim Jones** • Tim van de Ven • **Tom Cochrane** • Tom McKillip • **Tom Richards** • Tracey Williams • **Travis Collington** • Trevor Shelton • **Troy Bynoe** • Troy Junker • **Tyler Hetherington** • Tyler Johnson • **Tyler Tasson** • Tyler Wagar • **Tyson Yerex** • Valerie Bourdages • **Valerie Hathaway-Warner** • Valley Hennell • **Vanessa Azzoli** • Vanessa Cito • **Veronica Johnny** • Vic Desanlis • **Vicki Young** • Vicky Rogers • **Victor Mijares** • Victoria Shepherd • **Vince Nudo** • Vincenzo Maccarone • **Walle Larsson** • Wanda Milne • **Wayne Cochrane** • William Petrie • **William Wooldridge** • Yasin Kiraga Misago • **Yolande Bourgeois** • Zenia Marshall



📷 Cadence Weapon – Justin Aranha

Cadence Weapon

I've dedicated myself to the pursuit of creating innovative rap music that pushes the boundaries of what is expected from the genre.

I'd like to extend my gratitude to FACTOR for the assistance they've provided to me throughout my career. I've dedicated myself to the pursuit of creating innovative rap music that pushes the boundaries of what is expected from the genre. FACTOR's support of my music and the work of other unconventional artists in our country has helped to make the Canadian music landscape a more diverse place. My recently

released self-titled album was funded by FACTOR's Juried Sound Recording program, contributing to the production, recording and mixing of the album. *Cadence Weapon* received positive reviews and press coverage from Pitchfork, The Fader, Complex, Dazed Digital, Highsnobiety, NOISEY and the Toronto Star. The album held the number 1 spot on !earshot's National Hip Hop college radio chart for eight weeks straight and the first

single "My Crew (Woooo)" premiered on Zane Lowe's Beats 1 show on Apple Music. The resources provided by FACTOR have helped me to expand the breadth of my artistic vision and create what Exclaim! calls my "most provocative and well-executed album" and "a high water mark for hip-hop on this continent."

—Cadence Weapon

Rae Spoon

In early 2018 Rae recorded their FACTOR-funded ninth album *bodiesofwater*, and filmed a music video for the lead single.

In the past year Rae Spoon has continued to promote their FACTOR-funded album *Armour* (2016) by touring Canada, the USA and Europe. They toured in Norway, Sweden and Denmark for the first time in early

2018 and are scheduled to play at six summer festivals. In early 2018 Rae recorded their FACTOR-funded ninth album *bodiesofwater*, and filmed a music video for the lead single. Both are scheduled to be released in fall

2018 with subsequent Canadian, USA and European tours with a full band.



📷 Rae Spoon – Tom Joy

Programs



Tanika Charles – Lenny Mullins

Legend: 'A' Radio Government

Support for Eligible Music Companies

Funding provided by: 'A'

The Support for Eligible Music Companies program provides funding for business development initiatives that support the marketing and

promotion of the company and its services, as well as domestic and international travel to support the company's development objectives.

The program comprises two components: Business Development and Business Travel.

Business Development

41
Components Approved

68
Components Submitted

\$256,054
Offered

Business Travel

585
Components Approved

700
Components Submitted

\$914,511.55
Offered

Comprehensive Artist

Funding provided by: 'A'

The Comprehensive Artist program funds a portion of the cost of recording or acquiring a new, previously unreleased sound recording, and assists with the cost of releasing, marketing, and promoting that sound recording. The Comprehensive Artist program is tailored to artists with demonstrated commercial success (rated 3 or higher) and Canadian record labels.

This program comprises 6 components: Sound Recording, Marketing, Showcase, Tour Support, Video, and Radio Marketing.

123
Components Approved

163
Components Submitted

59
New Sound Recordings Approved

\$1,832,805.69
Offered

Comprehensive Music Company

Funding provided by: 'A'

The Comprehensive Music Company program offers funding support to help Canadian music companies subsidize the production, acquisition or marketing and promotion of a new, unreleased full-length sound recording.

This program comprises 6 components: Sound Recording, Marketing, Showcase, Tour Support, Video, and Radio Marketing.

356
Components Approved

431
Components Submitted

106
New Sound Recordings Approved

\$3,163,330.11
Offered

Artist Development

Funding provided by:  

The Artist Development program offers support to artists for a variety of activities such as sound recording, marketing, touring, showcase, and video.

This program allows artists to choose where best to invest in their careers throughout the span of one full artist development year, beginning on the date of application and ending one year after the offer date. The Artist Development program is one of two juried programs offered by FACTOR.

301
Components Approved
1,761
Components Submitted
\$601,857.50
Offered

Live Performance

Funding provided by:  

Through the Live Performance program, Canadian artists can apply for funding to support domestic or international industry showcase

appearances and tours in support of current or forthcoming qualifying releases.

This program comprises 2 components: Showcase, and Tour Support.

Tour Support

310
Approved
359
Submitted

\$3,401,462.01
Offered

Showcase

588
Approved
786
Submitted

\$892,250.36
Offered

Marketing & Promotion for Non-FACTOR-Funded Sound Recordings

Funding provided by: 

The Marketing & Promotion for Non-FACTOR-Funded Sound Recordings program provides financial support to market and promote a qualifying Canadian sound recording with demonstrated commercial success.

This program comprises 5 components: Marketing, Showcase, Tour Support, Video, and Radio Marketing.

47
Components Approved
103
Components Submitted
\$391,998.63
Offered

Juried Sound Recording

Funding provided by:  

The Juried Sound Recording (JSR) program supports the recording, production, and dissemination of a new, full-length sound recording. All JSR applications are evaluated by a jury of leading Canadian music industry professionals. Jury members assess the artistic merit and commercial potential of potential projects before making recommendations to the FACTOR Board of Directors, who grant final funding approval. The Juried Sound Recording program is one of two juried programs offered by FACTOR.

This program comprises 6 components: Sound Recording, Marketing, Showcase, Tour Support, Video, and Radio Marketing.

470
Components Approved
2,098
Components Submitted
141
New Sound Recordings Approved
\$3,840,124.71
Offered

Songwriter’s Workshop Support

Funding provided by: ‘A’ 

The Songwriter’s Workshop Support program assists professional Canadian songwriters with the cost of travel related to songwriting workshops and seminars.

22
Components Approved
29
Components Submitted
\$16,337.00
Offered

Video

Funding provided by: ‘A’ 

The Video program offers financial assistance to artists and record labels for the production of an original music video in support of a qualifying sound recording.

51
Components Approved
70
Components Submitted
\$292,743.86
Offered

Collective Initiatives

Funding provided by: ‘A’ 

The Collective Initiatives program supports innovative, educational, export and digital projects which increase the national and international profile and commercial potential of multiple Canadian artists and music entrepreneurs.

The program comprises 4 components: Digital Marketing, Industry Events, Showcase Production for Export-Ready Artists, Showcase Production for Artists from Official Language Minority Communities (OLMC).

122
Components Approved
157
Components Submitted
\$4,431,504.24
Offered

Sponsorship

Funding provided by: ‘A’

The Sponsorship program allows FACTOR to support worthy music-related projects and events that are looking for a smaller amount of support, or that do not quite fit other program mandates. New and genre-specific music festivals, broadcaster conferences, workshops, industry association events, and international showcases are examples of projects that FACTOR has been

proud to support over the years. Extra consideration may be given to projects and events that largely benefit underserved communities, audiences and genres. These may include (for example) Northern, remote and rural communities; Indigenous peoples and Indigenous artists; Black artists and Artists of Colour; artists identifying as LGBTQ2S.

62
Components Approved
146
Components Submitted
\$1,320,225.00
Requested
\$324,400.00
Offered



 Ester Tothova



Ester Tothova

Rise & Shine

With Vancouver’s growing and developing musical identity, there has been a need for more resources to properly support and nourish emerging talent. The music industry can be intimidating to navigate as the landscape has become increasingly “DIY” in recent years. In an effort to provide such support for Vancouver’s artists, Rise & Shine Seminar was born.

The inaugural Rise & Shine Seminar took place at the iconic Fortune Sound Club, and gave 300 of Vancouver’s rising artists and creatives a forum for collaboration and learning from some of Canada’s key music industry players. Specifically focused on R&B, rap and dance genres, the event also featured showcases from some of Vancouver’s rising talents like PRADO and I M U R.

The workshops covered topics like music distribution, how to create and foster community, branding and marketing, booking shows and grant funding. Rise & Shine was the brainchild of Matt “Kutcorners” Perry, DJ/producer, and Nancy Lee, filmmaker and co-founder of multidisciplinary electronic music & art collective Chapel Sound.

Alianait Arts Festival

Every year since 2005, Iqaluit erects a trademark purple and yellow-coloured tent signaling the return of the Alianait Arts Festival. The 3-day family-friendly festival brings performers from circumpolar

nations to Nunavut’s only city. This celebration of Canadian, Australian, and Greenlandic music features an array of music styles from katajjaq to folk. Cris Derksen, Leela Gilday, and Twin Flames performed for 5,000

Nunavummiut under 20+ hours of daylight. Outside of the concerts, the festival is notorious for its jam sessions between local and visiting artists which go on well into the early morning.



Ester Tothova



Ester Tothova



Alianait Arts Festival

Collective Initiatives

Showcase Production for Artists from Official Language Minority Communities (OLMC)

Halifax Pop Explosion

FACTOR’s continued support of the Halifax Pop Explosion is integral to the success of our event. We are proud to book a diverse range of artists, and it’s with funding like OLMC that we are able to showcase

better, more exciting artists year over year. Those artists have confirmed more bookings, signed records and publishing deals, and received more opportunities as a result of showcasing at HPX. The

OLMC funding really has generated a positive economic benefit for English-speaking artists hailing from Quebec.

—James Boyle, Executive Director



Chris Smith

Industry Events

Canadian Reggae Music Conference

The first annual Canadian Reggae Music Conference (CRMC) was groundbreaking not only for the reggae community but for the music industry in Ontario. For the first time in Canadian history it brought together various stakeholders in the reggae music industry under one roof. The conference brought in people from Jamaica and the

USA, such as American author of **Reggae Roadblocks**, Lloyd Stanbury, founding member of the Jamaican Music Conference, Kwasi Bonsu, and Jamaican artist Kabaka Pyramid to meet with members of the Canadian community to share ideas and procedures. There was discussion concerning the underdevelopment of the reggae music industry and

the various measures that could be implemented to stimulate this growth. A partnership was developed with the Jamaica Music Conference (JMC) whereby the JMC is committed to working with the CRMC to assist Canadian reggae artists by facilitating showcases in Jamaica, international exposure and securing employment and distribution deals.



Chris Smith

Digital Marketing



Robin is a personal concierge for concerts and live events. Our goal has been to help connect fans to artists. We provide important demand data to artists, in return for easier access for fans to their favourite artists’ shows. FACTOR helped fund the creation of a Robin widget, which can be installed across a variety of artist websites or blogs. Independent of whether artists are touring, fans can register their demand to see the artist in concert in their hometown.

Requiring fans to register a credit card means this represents real intent to purchase. As a small company, financing important projects is critical to Robin’s growth and success. The FACTOR grant also enabled us to create artist pages to promote Canadian artists and collect fan demand for their concerts and shows. This increased reservations via our platform to 25,000, and

transactions on our platform to 2,000. For artists, the funding has meant that Robin is able to provide robust data on their fans, and enable them to target their superfans. This data also enables them to make strategic choices about where to tour, and what to charge.

Thank you, FACTOR!

—Team Robin

Showcase Production for Export-Ready Artists

Reeperbahn

For the first time, Canada was the focus country at one of the industry’s most important conferences, Reeperbahn Music Festival and Conference in Hamburg, Germany. FACTOR funded two new initiatives and provided enhanced support to a third. On closing night of the festival, Owen Pallett performed at Hamburg’s prestigious new venue, the Elbphilharmonie, to 2,000 people which included many music

professionals from Europe and North America. A pre-concert reception was hosted by M. Stephane Dion, Canadian Ambassador to Germany. Canadian Reeperbahn activities started with M for Montreal’s collaboration with the Hamburg Music Business Association for a showcase and B2B meetings, building a musical bridge between Montreal and Hamburg. CIMA’s

activities were enhanced to celebrate Canada150 which included 3 full days of showcasing for 30 artists at Canada House, and B2B meetings. Many of these shows were sold out. Throughout the festival and conference, there was Canada-focused advertising and branding as well as an extensive publicity campaign that created a strong Canadian presence at the 2017 Reeperbahn.



Tanika Charles – Lenny Mullins

Awards

Award Category	Award	FACTOR-Funded Recipient
Canadian Country Music Association Awards	Male Artist of the Year	Brett Kissel
	Group or Duo of the Year	The Road Hammers
	Roots Group of the Year	The Washboard Union
	Interactive Artist of the Year	Brett Kissel
	Booking Agency of the Year	Invictus Entertainment Group
	Management Company of the Year	Invictus Entertainment Group
	Music Publishing Company of the Year	ole Media Management
Nova Scotia Music Awards	Delta Halifax & Delta Barrington Entertainer of the Year	Port Cities
	Solo Recording of the Year	Rose Cousins, <i>Natural Conclusion</i>
	Americana Recording of the Year	Rose Cousins, <i>Natural Conclusion</i>
	Children’s Artist of the Year	Keith Mullins
	Country Recording of the Year	Makayla Lynn, <i>On a Dare and a Prayer</i>
	Digital Artist of the Year	Port Cities
	Folk Recording of the Year	Joel Plaskett, <i>Solidarity</i>
	Rock Recording of the Year	Like A Motorcycle, <i>High Hopes</i>
Music NB Awards	Blues Artist of the Year	Mike Biggar
	Loud Artist of the Year	ZAUM
Western Canadian Music Award Winners	Blues Artist of the Year	Big Dave McLean
	Classical Artist/Ensemble of the Year	Standing Wave
	Classical Composition of the Year	Jordan Nobles, “Immersion”
	Country Artist of the Year	The Washboard Union
	Instrumental Artist of the Year	Five Alarm Funk
	Metal/Hard Music Artist of the Year	Striker
	Pop Artist of the Year	Andy Shauf
	Rap/Hip Hop Artist of the Year	The Lytics
	Rock Artist of the Year	Dan Mangan
	Roots Duo/Group of the Year	100 Mile House
	Roots Solo Artist of the Year	Corb Lund
	Songwriter(s) of the Year	Andy Shauf, “The Magician”
	Spiritual Artist of the Year	Warren Dean Flandez
	Urban Artist of the Year	Nuela Charles
	World Artist of the Year	Andino Suns
	BreakOut Artist of the Year	The Harpoonist & The Axe Murderer

Award Category	Award	Recipient
The Indies	Single of the Year	The Strumbellas, “We Don’t Know”
	Group of the Year	July Talk
	Artist of the Year	Kaytranada
	Songwriter of the Year	The Strumbellas, “Spirits”; “We Don’t Know”
	Alternative Artist/Group of the Year	Weaves
	Electronic/Dance Artist/Group of the Year	Zeds Dead
	Indigenous Artist/Group of the Year	Amanda Rheaume
	Pop Artist/Group of the Year	Repartee
	Rap/R&B Artist/Group of the Year	Clairmont the Second
	Rock Artist/Group of the Year	PUP
	Singer-Songwriter Artist/Group of the Year	Lisa LeBlanc
Music PEI Awards	Entertainer of the Year	Dylan Menzie
	Event of the Year	PEI Mutual Festival of Small Halls
	Group Recording of the Year	The East Pointers, <i>What We Leave Behind</i>
Canadian Folk Music Awards	World Group of the Year	Kobo Town, <i>Where the Galleon Sank</i>
	Solo Artist of the Year	Leeroy Stagger, <i>Love Versus</i>
Award Category	Artist Nominee	Album
Polaris Prize	A Tribe Called Red	<i>We Are the Halluci Nation</i>
	BADBADNOTGOOD	<i>IV</i>
	Tanya Tagaq	<i>Retribution</i>
	Weaves	<i>Weaves</i>
Award Category	Award	Recipient
East Coast Music Awards	Country Recording of the Year	Tristan Horncastle, <i>Turnin’ Up a Sundown</i>
	Jazz Recording of the Year	Joel Miller, <i>Dream Cassette</i>
	R&B/Soul Recording of the Year	Erin Costelo, <i>Down Below, the Status Quo</i>
	Rising Star Recording of the Year	Like a Motorcycle, <i>High Hopes</i>
	Rock Recording of the Year	The Motorleague, <i>Holding Patterns</i>
	Roots/Traditional Recording of the Year	Ten Strings and A Goat Skin, <i>Auprès du Poêle</i>
	Songwriter of the Year	Ben Caplan
	Management/Manager of the Year	Jones & Company

Award Category	Award	Recipient
JUNO Awards	Artist of the Year	Gord Downie
	Group of the Year	A Tribe Called Red
	Breakthrough Group of the Year	The Beaches
	Songwriter of the Year	Gord Downie, “A Natural”, “Introduce Yerself”, “The North” Introduce Yerself
	Adult Alternative Album of the Year	Gord Downie, <i>Introduce Yerself</i>
	Alternative Album of the Year	Alvvays, <i>Antisocialites</i>
	Rock Album of the Year	The Glorious Sons, <i>Young Beauties and Fools</i>
	R&B/Soul Recording of the Year	Daniel Caesar, <i>Freudian</i>
	Traditional Roots Album of the Year	The Dead South, <i>Illusion & Doubt</i>
	Blues Album of the Year	MonkeyJunk, <i>Time to Roll</i>
	Contemporary Christian/Gospel Album of the Year	The Color, <i>First Day of My Life</i>
	World Music Album of the Year	Kobo Town, <i>Where the Galleon Sank</i>
	Video of the Year	Grimes (Claire Boucher), “Venus Fly”
Certifications	Gold Single	Grandtheft & Delaney Jane, “Easy Go”
	Gold Single	Virginia To Vegas, “Selfish”
	Gold Single	Daniel Caesar, “Get You” (Ft. Kali Uchis)
	Gold Single	The Washboard Union, “Shot of Glory”
	Gold Single	Dan Davidson, “Found”
	Gold Single	Neon Dreams, “Marching Bands” (Ft. Kardinal Offishall)
	Gold Single	July Talk, “Push + Pull”
	Double Platinum Single	The Strumbellas, “Spirits”
	Platinum Single	Virginia To Vegas, “Lights out”
	Gold Album	The Strumbellas, <i>Hope</i>
Canadian Music Radio Awards	Best New Group or Solo Artist: Dance/Urban/Rhythmic	Neon Dreams, “Marching Bands”
	Best New Group or Solo Artist: Mainstream Rock	The Strumbellas, “Spirits”
	FACTOR Breakthrough Artist	The Strumbellas

Jeremy Dutcher

The program enabled Jeremy to record and market the project to its fullest potential in reaching many audiences across Canada.

In the past year, along with support from FACTOR, Jeremy saw the release of his debut album and language reclamation project, *Wolastoqiyik Lintuwakonawa*. With fewer than 100 fluent speakers of his First Nation language left, the album created an accessible project entirely in Wolastoqey that stands as a testament to the vibrant state of Indigenous arts and culture in Canada, happening right now. This release would not have come to the full fruition it saw, without the support of FACTOR’s Juried Sound Recording program. The program enabled Jeremy to record and market the project to its fullest potential in reaching as many audiences across Canada as possible with his important cultural touchstone.

—Jeremy Dutcher



Jeremy Dutcher — Matt Barnes



Haviah Mighty — KC Creative

Haviah Mighty

With support from FACTOR’s Juried Sound Recording program, Mighty’s forthcoming full-length project will be a career defining release.

In the past year, Haviah has balanced both a burgeoning group project with all-female hip hop crew, The Sorority, seeing their debut release *Pledge* in April 2018, alongside continuing her solo career with newfound momentum. This momentum began with Mighty’s first Artist Development grant from FACTOR, that was in support of her most recent EP, *Flower City* (March 2017). It was with that project that she started to gain industry attention, and began building a working relationship with booking agency APA, as well as artist management team Valeo Arts Management (A Tribe Called Red, Jeremy Dutcher, Jean-Michel Blais, Boogat). Together with her team, Haviah’s career is being propelled to places it hasn’t been before, recently landing opening spots for Nelly, Designer, Kranium, and more. Now, with support from FACTOR’s Juried Sound Recording program, Mighty’s forthcoming full-length project will be a career defining release that will leverage her to new audiences in more markets than ever before, via marketing, touring, and showcasing opportunities within the program. FACTOR has made sure that artists in Canada are able to reach their full creative and market potential through the Juried Sound Recording portfolio, and Mighty is fortunate to take full advantage of these resources at an essential moment in her come up.

—Haviah Mighty

Year-End Snapshot

Applicant’s Province	Projects Submitted	Components Submitted	Projects Approved	Components Approved	Amount Requested from Submitted	Amount Offered
Alberta	446	516	157	204	\$2,845,438.15	\$1,135,520.65
British Columbia	792	991	310	435	\$6,347,417.96	\$2,663,465.19
Manitoba	247	289	130	152	\$2,502,959.73	\$1,319,400.21
New Brunswick	60	68	25	29	\$327,376.74	\$111,185.93
Newfoundland & Labrador	49	55	22	25	\$475,578.11	\$236,310.54
Northwest Territories	2	2	1	1	\$13,880.00	\$12,500.00
Nova Scotia	235	316	128	195	\$1,949,346.11	\$1,164,279.02
Nunavut	3	3	2	2	\$30,000.00	\$20,000.00
Ontario	2,608	3,327	1,010	1,396	\$23,092,202.99	\$9,892,496.77
Prince Edward Island	54	66	36	43	\$438,724.00	\$295,695.92
Québec	758	986	350	491	\$6,700,106.23	\$3,228,547.02
Saskatchewan	106	108	68	69	\$507,252.88	\$258,109.80
Yukon	20	28	15	22	\$71,869.29	\$51,146.61
Other	31	36	16	18	\$317,833.17	\$122,939.56
Total	5,411	6,791	2,270	3,082	\$45,619,985.36	\$20,511,597.22

Primary Genre	Projects Submitted	Components Submitted	Projects Approved	Components Approved	Amount Requested from Submitted	Amount Offered
Adult Contemporary	107	127	37	47	\$601,010.92	\$183,169.12
Alternative	593	657	222	256	\$4,794,761.73	\$1,837,917.64
Blues	66	77	34	38	\$542,290.28	\$274,791.32
Children's	33	34	8	8	\$230,489.06	\$28,970.00
Christian Rock *	4	4	1	1	\$24,000.00	\$2,000.00
Classical	50	58	24	25	\$428,576.09	\$146,295.25
Country	267	319	101	131	\$2,236,845.11	\$1,026,123.15
Dance	60	66	16	19	\$483,459.02	\$192,716.00
Electronica	182	215	75	93	\$1,440,511.56	\$595,388.40
Experimental	100	118	42	51	\$758,809.19	\$314,805.04
Folk	680	787	324	391	\$4,383,033.48	\$1,919,336.93
Hard Rock	31	34	7	8	\$230,471.26	\$98,368.00
Hip Hop	379	471	105	123	\$2,685,538.28	\$703,088.55
Jazz	171	204	76	92	\$1,341,539.45	\$632,737.97
Metal	79	89	37	41	\$866,056.67	\$584,105.34
Pop	688	835	212	276	\$5,192,296.45	\$1,663,564.14
Punk	126	168	61	89	\$1,173,945.40	\$774,053.52
Reggae	39	47	10	13	\$188,675.14	\$53,403.94
Rock	625	698	223	258	\$4,149,975.72	\$1,676,605.31
Roots/Americana	236	280	104	129	\$1,948,439.79	\$800,426.38
Soul/R&B	262	311	73	82	\$1,979,009.58	\$491,822.07
Specialized	22	27	5	7	\$178,821.61	\$72,155.00
Traditional *	1	1	1	1	\$2,000.00	\$2,000.00
Traditional Indigenous Music	5	5	4	4	\$7,220.00	\$5,023.00
Urban *	15	16	4	5	\$91,088.00	\$49,208.00
World	99	124	50	59	\$708,144.99	\$303,498.80
Total	4,920	5,772	1,856	2,247	\$36,667,008.78	\$14,431,572.87

* FACTOR reviewed the genre list in 2017 and refined it for clarity. Starred genres were deactivated and recategorized.

	Components Submitted	Components Approved	Amount Requested from Submitted	Amount Offered
SOUND RECORDINGS				
Comprehensive Artist	77	59	\$1,586,775.70	\$1,173,377.77
Comprehensive Music Company	134	106	\$1,535,500.01	\$1,207,784.99
Juried Sound Recording	1,410	141	\$13,382,978.66	\$1,424,483.99
Songwriter’s Workshop Support	29	22	\$20,692.53	\$16,337.00
Artist Development	1,761	301	\$3,352,877.78	\$601,857.50
	3,411	629	\$19,878,824.68	\$4,423,841.25
SHOWCASE				
Comprehensive Artist	4	3	\$7,805.00	\$5,345.00
Comprehensive Music Company	22	17	\$30,934.00	\$21,056.88
Juried Sound Recording	30	18	\$40,672.50	\$26,066.93
Live Performance	786	588	\$1,263,363.30	\$892,250.36
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings	12	9	\$19,497.50	\$11,506.00
	854	635	\$1,362,272.30	\$956,225.17
TOUR SUPPORT				
Comprehensive Artist	19	13	\$152,400.93	\$111,323.04
Comprehensive Music Company	63	57	\$458,835.48	\$388,230.71
Juried Sound Recording	88	57	\$540,408.95	\$339,695.98
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings	24	11	\$203,958.57	\$103,134.50
Live Performance	359	310	\$4,211,404.53	\$3,401,462.01
	553	448	\$5,567,008.46	\$4,343,846.24
MARKETING				
Comprehensive Artist	35	25	\$680,884.96	\$358,711.38
Comprehensive Music Company	121	100	\$1,999,006.76	\$1,179,100.50
Juried Sound Recording	371	144	\$4,777,242.32	\$1,578,083.36
Marketing & Promotion for FACTOR-Funded Sound Recordings	1	1	\$15,000.00	\$15,000.00
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings	33	15	\$310,259.88	\$206,940.13
	561	285	\$7,782,393.92	\$3,337,835.37

	Components Submitted	Components Approved	Amount Requested from Submitted	Amount Offered
RADIO MARKETING				
Comprehensive Artist	8	7	\$37,445.00	\$32,340.00
Comprehensive Music Company	23	16	\$109,800.00	\$79,642.00
Juried Sound Recording	72	40	\$283,551.61	\$185,445.29
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings	15	6	\$51,864.50	\$30,000.00
	118	69	\$482,661.11	\$327,427.29
VIDEO				
Comprehensive Artist	20	16	\$188,350.56	\$151,708.50
Comprehensive Music Company	68	60	\$373,061.64	\$287,515.03
Juried Sound Recording	127	70	\$549,510.63	\$286,349.16
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings	19	6	\$74,286.63	\$40,418.00
Video	70	51	\$429,331.38	\$292,743.86
	304	203	\$1,614,540.84	\$1,058,734.55
INDUSTRY SUPPORT				
Business Development	68	41	\$683,864.27	\$256,054.00
Business Travel	700	585	\$1,497,990.80	\$914,511.55
	768	626	\$2,181,855.07	\$1,170,565.55
SPONSORSHIP				
Sponsorship	146	62	\$1,320,225	\$324,400.00
	146	62	\$1,320,225	\$324,400.00
COLLECTIVE INITIATIVES				
Digital Marketing	19	13	\$643,337.00	\$486,370.93
Industry Events	66	49	\$2,851,894.66	\$1,885,342.50
Showcase Production for Artists from Official Language Minority Communities	26	22	\$721,157.97	\$441,977.31
Showcase Production for Export-Ready Artists	46	38	\$1,795,367.00	\$1,617,813.50
	157	122	\$6,011,756.63	\$4,431,504.24
TOTAL OFFERS	6,872	3,079	\$46,201,538.01	\$20,374,379.66

Foundation Assisting Canadian Talent on Recordings

Financial Statements

June 18, 2018

(expressed in Canadian dollars)

Independent Auditor’s Report To the Board of Directors of Foundation Assisting Canadian Talent on Recordings

We have audited the accompanying financial statements of Foundation Assisting Canadian Talent on Recordings, which comprise the statement of financial position as at March 31, 2018 and the statements of operations, changes in net assets and cash flows for the year then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

Management’s responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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 in our audit 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 Foundation Assisting Canadian Talent on Recordings as at March 31, 2018 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Private Horwath LLP

Chartered Professional Accountants,
Licensed Public Accountants



Statement of Financial Position

As at March 31, 2018

	2018			2017	
	General Fund \$ (unrestricted)	Capital asset Fund \$	Restricted Reserve Fund \$	Total \$	Total \$
Assets					
Current assets					
Cash and cash equivalents	228,753	–	–	228,753	602,665
Accounts receivable (note 6)	40,515	–	–	40,515	587,319
Short-term investment	500,000	–	–	500,000	500,001
Other Assets	46,351	–	–	46,351	48,747
	815,619	–	–	815,619	1,738,732
Investments (note 9)	–	–	52,162,706	52,162,706	49,805,043
Property and Equipment (note 4)	–	129,734	–	129,734	142,763
Intangible Assets (note 5)	–	223,795	–	223,795	303,082
	815,619	353,529	52,162,706	53,331,854	51,989,620
Liabilities					
Current Liabilities					
Accounts payable and accrued liabilities (note 7)	165,540	–	–	165,540	141,774
Net Assets	650,079	353,529	52,162,706	53,166,314	51,847,846
	815,619	353,529	52,162,706	53,331,854	51,989,620
Commitments (note 8)					

Approved by the Board of Directors of Foundation
Assisting Canadian Talent on Recordings

DirectorDirector

Statement of Operations

For the year ended March 31, 2018

	2018			2017	
	General Fund \$ (unrestricted)	Capital asset Fund \$	Restricted Reserve Fund \$	Total \$	Total \$
Revenue (schedule 1)	20,451,777	–	–	20,451,777	19,480,280
Expenditures					
Grants (schedule 2)	18,551,059	–	–	18,551,059	16,255,253
Administrative expenses (schedule 3)	2,353,698	–	–	2,353,698	2,244,644
	20,904,757	–	–	20,904,757	18,499,897
Excess (deficiency) of revenue over expenditures before the following	(452,980)	–	–	(452,980)	980,383
Investment income (note 9)	25,431	–	1,581,440	1,606,871	1,713,085
Increase of change in unrealized gain on investments (note 9)	–	–	276,241	276,241	1,644,906
Depreciation of property and equipment	–	(32,377)	–	(32,377)	(34,446)
Amortization of intangible assets	–	(79,287)	–	(79,287)	(53,233)
	25,431	(111,664)	1,857,681	1,771,448	3,270,312
Excess (deficiency) of revenue over expenditures for the year	(427,549)	(111,664)	1,857,681	1,318,468	4,250,695

Statement of Changes in Net Assets

For the year ended March 31, 2018

				2018	2017
	General Fund \$ (unrestricted)	Capital asset Fund \$	Restricted Reserve Fund \$	Total \$	Total \$
Balance - Beginning of year	1,596,958	445,845	49,805,043	51,847,846	47,597,151
Excess (deficiency) of revenue over expenditures for the year	(427,549)	(111,664)	1,857,681	1,318,468	4,250,695
Interfund transfers (note 10)	(519,330)	19,348	499,982	-	-
Balance - End of year	650,079	353,529	52,162,706	53,166,314	51,847,846

Statement of Cash Flows

For the year ended March 31, 2018

	2018 \$	2017 \$
Cash provided by (used in)		
Operating activities		
Excess of revenue over expenditures for the year	1,318,468	4,250,695
Adjustments for non-cash items		
Depreciation of property and equipment	32,377	34,446
Amortization of intangible assets	79,287	53,233
Increase of change in unrealized gain on investments	(276,241)	(3,273,355)
Realized gains on investments	(1,581,440)	(48,795)
	(427, 549)	1,016,224
Changes in non-cash working capital items		
Accounts receivable	546,804	(249,290)
Other assets	2,396	(3,475)
Accounts payable and accrued liabilities	23,766	(13,664)
	145,417	749,795
Investing activities		
Purchase of investments	(22,846,932)	(7,528,501)
Sale of investments	16,795,354	1,000,000
Sale of short-term investments	5,551,597	6,028,500
Purchase of property and equipment	(19,348)	(12,411)
Purchase of intangible assets	-	(2,278)
	(519,329)	(514,690)
Increase (decrease) in cash and cash equivalents during the year	(373,912)	235,105
Cash and cash equivalents - Beginning of year	602,665	367,560
Cash and cash equivalents - End of year	228,753	602,665
Cash and cash equivalents are allocated as follows		
General fund	228,753	602,665
Cash and cash equivalents comprise		
Cash	228,753	602,655
Cash equivalents	228,753	602,655

Notes to Financial Statements

March 31, 2018

1.General

Foundation Assisting Canadian Talent on Recordings (FACTOR or the Foundation) was incorporated as a not-for-profit organization without share capital on June 17, 1982, under the Canada Corporations Act.

FACTOR provides funding by way of grants to Canadian individuals and groups in the music recording industry in order to promote and foster Canadian talent. FACTOR receives and disburses funds, pursuant to agreements with the Government of Canada, under the Department of Canadian Heritage’s New Musical Works and Collective Initiatives programs. The current contract with the Government of Canada expires on March 31, 2020. Financial contributions received from Canada’s private radio industry are likewise distributed by FACTOR to individuals and groups in the Canadian music industry.

Pursuant to the Income Tax Act (Canada), FACTOR is classified as a not-for-profit organization and therefore is not subject to income taxes

2.Basis of presentation

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO) issued by the Canadian Accounting Standards Board applied within the framework of the accounting policies summarized below.

3.Significant accounting policies

Fund accounting

FACTOR follows the deferral method of accounting for contributions.

The general fund accounts for the Foundation’s general operating activities. The net assets represent the accumulation of surplus private and Government of Canada contributions,

loan repayments and investment income earned thereon after interfund transfers.

The capital asset fund records capital asset purchases and proceeds of disposition and the related amortization of these assets.

During 2014, the board of directors authorized the creation of the restricted reserve fund for long-term investments and related investment income. This fund will not be used for operational purposes and is not available for any other purpose without approval of the board of directors.

Revenue recognition

Unrestricted contributions are recognized as revenue when received or receivable if the amounts can be reasonably estimated and collection thereof is reasonably assured. Restricted contributions are deferred and recognized as revenue as the related expenses are incurred. Investment income including interest, realized gains (losses) and unrealized gains (losses) are recognized as revenue when earned.

Cash and cash equivalents

Cash and cash equivalents include short-term deposits with maturities of less than 90 days and are recorded at fair value.

Loans

On April 1, 2017, all loans in good standing were converted to grants. Previously, loans to artists, producers and record companies were advanced to finance costs directly associated with recordings as well as the promotion and marketing of those recordings. These loans were repaid directly from royalty proceeds of projects financed by the program. Due to the uncertainty of ultimate collectibility, loans are expensed when the monies are advanced. No loans were issued this fiscal year. Repayment of past loans is recorded as a recovery of loans and awards (now grants) when cash is received from the recipient.

Property and equipment

Property and equipment are recorded in the capital asset fund at cost and are amortized over their estimated useful lives using the following methods and annual rates:

Computer equipment	30% – 100% declining balance
Furniture and equipment	20% declining balance
Leasehold improvements	straight-line over term of lease

Intangible assets

Intangible assets are recorded in the capital asset fund at cost less accumulated amortization and include developed computer software with a finite useful life. The Foundation has chosen to capitalize qualifying development costs in the statement of financial position. These assets are amortized on a straight-line basis over their estimated useful lives of seven years.

Impairment of long-lived assets

The Foundation tests for impairment whenever events or changes in circumstances indicate the carrying value of the assets may not be recoverable. Recoverability is assessed by comparing the carrying value to the projected future net cash flows the long-lived assets are expected to generate through their direct use and eventual disposition. When a test for impairment indicates the carrying value of an asset is not recoverable, an impairment loss is recognized to the extent the carrying value exceeds fair value.

Contributed services

Members of FACTOR’s board of directors, members of the National Advisory Board and unpaid volunteers from the music industry donate their time without monetary compensation. Because of the difficulty of determining the fair value of the contributed services, the value of these services is not recognized in the financial statements.

Use of estimates

The preparation of financial statements in accordance with ASNPO requires management to make estimates and assumptions that affect the reported amounts of assets and

liabilities and the disclosure of contingent 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 those estimates.

Financial instruments

Short-term investments comprise guaranteed investment certificates (GICs) with maturities of less than one year. Investments comprise pooled funds.

The Foundation records cash, accounts receivable, short-term investments and accounts payable and accrued liabilities at amortized cost.

The Foundation records investments in equity securities that are quoted in an active market at fair value in the statement of financial position with changes in fair value recorded in the statement of operations.

Financial assets are tested for impairment at the end of each reporting period when there are indications the assets may be impaired.

Related parties

Related party transactions are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

4. Property and equipment

	2018 \$		
	Cost \$	Accumulated depreciation \$	Net \$
Computer equipment	360,582	350,599	9,983
Furniture and equipment	265,848	231,370	34,478
Leasehold improvements	164,097	78,824	85,273
	790,527	660,793	129,734

	2017 \$		
	Cost \$	Accumulated depreciation \$	Net \$
Computer equipment	347,688	344,833	2,855
Furniture and equipment	259,393	221,168	38,225
Leasehold improvements	164,097	62,414	101,683
	771,178	628,415	142,763

5. Intangible assets

	2018 \$		
	Cost \$	Accumulated amortization \$	Net \$
Computer software	693,837	470,042	223,795

	2017 \$		
	Cost \$	Accumulated amortization \$	Net \$
Computer software	693,837	390,755	303,082

6. Accounts receivable

Accounts receivable comprise the following:

	2018 \$	2017 \$
Due from other companies	13,569	9,231
Due from Government of Canada	26,946	578,088
	40,515	587,319

7. Accounts payable and accrued liabilities

Accounts payable and accrued liabilities comprise the following amounts:

	2018 \$	2017 \$
Trade accounts payable	29,049	17,081
Professional fees	42,856	49,460
Vacation accrual	68,635	50,233
Bonus accrual	25,000	25,000
	165,540	141,774

8. Commitments

Grants

As at year-end, FACTOR is committed to advancing funds in the future totalling approximately \$7,510,435 (2017 – \$7,268,319) as grants to recipients. Because certain conditions must be met before such grants are made, these amounts have not been

recorded as liabilities. The following is the breakdown of the amounts that remain outstanding as at March 31, 2018:

	Initial commitment \$	Payment made to date \$	Remaining commitment balance \$
Before April 1, 2017	1,262,294	634,388	627,905
April 1, 2017 – December 31, 2017	14,566,572	11,040,456	3,526,116
January 1, 2018 – March 31, 2018	5,900,754	2,544,341	3,356,413
	21,729,620	14,219,185	7,510,435

Leases

Effective June 20, 2012, the Foundation entered into a lease agreement to rent office space for a period of ten years. As at year-end, FACTOR is also committed to various operating leases

for equipment expiring in 2019. The approximate future annual minimum lease payments are as follows:

	Equipment \$	Office space \$
2019	1,500	233,000
2020	-	236,000
2021	-	238,000
2022 and beyond	-	303,000
	1,500	1,010,000

9. Investments

During the year, the investments increased in value as follows:

	2018 \$	2017 \$
Opening balance	49,805,043	44,982,893
Purchases	17,295,336	2,500,000
Sales	(16,795,354)	(1,000,000)
Realized gains	1,581,440	48,795
Increase of change in unrealized gain on investments	276,241	3,273,355
	52,162,706	49,805,043

10. Interfund transfers

During the year, \$19,348 (2017 – \$14,689) was transferred to the capital asset fund from the general fund. In addition, the investment balances of the unrestricted general fund were transferred to the restricted reserve fund in the amount of \$499,982 (2017 – \$1,487,840). These transfers were approved by the board of directors.

11. Financial instruments

The Foundation’s investment activities may expose it to a variety of financial risks, including credit risk, liquidity risk, interest rate risk, market risk and currency risk. The following provides an overview of the risks associated with these investments.

Credit risk

Credit risk is the risk a counterparty to a financial instrument will fail to perform its obligations. The carrying value of financial assets represents the maximum credit risk exposure. The Foundation’s credit risk on investments is concentrated in a portfolio of pooled funds held entirely with one counterparty. The Foundation invests primarily in a portfolio of marketable securities and GICs and its accounts receivable are due from the Government of Canada. Therefore, exposure to credit risk is not significant.

Liquidity risk

Liquidity risk is the risk FACTOR will not be able to meet its obligations as they come due. The financial liabilities of FACTOR are short-term in nature, as all amounts are payable within one year. FACTOR has invested in marketable securities and GICs for which a secondary market exists and thus these funds are determined to be liquid. FACTOR has sufficient funds to settle its current obligations. Therefore, exposure to liquidity risk is not significant.

Interest rate risk

Interest rate risk is the risk a change in interest rates will adversely affect the fair value of fixed income securities or cause fluctuations in future cash flows of a financial instrument. The Foundation’s exposure to interest rate risk is concentrated

in its investments in GICs and its investments in fixed income pooled funds, which comprise 60% of the Foundation’s investment portfolio. The Foundation does not hold any variable rate debt.

Market risk

Market risk is the risk the future cash flows of a financial instrument will fluctuate due to changes in market prices. The Foundation is exposed to fluctuations in the yield on its investments in Canadian and foreign equity pooled funds, which comprise 40% of the Foundation’s investment portfolio.

Currency risk

Currency risk is the risk the fair value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Foundation invests in equity securities that hold investments priced in currencies other than the Canadian dollar. The Foundation is therefore exposed to currency risk on its investments in foreign equity pooled funds, which comprise 31% of the Foundation’s investment portfolio.

12. Related party transactions

During the year, FACTOR approved grants, in the normal course of operations, to related organizations in the amount of \$96,937 (2017 – \$192,599) and extended payments in the amount of \$60,188 (2017 – \$119,111), which are included in the statement of operations as grants. Total outstanding commitments to these parties amounted to \$36,749 as at March 31, 2018 (2017 – \$73,488), which are disclosed as commitments in note 8. The parties are related by virtue of the fact the recipients have representation on FACTOR’s board of directors.

13. Comparative figures

Certain prior year comparative figures were reclassified to conform to the current year presentation.

Schedule of Revenue

For the year ended March 31, 2018

	2018 \$	2017 \$
Public		
Canadian Music Fund contributions		
New Musical Works Program	7,077,434	7,077,434
Collective Initiatives Program	3,268,167	2,922,467
	10,345,601	9,999,901
Private		
Broadcasters’ contributions		
Tangible benefits	4,014,981	3,610,098
Canadian content development		
Basic	1,573,164	1,650,645
Over and above	873,191	1,484,259
Stingray Radio	195,579	227,357
Sirius XM	3,249,261	2,508,020
Radio Starmaker	200,000	-
	10,106,176	9,480,379
	20,451,777	19,480,280

Schedule of Grants

For the year ended March 31, 2018

	2018 \$	2017 \$
Sound recording production		
Comprehensive music company	1,016,791	1,089,137
Comprehensive artist	766,221	428,582
Artist development	622,265	616,373
Juried sound recording	1,321,990	1,478,365
	3,727,267	3,612,457
Marketing		
Comprehensive music company	1,570,146	1,331,079
Comprehensive artist	462,034	553,952
Juried sound recording	2,018,953	2,073,219
Marketing and promotion for FACTOR funded sound recordings (where album funded prior to April 1, 2013)	20,303	108,636
Marketing and promotion for non-FACTOR funded sound recordings	272,461	248,036
Tour support	3,184,253	2,434,903
Showcase	832,325	655,020
Video	234,160	273,026
	8,594,635	7,677,871
Other		
Business travel	885,461	691,455
Business development	241,369	334,810
Program travel expenses	75,191	37,375
Songwriter’s workshop	15,587	18,339
Sponsorship	395,844	447,000
Regional affiliates	388,499	396,000
Radio marketing	280,236	186,253
	2,282,187	2,111,232

	2018 \$	2017 \$
Collective initiative program		
Industry events	1,615,693	1,451,886
Showcase production for artists from official language minority communities	403,913	424,310
Showcase production for export ready artists	1,319,055	712,421
Digital marketing	500,736	526,650
Export showcase artist support	174,017	-
	4,013,414	3,115,267
Loan repayment		
Repayments	(66,444)	(261,574)
	18,551,059	16,255,253

Schedule of Administrative Expenses

For the year ended March 31, 2018

	2018 \$	2017 \$
Salaries and benefits	1,663,406	1,510,749
Occupancy costs	244,244	215,425
Equipment rentals and repairs	55,068	107,985
Automobiles and travel	72,685	78,257
Publicity, promotion and meetings	35,596	46,589
Professional fees	78,890	70,306
Office and general	19,560	19,628
Consulting	34,718	27,385
Subscription	18,270	33,878
Professional development	36,576	34,407
Courier and postage	4,660	7,334
IT development and maintenance	61,938	63,408
Telephone and communications	18,853	20,059
Insurance	9,234	9,234
	2,353,698	2,244,644

Colophon

Design

Tennis.
www.designtennis.com

Typefaces

Apercu
Lyon

Printer & Binder

Flash Productions
www.flashreproductions.com

FACTOR Canada^{ca}