

**FACTOR**

Canada







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# Message from the Chair



Over the course of 2018-2019 FACTOR continues to make decisions to serve our clients in the ever-changing marketplace. We have put focus on program changes to meet the expanding needs, outreach to ensure everyone knows about the improved programs and opportunities available to them, and pushing to find new opportunities and projects in the future to showcase the amazing musical works of our client base.

In the growing global music economy, with the live sector and streaming services booming, export and touring have never been more important. This past year FACTOR has funded over 3,397 international dates for 466 artists – this includes 245 artists playing over 3,100 tour dates and 221 artists showcasing at just under 300 events all outside of Canada. Past juried recipients who are not yet Artist level 2 and 3 have also been able to access showcase and tour funding, which has garnered major support and appreciation from both the clients and partners at this stage in their budding careers.

Over this last year, FACTOR has made great strides to study demand and make smart program changes and to find new opportunities to serve our partners and clients better. In 2018-2019 over 80% of the touring, showcase and business travel programs applications were approved, and we'll be putting an additional \$1 million dollars into these programs in the coming year. Export

has been a key focus of the Department of Canadian Heritage and we continue to support fantastic programs on the global stage such as Reeperbahn in Germany, Printemps de Bourges in France, while developing new markets and genre opportunities with Linecheck in Milan, Italy later this year and the Frankfurt Book Fair in Germany in 2020.

Through new CRTC mandates, we have received substantial increased funding for expanded video and other music programs. By using new funds from that source and other radio CCD benefits, FACTOR has developed a new program for publishers and expanded the available funding for songwriters' workshops. To support the widest diversity possible in our programming, we are partnering with Musicaction to create more initiatives together in Canada and other territories.

Communication is key to FACTOR working with our artist community and we love hearing feedback from our clients and partners. Please do drop a line if you have any comments or suggestions to make FACTOR better! You can reach me at [msymsyk@entonegroup.com](mailto:msymsyk@entonegroup.com).

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

Meghan Symsyk

# Message from the President



FACTOR has more than ever been involved in developing, financing and implementing important projects with our clients. These are often collective in nature and make use of our network of partners and related activities to find and deliver more commercial opportunities to Canadian music businesses and musicians. The upcoming year will be critical as we expand our programming both in Canada and around the world.

Partnerships are particularly important in our business, as no one has all the expertise, and least of all the financial resources, to do everything. We are very pleased to have worked, and will continue to do so, with a variety of financial and other collaborators to bring music to new audiences around the world. This year, we partnered with Musicaction to support English artists at Printemps de Bourges, one of the most important festivals on the French calendar, and a place where European professionals from the Francophonie gather to hear and see new acts for festivals across France, Belgium and Switzerland. We expect to continue that collaboration as we see more opportunity for Canadian artists in traditional French markets.

In conjunction with our efforts to support Canada as the country of honour for the Frankfurt Book Fair 2020, we will again be working with Musicaction, who is the lead partner in assembling

the Canadian presence for our sector at jazzahead! in Bremen. In support of the Frankfurt Book Fair, we will be assembling events to promote Canadian talent at the Berlin Film Festival, Elbjazz, and in Hamburg and Munich. As well, we will be creating the definitive music show for the Book Fair itself. These events will be done with the support of the Canadian Embassy in Berlin, and the invaluable support of Sound Diplomacy in Germany.

In the upcoming months we will be working with Manitoba Music, developing and financing opportunities for Indigenous artists to showcase in Australia at Big Sound and in Germany with CIMA at the Reeperbahn Conference and Festival.

Finally, with support for the Canadian Embassy in Rome, and the event organizers, we will present another Canada-focused event at the Linecheck Conference during Milan Music Week this November. A new foothold in Italy!

All these activities, most importantly, will emphasize our mandates: firstly, to provide commercial opportunities for our artists and businesses, and, secondly, to provide stages for all of Canada's diverse artistic communities.

We expect to do more and will expand our partnerships and networks to open up even more opportunities for Canadian music. Watch your inboxes for news and ways to participate.

Duncan McKie

# About the Foundation



FME 2018 — Dominic McGraw



Femme Wave 2018 — Jarrett Edmund

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

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 provides 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.

FACTOR is committed to reflecting the diversity of the Canadian population in its programs and operations. We are committed to ensuring universal access to all funds and services, including all musical expressions and talent. We will also in our work encourage these values of diversity and inclusiveness within the broader Canadian music sector.



# Staff

FACTOR currently has twenty one staff across five departments.

**Duncan McKie**  
President

**Operations**

**Phil Gumbley**  
Director of Operations

**Megan Jones**  
Operations Manager and  
Acting Manager, Client Services

**Danitza Nolasco**  
IT Manager

**Nicole Nicolson**  
Office Coordinator

**Communications**

**Karina Moldovan**  
Communications &  
Stakeholder Relations Officer

**Anastasiia Danylova**  
Communications Assistant

**Accounting**

**Marina Anianova**  
Accounting Manager

**Collective Initiatives,  
Sponsorships &  
Outreach**

**Evelyn Cream**  
Manager

**Taiwo Bah**  
Project Coordinator

**Client Services**

**Angela Kozak**  
Assistant Manager

**Eryka MacLean**  
Assistant Manager – maternity leave

**Beth Hamill**  
Senior Project Coordinator

**Erin Kiyonaga**  
Senior Project Coordinator

**Derek Wilson**  
Project Coordinator

**Geoff Stairs**  
Project Coordinator

**Jeff Hayward**  
Project Coordinator

**Lindsey Van de Keere**  
Project Coordinator

**Sharla Bryan**  
Project Coordinator

**Tia Gordon**  
Project Coordinator & Outreach

**Jeremy Klaver**  
Jury Supervisor

FACTOR would like to thank Angela Fex for her contributions to the team 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

**Gayatri Thirunadarajah**  
CORUS Appointee  
Regional Business Manager, CORUS

**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 (resigned March 2019)**  
Observer, Chair of National Advisory Board  
Executive Director, Music Nova Scotia

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 ongoing guidance.

We would like to thank Ross MacLeod and Scott Long for their contributions to FACTOR this year.

# National Advisory Board



The FEQ 2018 – Andre Olivier Lyra

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

**TBD**  
FACTOR REC

## 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

NAB positions as of March 2019



# Our Funding Partners



AfroChic Festival 2018 – Maryam Toson

## Government of Canada:

Through the Canada Music Fund of the Department of Canadian Heritage, FACTOR administered \$10,000,601.

### 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 \$8,108,400 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.



# Financial Results

## Revenue

2017



2018



2019



● Canada Music Fund ● Canada's Private Radio Broadcasters

## Expenditures

2017



2018



2019



● Administrative Expenses ● Loans and Grants



POP Montreal 2018 – Ranko Bobusic

FACTOR’s revenue was \$18,109,001 with \$19,466,004 paid out in 2018–2019

\$10,000,601

In contributions from the Government of Canada.

\$8,108,400

In contributions from Broadcasters.

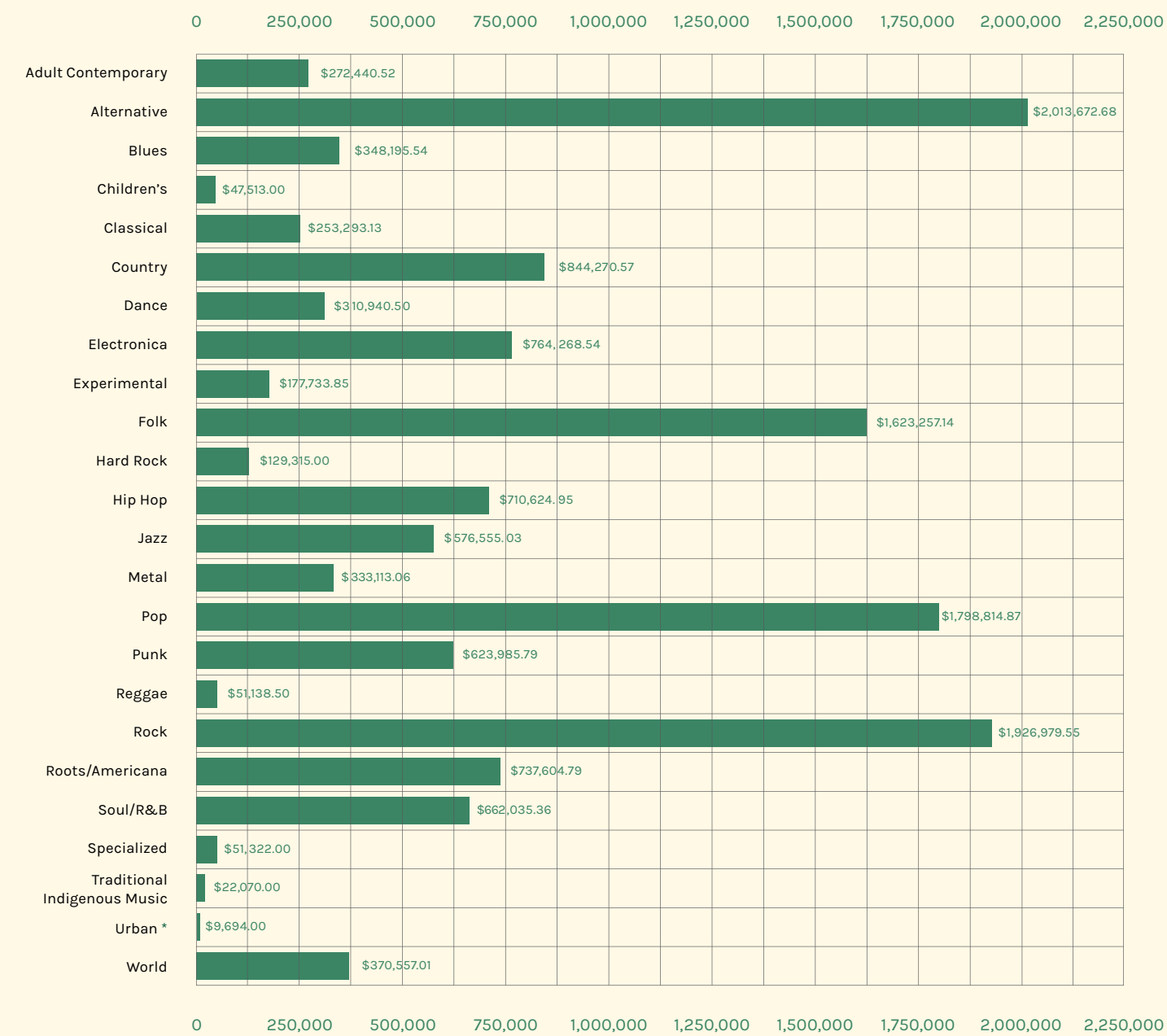
\$19,466,004

Paid out in grants.

\$348,934

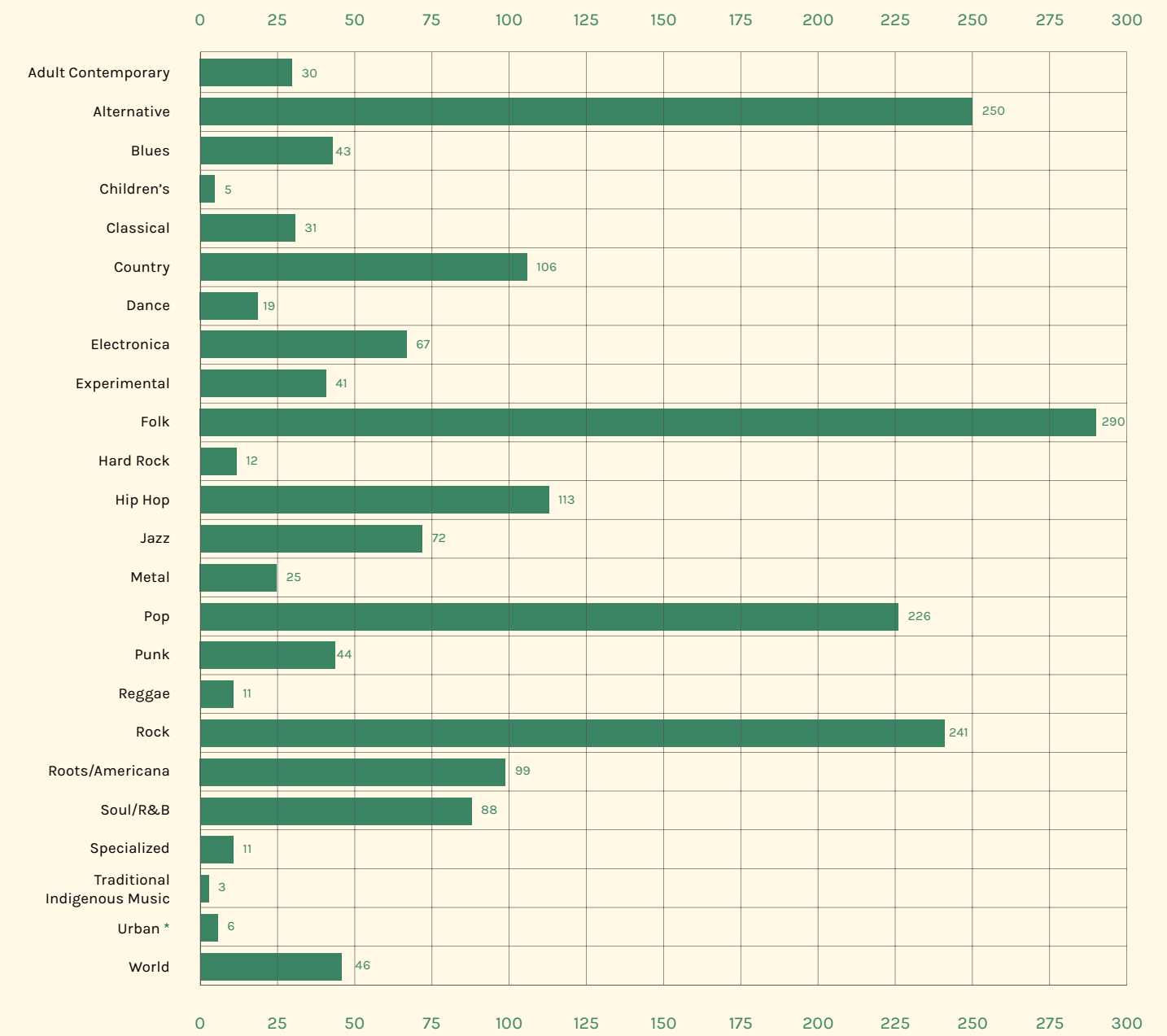
Paid to regional affiliates.

# 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 **3,218** **7,579**  
Approved Submitted

Artist Development  
301 Approved / 2,299 Submitted



Collective Initiatives  
103 Approved / 135 Submitted



Industry Support  
591 Approved / 716 Submitted



Marketing  
327 Approved / 522 Submitted



Radio Marketing Fund  
93 Approved / 157 Submitted



Showcase  
747 Approved / 931 Submitted



Songwriter's Workshop  
20 Approved / 28 Submitted



Sound Recordings  
315 Approved / 1,825 Submitted



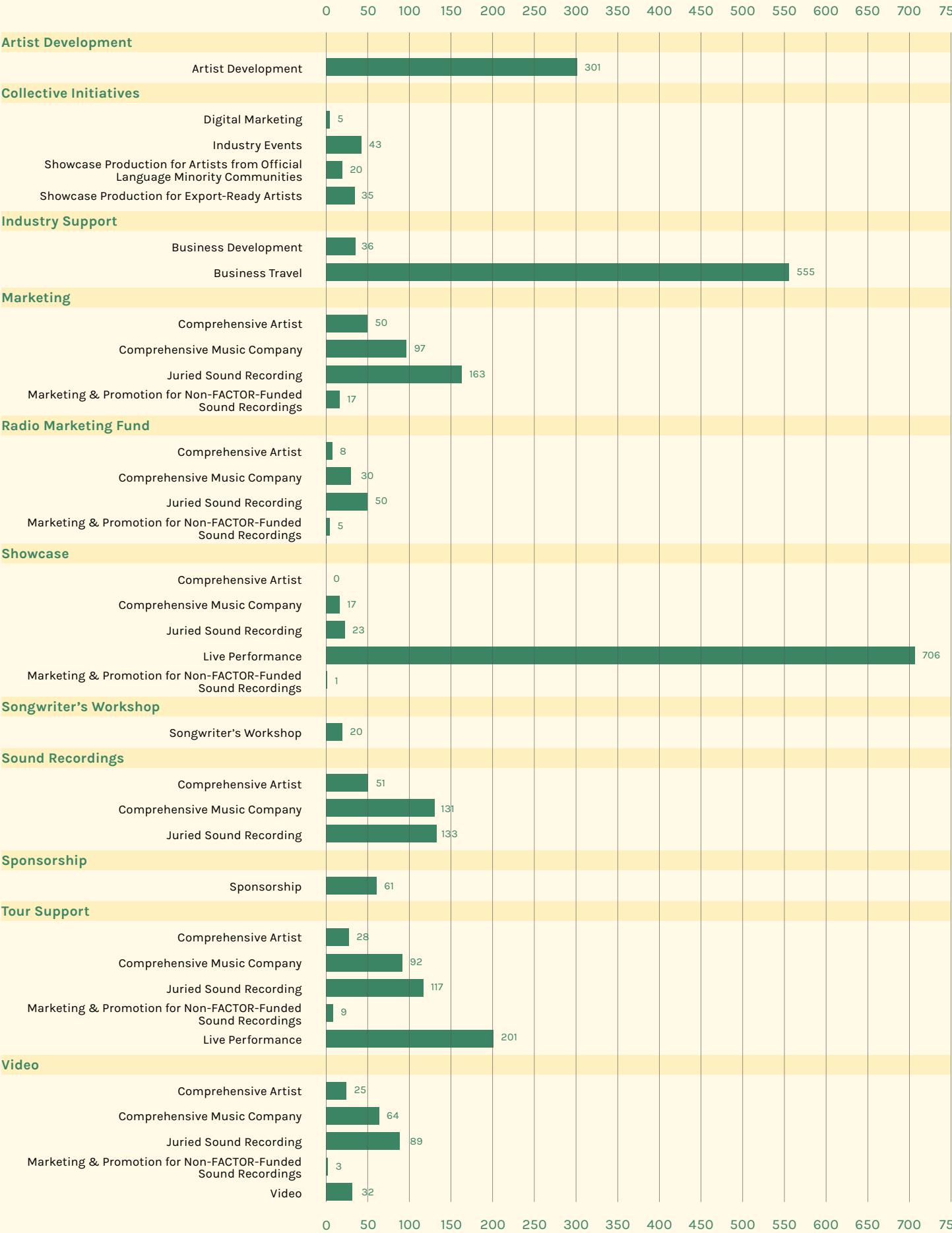
Sponsorship  
61 Approved / 107 Submitted



Tour Support  
447 Approved / 540 Submitted



Video  
213 Approved / 319 Submitted



# Applications Funding Offered

Total Offers

\$19,627,314.22

Offered

\$46,870,997.85

Requested

Artist Development

\$601,750.00 / \$4,336,958.11



Marketing

\$3,825,884.36 / \$6,929,118.73



Songwriter’s Workshop

\$13,822.25 / \$15,733.12



Tour Support

\$3,789,379.30 / \$4,946,166.68



Collective Initiatives

\$3,401,036.27 / \$5,168,197.81



Radio Marketing Fund

\$428,717.75 / \$636,252.40



Sound Recordings

\$3,697,294.05 / \$18,222,367.61



Video

\$1,206,018.21 / \$1,931,816.96



Industry Support

\$1,134,360.32 / \$1,734,732.29



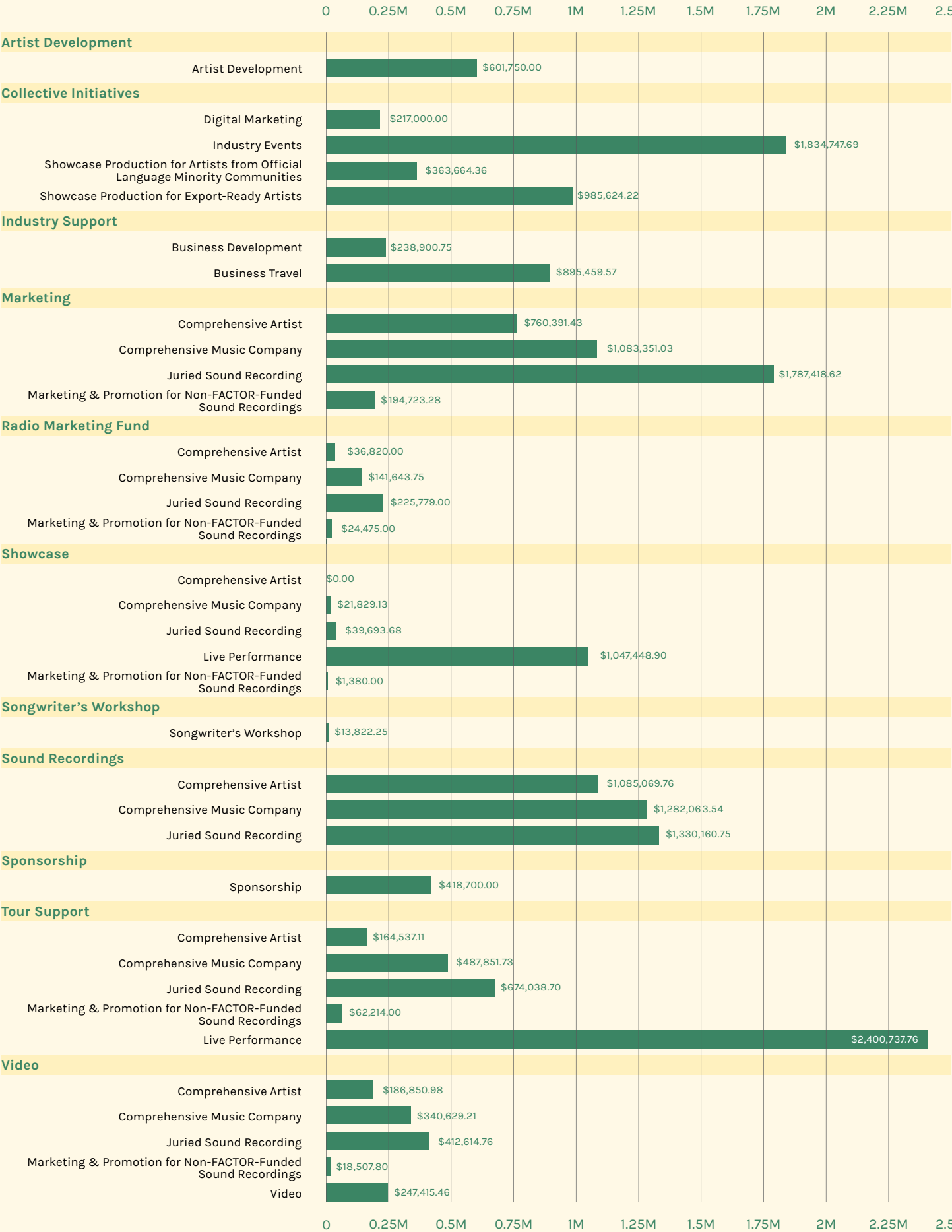
Showcase

\$1,110,351.71 / \$1,404,620.78



Sponsorship

\$418,700.00 / \$1,545,033.36





# In the Community

## Outreach Events

Alberta	Canadian Music Week	Prince Edward Island
Alberta Music: Grant Panel	CIMA Awards	Canadian Song Conference
Alberta Electronic Music Conference	Country Music Association of Ontario (CMAO)	Quebec
Western Association of Broadcasters Conference (WAB)	DesiFEST: Face the Music Conference	ELAN
British Columbia	Folk Music Ontario	FACTOR Funding Info Session
BreakOut West	Honey Jam	Festival d'Été de Québec
British Columbia Association of Broadcasters Conference (BCAB)	ICE Committee Roundtable	Festival Musique Émergente
CURRENT Symposium	iLive Radio/The Hook & Co Artist Workshop	Folk Alliance International
PHOENIX Training & Professional Development Program	iLive Studio Interview	FORUM
Rifflandia Music Festival	Indie Week	M for Montreal
Manitoba	Indigenous Music Development Program (Manitoba Music)	Mundial
January Music Meeting	International Women's Day: FACTOR Info Session	MUTEK
Manito Ahbee Festival	JUNO Awards	MUTEK: Keychange Symposium
Manitoba Music Indigenous Info Session	JUNOS London: Host City Music Exchange	POP Montreal
Northern Touch Music Festival & Conference	Music Career Day w/ Mohawk, Gov of Hamilton	USA/Europe
New Brunswick	NXNE Panel	A3C - Atlanta, Georgia
Music NB Festival (506)	Ontario Association of Broadcasters (OAB)	SXSW - Austin, Texas
Nova Scotia	Prism Prize Awards	Mondo NYC - New York, New York
East Coast Music Awards	Rastafest	Upstream Music Fest & Summit - Seattle, Washington
Halifax POP Explosion	Reggae Bootcamp	Printemps de Bourges - Bourges, France
Newfoundland & Labrador	Remix Project: Grant Writing Workshop	Reeperbahn - Hamburg, Germany
Music NL Week	RISE Edutainment Info Session	
Ontario	SOCAN Awards	
African Music Week	Toronto Blues Society: Blues Summit 9	
Canadian Country Music Week/Awards	VICE BetterDone Conference	

# Juries

## Jurors come from all over Canada and abroad and use their expertise to help funding reach applicants in FACTOR's most popular programs.

FACTOR jurors are volunteer professionals working in the Canadian music industry, radio broadcasting industry, and other related industries. Our jurors include artists, producers, managers, agents, promoters, record label executives, publishers, publicists, programming and music directors, radio DJ's and more. Jurors come from all over Canada and abroad and use their expertise to help funding reach applicants in FACTOR's most popular programs.

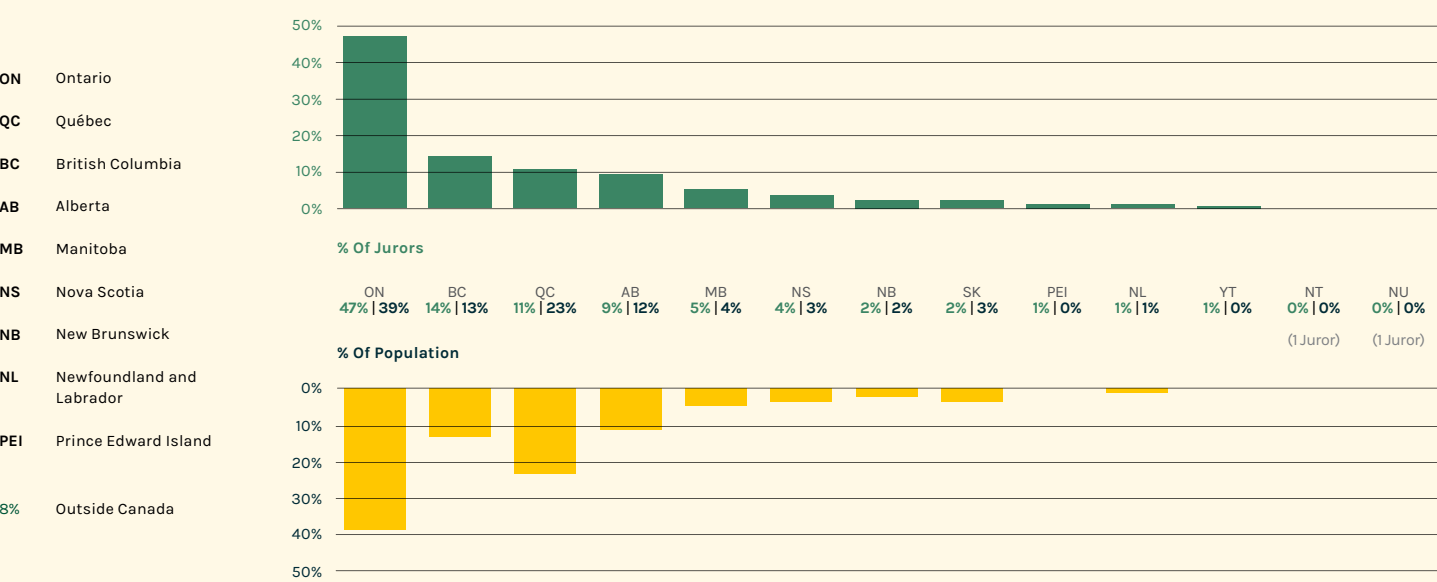
FACTOR has taken steps to improve the reflection of Canada's diverse population on our juror team, recruiting professionals from underrepresented communities with consideration of genre, those in remote and rural locations, Indigenous people, Black people,

people of colour, people of all genders, LGBTQ2 people and more.

FACTOR relies on the participation of members of the Canadian music and radio broadcasting industries to help assess and fund projects through FACTOR's Juried Sound Recording and Artist Development programs. Professionals can become FACTOR jurors if:

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

## Percentage of Jurors Per Province or Territory:



# Jurors

## FACTOR would like to thank all of our jurors for their time and expertise throughout the year.

Aaron Bethune · Aaron Saloman · Aaron Scholz · Aaron Schubert · Abigail Pye · Adam Baldwin · Adam Berger · Adam Hurstfield · Adam Moore · Adrian Eccleston · Adrienne Harry · Adrienne LaBelle · Aidan D’Aoust · Aimee Hill · Aisha Vertus · Akil Heywood · Al Chapman · Alain Burr · Alan Cross · Alan Dowling · Alanna Memme-Di Mauro · Alejandro Sepulveda · Alex Leggett · Alex Narvaez · Alex Ricci · Alexander Boyd · Alexander Brown · Alexander Wyder · Alexandra Idiart-Benavides · Alexandra Vissia · Alexis Douglas · Alice Sellwood · Alison Porter · Allan Mamaril · Allan Walsh · Allen Hunnie · Allison Pfeifer · Allon McCall · Alysha Main · Amalia Nickel · Amanda Cawley · Amanda J Rodgers · Amanda Lewis · Amanda Lynn StubleY · Amanda Mabro · Amanda Schweers · Amber Authier · Amber Goodwyn · Amelie Bryar · Amhed Mitchel Ponce · Amie Therrien · Amir Amiri · Amritpal Tung · Amy Fritz · Amy Gottung · Amy King · Analoga Kawina · Andre Iwanchuk · Andre Rodrigues · Andrea Morris · Andrea Ramolo · Andrea Superstein · Andreas Kalogiannides · Andrew Briol · Andrew Jones · Andrew Kilgour · Andrew Melzer · Andy Hawke · Angel Lam · Angela Harris · Angele Ramsden · Angelo Robb · Angie Nussey · Anita Bonkowski · Anita Eccleston · Anita Maiezza · Anna Alger · Anna Avery · Anna Hilliar · Anne-Marie Smith · Annie Sumi · Anthony Carvalho · Anthony Farrauto · Anthony Forde · Antoine Collins · April Boultsbee · Arlen Thompson · Armen Bazarian · Art Szabo · Asha Mullings · Ashley Barlow · Ashley Bieniarz · Ashwin Sood · Audrey MacDonald · Aurora Bangarth · Ava Kay · Aven Hoffarth · Azure Arros · Barbara Pritchard · Barnaby Bennett · Ben Abel · Ben Kershman · Benjamin Beveridge · Benjamin McKinley · Bernard Cormier · Bert Johnson · Beverly Kreller · Biljana Njegovan · Bill Allan · Bill Bobek · Bill Borgwardt · Bill McBirnie · Billy Bruhmuller · Billy Slade · Blair Patton · Bled Celhyka · Bobby Harris · Bonnie Fedrau · Bonnie Seidel · Brad Machry · Brandon Baker · Branislav Panic · Brenda Grunau · Brenda Lee Katerenchuk · Brendan McCarney · Brenden Hewko · Brenna MacCrimmon · Brenna MacQuarrie · Brent Oliver · Bret Killoran · Brett Greene · Brett Gunther · Brett Kingswell · Brian Banks · Brian Boechler · Brian Cleveland · Brian Edwards · Brian Hetherman · Brian Pelrine · Brigitte Demeter · Brittany Manu-Otchere · Brittney MacFarlane · Brodie Conley · Brody Mudryk · Bronwin Parks · Bruce Barber · Bruce Morel · Bruno Fruscalzo · Bryan Power · Bryce Seefeldt · Bryden Chernoff · Bud Roach · Bukky Okediji · Byram Joseph · Caleb Cooper · Calvin Eberts · Calvin Gratton · Calvin Hartwick · Camille Houston · Candace Elder · Candace Shaw · Carla Kazzi · Carla McEwen · Carmen Thomas · Carol Bernard · Caroline Whalen · Carolyn Mark · Carolyn-Fe Trinidad · Casadie Pederson · Casey Johnson · Casey Norman · Cassin Elliott · Caswell Mclaughlin · Cat Bird · Catherine MacLellan · Catherine Moore · Cecile Michniewicz · Celebration Army · Cezar Brumeanu · Chad Cornies · Chad Jordan · Chantal Caissie · Charles Hansen · Charles Hsuen · Charles Morgan · Charles Tilden · Chelsea McBride · Chelsea McWilliams · Chelsea Stewart · Cheryl Link · Chris Bolseng · Chris Cuber · Chris France · Chris McKee · Chris McKhool · Chris Meyer · Chris Morin · Chris Roumbanis · Chris Towle · Chris Wardman · Chris Wares · Christian Hurst · Christian Jurt · Christian Major · Christian Trudel · Christien Ledroit · Christina Cassaro · Christine Bougie · Christine Hunter · Christopher Bennett · Christopher Holmes · Christopher Kavanagh · Christopher Panacci · Christopher Thompson · Christopher White · Cindy Mcleod · Claire Ness · Clara Legault · Clement Topping · Clifton Reddick · Clint Ferdinand · Cobra-Lynne Ramone · Cole Switzer · Coleen Novak · Colette Chand · Colin Carrier · Colin Mackenzie · Colin McKay · Colin McTaggart · Colin Wylie · Colleen Brown · Colleen Krueger · Colton Eddy · Conrad Calabrese · Conrad Daellenbach · Corinne Przybyslawski · Craig Hudson · Craig Lynn · Craig Thorn · Crispin Day · Cynthia Hamar · Cynthia MacLeod · Dahlia Palmer · Dahlia Thompson · Dan Hawie · Dan Hosh · Dana Beeler · Dana Matyas · Dane Liska · Daniel Cryderman · Daniel Govia · Daniel Mante · Daniel Rosen · Daniel Ruiz · Daniel Sheinberg · Danielle Sweeney · Danny Fournier · Danny Trudeau · Dante Berardi Jr · Dara Conrod · Darlene Ketchum · Darrell Barr · Darrell Kelloway · Darrelle London · Darren Flower · Darren Ollinger · Darryl Sterdan · Darryn de Souza · Dave Blake · Dave Hartney · Dave McCann · Dave Morris · Dave Spencer · David Adams · David Aide · David Begay · David Cox · David Hayman · David Jones · David Landreth · David Mann · David Marskell · David Massé · David Miskimins · David Murray · David Parfit · David Paul (Bucky) Driedger · David Psutka · David Rashed · David Record · David Restivo · David Richard · David Ryshpan · David Tymoshchuk · David Whitelock · David Yazbeck · Dawn Després-Smyth · Dawn Van Dam · Dawn Woroniuk · Dayna Shereck · Dean Stairs · Dearbhla Trainor · Deb Beaton-Smith · Deborah Aitken · Del Cowie · Demi Begin · Derek Mascarenhas · Devin Fulop · Devin Townsend · Devon Loughheed · Diane Foy · Dinah Desrochers · Dominique Blais · Dominique Zgarka · Don Amero · Don Benedictson · Don Chapman · Donald Lee · Donna Gomes · Donna McCurvin · Donny Smith · Donovan Morgan · Dorotheé Parent-Roy · Doug Barrett · Doug Edmond · Doug Koyama · Doug Kuss · Doug Varty · Douglas Folkins · Douglas Hoyer · Douglas White · Duncan Hood · Dustin Blumhagen · Dustin Hawthorne · Dwayne Ellis · Dwayne Marcial · Dylan Hermiston · Dylan Kell-Kirkman · Dyllan Towle · E Clare Twiddy · Ebedoz Udeozor · Edward Smith · Eftiola Plaku · Eileen Joyce Harvey · Eli Bennett · Eli Klein · Eli Wener · Elinor Frey · Elizabeth Bligh · Elizabeth Curry · Elizabeth Skalak · Elodie Lorrain-Martin · Ely Lyonblum · Emeka Ogbowu · Emily Skahan · Emy Stantcheva · Enoch Johnson · Eric Asante · Erica Maier · Erick Traplin · Erik Alcock · Erikson Herman · Erin Aldridge · Erin Carroll · Erin Costelo · Erin Flynn · Erin Fogel · Erin Jenkins · Erin Kinghorn · Erin Lowers · Erwin Viray · Esra Firatli · Evan MacDonald · Evan Norton · Evelynne Datl · Ewa Dembek · Fahlon Smith · Faye Perkins · Fiona Solon · Francis Edwards · Frank Deresti · Frank Payne · Franz Thomas · Fraser Hill · Fred Penner · Frederic Poulin · Frederick Smith · Fuat Tuac · Gabrielle Archer · Gail Phillip · Gardiner MacNeill · Garnet Clare · Gary McDonald · Genevieve Toupin · Geoffrey Goddard · George Hatiras · George Partridge · Georges Tremblay · Gerald Eaton · Gerald Reilly · Gerry Hebert · Giacomo De Paola · Gillian Hillier · Gina Loes · Gina Tse · Gino Olivieri · Giselle Minns · Glen Deveau · Glen Erickson · Glen Herbert · Glen Willows · Glenn Pardy · Gourmet Délice · Graham Tinsley · Grant Paley · Greg Jarvis · Greg McIntosh · Greg Rekus · Gregory Clark · Gregory Baptiste · Gregory McLeod · Gregory Morey · Gregory Stone · Guy Laforce · Haviah Mighty · Hayatt Ahmed · Hayley Lennox · Hayley Young · Heather Bishop · Heather Crane · Heather Daley · Heather Doran · Heather Gardner · Heather Kirby · Heather Ogilvie · Hiroshi Koshiyama · Holly Fagan-Lacoste · Howard Redekopp · Hyun Hee Park · Iain Booth · Ian Boyd · Ian Chai · Ian Couture · Ian Espinette · Ian Heath · Ian Russell · Ian Steaman · Ian Terry · Ian Thomson · Irma MacPherson · Isabella Martin · Isis Graham · Ivan Weekes · J Stead · Jacinthe Pare · Jaclyn Guillou · Jacob Prevost · Jacqueline Verellen · Jacynthe Plamondon-Emond · Jaime Chinchilla · Jake Fox · Jake Heibert · Jamaias DaCosta · James Boyd · James Buntton · James Dewar-Davies · James Doyle · James Law · James Rolfe · James Steel · James Trauzzi · James Wilkinson · Jamie Robinson · Jamie Ruben · Jane Blanchard · Jane Mythen · Janesta Boudreau · Janet Trecarten · Jared McKetiak · Jarod Gibson · Jason Flammia · Jason Mingo · Jason Pearson · Jason Rochester · Jason Rouleau · Jason Stasiuk · Jason Troock · Jasper Anson · Jay Schreib · JC Campbell · Jeanette Neufeld · Jeff Rogers · Jeff Wolpert · Jeffrey Asselin · Jeffrey Reilly · Jeffrey Smith · Jeffrey Zipp · Jelissa Matthew · Jen Clarke · Jen Fox · Jen Fritz · Jen Winsor · Jenn Dalen · Jenna Cowans · Jennifer Temple · Jennyfer Brickenden · Jeremy Coates · Jeremy Kornel · Jeremy Olson · Jeremy Van Caulart · Jeremy VanSlyke · Jerry Pergolesi · Jesse Day · Jesse Plunkett · Jesse Steaman · Jesse Walker · Jessica Buck · Jessica Fleming · Jessica Hoefsloot · Jessica Rodgers · Jhanelle Dennis · Jheannele Henry · Jillian Goyeau · Jim Montgomery · Jinting Zhao · Jo Lukis · Joanne Stacey · Jocelyn Chan · Jodie Borle · Jody Glenham · Joe Bartok · Joe Oliva · Joel Nagahuedi · Joel Quarrington · Joelle Bertrand · Joelle May · Joey Caughey · Johan Hultqvist · John Calabrese · John Drew Munro · John Dunham · John Fettes · John Hamilton · John Hartman · John Kendle · John McAneney · John Mullane · John Parker · John Pearce · John Peters · John Phillips ·

John Shields · John Sorensen · John Sparrow · John Wort Hannam · Johnny Hockin · Jon Saldanha · Jon Yellowlees · Jon-Rhys Evenchick · Jonathan Campbell · Jonathan Coull · Jonathan Li · Jonathan Marshall · Jordan Haller · Jordan Howard · Jordan Powley · Jordan Ward · Jordan Wright · Joris Bourgault Paquet · Jory Kinjo · Josanna Justine · Joseph Alleyne · Josh Bourgouin-D’Aguiar · Josh Bowman · Josh Farrell · Josh Keller · Joshua Dawson · Joshua Wood · Jovan Jovanov · Judy Hung · Julia Chan · Julian Morrow · Julian Wolansky · Julie Mahendran · Julien Bidar · Julz Ossom · Junior Jones · Justin Gunderson · Justin MacLean · Justin Mathews · Justin Schelpe · Justin Tornato · Justine Vandergrift · Kaley Beisiegel · Kalman Szegvary · Kalyn Hanuschuk · Kamilah Apong · Karga Moore · Karine Lafleur · Karl Schwonik · Karla Moy · Kat Burns · Kat Callaghan · Kat Leonard · Kate Davies · Kate Wattie · Katherine Moller · Kathryn Kerr · Kathryn Knowles · Kathryn Ladano · Katie Lonerган · Katie Moore · Katie Murphy · Katie Sahlу · Katie Thornton · Katrina Lat · Kaya Pino · Kayla Borden · Kayla Morin · Kayla Stevens · Keith Hamel · Keith Whiting · Kelsi Mayne · Kennedy Jenson · Kenneth McCorkell · Kerr-Ann Thompson · Keshia Harper · Kevin Dietz · Keziah Myers · Khalik Provo · Kiana Eastmond · Kim Mendez · Kimberley Trumpa · Kimberly Francis · Kimberly Sinclair · Kira Huszar · Kira May · Kirk McNally · Kirsten Palm · Kodi Hutchinson · Konrad Skorupa · Kory Neely · Krisjan Leslie · Krista Holmes · Krista Keough · Kristin Marand · Kristina Court · Kristina Shelden · Kristy Cardinali · Kurt Loewen · Kurtis Cockerill · Kyle Brenders · Kyle McDonald · Kyle Pacey · Kyria Kilakos · Lana Gay · Lanny Williamson · Lara Lewis · Laura Barrett · Laura Cappe · Laura Fernandez · Laura Oakie · Laura Stanley · Laurel Borrowman · Lauren Pedersen · Laurie Brown · Lawrence Wiliford · Leah Fay Goldstein · Lee Mizzi · Len Milne · Leo Cripps · Leo Kee · Liam Killeen · Lily Sazz · Lincoln Thorne · Linda Bush · Linda McRae · Linda Pearse · Lindsay Anderson · Lindsay Unwin · Lindsey Walker · Lisa La Rocca · Lisa Ross · Livia Miller · Lloyd Peterson · Lori Nuic · Lorraine Lawson · Lorraine Sylborne · Louis O’Reilly · Lucas Hicks · Lucie Desaulniers · Luis Cardona · Luis Segura · Luke Correia-Damude · Lydia Hol · Lynn Ross · Lyric Dubee · Mack MacKenzie · Maeghan Ritchat · Magali Monderie-Larouche · Maggie Tate · Malcolm Levy · Manuela Wuthrich · Mar Sellars · Marc Cremonese · Marc Cyr · Marc Donato · Marc Dubé · Marc Merilainen · Marco Noni · Margaret Hogan · Maria Bachand · Maria Millar · Maria Pettler · Mariannie Ompoc · Maricel Dicion · Marie-Josée Dandeneau · Marie-Laure Saidani · Marie-Pierre Brunelle · Marilyne Lacombe · Mark Alexander · Mark Greenhalgh · Mark Hamilton · Mark Lea · Mark Matusoff · Mark Russell · Mark Streeter · Mark Watson · Marlon Aird · Marlon Palmer · Marlon Wilson · Mary Beth Waldram · Mary Ellen Gillespie · Mary-Jane Russell · Maryanne Gibson · Masani Montague · Mathew Teofilo · Mathieu Allaire · Mathieu-Gilles Lanciault · Mats Anderson · Matt Badoe · Matt Dusk · Matt Jameson · Matt Johnson · Matt Lewis · Matt Perry · Matthew Gillis · Matthew Goud · Matthew Hiscock · Matthew Reid · Matthew Romeo · Maureen Prairie · Maureen Spillane · Max Merrifield · Maxime Bertrand · Maxwell Roach · Maya Malkin · Maya Postepski · Maziar Heidari · Meagan Davidson · Meagan de Lima · Meaghan Mullaly · Megan Bradfield · Megan Jerome · Megan Jutting · Megan Owen · Meghan Kemp · Melanie Fournier-Moncrieffe · Melanie Guay · Melanie Kaye · Melanie Laquerre · Melanie Sampson · Melina Coolen · Melissa Das-Arp · Melissa Larkin · Melissa Tobin · Melody Diachun · Mercedes Cameron · Michael Asante · Michael Burke · Michael Coghlan · Michael Elves · Michael Emenau · Michael Falk · Michael Gasselsdorfer · Michael Gilbert · Michael Gorman · Michael Greenwood · Michael Greggs · Michael McCormick · Michael Morreale · Michael Ohman · Michael Rud · Michael Wojewoda · Micheal Lander · Michel DeQuevedo · Michelle Arnusch · Michelle Bahrynowski · Michelle McCullock · Michelle Robertson · Miesha Louie · Mike Astbury · Mike Cashin · Mike Greatorex · Mike Kondakow · Mike Magee · Mike Southworth · Mike Uhrich · Mike Watson · Mimi Lamarre · Mira Black · Mitch Merrett · Mitra Evans · Morgan Hamill · Morgan James · Morgan Little · Murray Bristow · Mustafa Amin · Nancy Marley · Nashlyn Lloyd · Natalia Pardalis · Natalie Bohrn · Natasha Duprey · Natasha Pasternak · Natasha Von Castle · Nathan Harland · Nathan Jones · Ndidi Onukwulu · Neena Sharma · Neil Bergen · Neil Haverty · Nick Dugas · Nick Fraser · Nick Greaves · Nick Harris · Nick Nausbaum · Nicolas Godmaire · Nicole Ebert · Nicole Hughes · Nicole Leger · Nicole Seaboyer · Nigel Berringer · Nii Gyamfi · Nikki Cajucum · Nils Ling · Nina Buddhdev · Norine Braun · Norm Beaver · Oko Shio · Ola Mazzuca · Oliver Blair · Olivia Cummings · Olivia Shortt · Olivia Street · Olivier Thériault · Ons Barnat · Ora Cogan · Osbourne Saunders · Oscar Betancourt · Oswald Burke · Patrice Agbokou · Patricia Silver · Patrick Baillargeon · Patrick Bourget · Patrick Carabre · Patrick Geraghty · Patrick Krief · Patrick Morris · Patrick Pouponneau · Patrizio McLelland · Paul Galati · Paul Goguen · Paul Hessey · Paul Hinrichs · Paul Leclair · Paul Luchkow · Paul Malysa · Paul McInnis · Paul Napash · Paul Parhar · Paul Sarrazin · Paul Shatto · Paula Danylevich · Pedro Barbosa · Penelope Stevens · Peta-Gaye Duff · Peter Carruthers · Peter Katz · Peter Linseman · Peter Richards · Peter Rowan · Peter Toh · Philip May · Pierre Bussieres · Pierre-Luc Durand · Promise Shepherd · Raha Javanfar · Ralph Alfonso · Randy Stark · Ranjini Cassup · Rawle Harding · Ray Martin · Ray Stephen · Réa Beaumont · Rebecca Abbott · Renée Lamoureux · Rhea March · Rhonda Head · Rhonda Thompson · Rian Hamilton · Ricardo Chung · Richard Hepp · Richard Hornsby · Richard Korbyl · Richard Liukko · Richard Pollack · Richard Vincent · Rick August · Rick Levine · Rik Reese · Riley MacKinnon · Riley Wallace · Ro Walker Mills · Rob Bakker · Rob Krause · Rob Rousseau · Rob Smith · Rob Szabo · Robert Buckley · Robert Gruenbauer · Robert King · Robert Koch · Robert Mise · Robin Wattie · Roland Pemberton · Ron Davis · Ron Korb · Ron Rogers · Ronald Tuttle · Roryshane Grant · Rosalyn Dennett · Rose Slanic · Roseline Rousseau-Gagnon · Rosina Kazi · Roy Patterson · Rozalind MacPhail · RT Thorne · Ruben Esguerra · Ruben Ramalheiro · Rupinder Sidhu · Ruth Blakely · Ruth-Ann Shallow · Ryan Brown · Ryan Ellis · Ryan MacGrath · Ryan Mennie · Ryan Nolan · S Deen · Sajae Elder · Sam Kirmayer · Sam Rayner · Saman Shahi · Samantha Everts · Samantha Morelli · Samantha Steinberg · Sara Protasow · Sarah Atkinson · Sarah Duffy · Sarah French · Sarah Kelly · Sarah Lutz · Sarah Sleeth · Sarah Sussman · Sasha Girling · Savannah Wellman · Scott Merrifield · Sean Doherty · Sean Hamilton · Sean Perras · Sebastien Blanchard · Sebastien Paquin · Serge Sargento · Serge Sloimovits · Sergio Elmir · Seth Glasgow · Shad Bassett · Shah Ansari · Shane Heath · Shannon Pratt · Shauna Powers · Shawn Neil · Shawn O’Shea · Shawn Petsche · Shawna Caspi · Shaynee Modien · Shea Malcolmson · Shea Rodger · Shelby Sappier · Sheldon Pitt · Sherine Khalil · Shuyler Jansen · Silk-Anne Kaya · Silvia Temis Perez · Simon Angell · Simon Labat · Spencer Clark · Spencer Kuziw · Spencer Muscio · Stacey Yerofeyeva · Stacie Dunlop · Stanley Salgado · Stefane Campbell · Stefano Galante · Stephane Lecuyer · Stephanie Finanders · Stephanie Hutchinson · Stephanie Urquhart · Stephen Lyons · Stephen Palmer · Stephen Taunt · Steve Dodd · Steve Gardiner · Steve Kraus · Steven Charles · Steven Fernandez · Steven Hernandez · Steven Kravac · Steven Naylor · Steven Porthelle · Steven Tetz · Stu Anderson · Sue Urquhart · Susan Passmore · Suzanne Snizek · Tamara Dawit · Tamara Kater · Tammy Egan · Tanya Gallant · Tara McCarthy · Taran Guest · Tasha Schumann · Taylor Swindells · Tedde Rae Albertson · Teresa Castellucci · Terry McElligott · Terry Ngala · Terry Parker · Terry Tran · Terry Whalen · Thom McKercher · Tiana Feng · Tim Fraser · Tim Jones · Tim van de Ven · Tom Cochrane · Tom McKillip · Tom Richards · Travis Collington · Trevor Daley · Trevor Shelton · Troy Bynoe · Troy Harmon-Porter · Troy Junker · Truman Phillips · Tyler Hetherington · Tyler Wagar · Tyson McShane · Tyson Yerex · Valerie Biggin · Valerie Bourdages · Valerie Hathaway-Warner · Valley Hennell · Vanessa Azzoli · Vanessa Cito · Velma Barkwell · Veronica Johnny · Vicki Young · Vicky Rogers · Victor Mijares · Victoria Shepherd · Vince Nudo · Vincenzo Maccarone · Walle Larsson · Walter Powell · Wanda Milne · Waymatea Ellis · Wayne Cochrane · William Bonness · William Crann · William Petrie · William Wooldridge · Yasin Kiraga Misago · Yasmina Proveyer · Zachary Lucky



# Programs



Femme Wave 2018 – Jarrett Edmund

## Artist Development

Funding provided by: Radio, Government

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

**2,299**  
Components Submitted

**\$601,750.00**  
Offered

## Comprehensive Artist

Funding provided by: Radio

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.

**162**  
Components Approved

**196**  
Components Submitted

**51**  
New Sound Recordings Approved

**\$2,233,669.28**  
Offered

## Comprehensive Music Company

Funding provided by: Radio, Government

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.

**431**  
Components Approved

**499**  
Components Submitted

**131**  
New Sound Recordings Approved

**\$3,357,368.39**  
Offered

## Juried Sound Recording

Funding provided by: Radio, Government

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.

**575**  
Components Approved

**2,370**  
Components Submitted

**133**  
New Sound Recordings Approved

**\$4,469,705.51**  
Offered

# Live Performance

Funding provided by: Radio, Government

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.

## Showcase

**706**  
Components Approved

**859**  
Components Submitted

**\$1,047,448.90**  
Offered

## Tour Support

**201**  
Components Approved

**238**  
Components Submitted

**\$2,400,737.76**  
Offered

# Marketing & Promotion for Non-FACTOR-Funded Sound Recordings

Funding provided by: Radio

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.

**35**  
Components Approved

**92**  
Components Submitted

**\$301,300.08**  
Offered

# Songwriter’s Workshop Support

Funding provided by: Radio, Government

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

Note: this program has been retired as of April 1, 2019

**20**  
Components Approved

**28**  
Components Submitted

**\$13,822.25**  
Offered

# Support for Eligible Music Companies

Funding provided by: Radio, Government

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

**36**  
Components Approved

**54**  
Components Submitted

**\$238,900.75**  
Offered

## Business Travel

**555**  
Components Approved

**662**  
Components Submitted

**\$895,459.57**  
Offered



# Video

Funding provided by: Radio, Government

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.

# Collective Initiatives

Funding provided by: Radio, Government

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).

# Sponsorship

Funding provided by: Radio

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.

32

Components Approved

40

Components Submitted

\$247,415.46

Offered

103

Components Approved

135

Components Submitted

\$3,401,036.27

Offered

61

Components Approved

107

Components Submitted

\$418,700.00

Offered

# Sponsorship



CURRENT – Devon Wong

# CURRENT Symposium

Vancouver, British Columbia

CURRENT is a multidisciplinary, intersectional, music and electronic art symposium working with women and non-binary artists in Vancouver and beyond. The inaugural event took place in July of 2017 as a 3-day, multi-venue, music and arts showcase featuring events, panels, youth mentorships, and workshops. Through activating the community connections we forged in our inaugural year we were able to expand our reach through new exciting partnerships, workshops, and mentorship opportunities to create a 5-day long event in July 2018.

To assist with our commitment to encourage youth involvement in the events, part of our strategy focuses around partnering with Emily Carr University and Nimbus School of Recording to promote

student participation within the events through both workshops and volunteer opportunities.

Thanks to our grant funders, we were able to provide programming that is "pay what you can" to reduce financial barriers that many women, nonbinary and BIPOCs face in order to participate in cultural production. Our mandate is to increase visibility through the creation of an inclusive symposium that will help showcase up and coming Vancouver area artists in tandem with international artists and event organizers.

— Nancy Lee, co-producer



# Girl Connected

## Toronto, Ontario

Girl Connected has grown from an idea to a real life experience and we couldn't be more proud. While there is no question that women have made great strides in attaining the right to choose their paths, many of the choices continue to be shaped in predominately male-dominated industries and schools of thought. With the emergence of so many niche media-based positions with minimal direction available in relation to cultivating professional success, Girl Connected seeks to empower determined young women with a multilevel platform that provides the necessary framework towards professional success, inspiration and growth. Sharing insight on building influence, exercising power and creating a positive culture, our grassroots discussions have provided guests an opportunity to speak on women staying connected and the importance of investing in yourself.

Girl Connected events have included workshops, speaking engagements, and discussion panels across the United States and Canada. Both events in Toronto were fully booked and reserved within 5 hours of the event announcement and we are excited to start planning for bigger events!

We couldn't have done this without the support of FACTOR and are extremely grateful to be able to continue the conversation so that Girl Connected can reach its full potential as a mentorship project.

— Lola Plaku (CEO/Founder) &  
Sara Talegani (New Initiatives & Sponsorship)



📷 Girl Connected — Nathalia Allen



📷 Girl Connected — Manny Dark



📷 Wall-to-Wall-Sons Of The Drum and jingle dancers in front of Fancy Shawl Dancers mural painted by Dee Barsy and Kenneth Lavallee — Jen Doerksen

# Wall-to-Wall Mural & Culture Festival

## Winnipeg, Manitoba

Wall-to-Wall is a mural and culture festival that takes place in Winnipeg, Manitoba on Treaty 1 Territory throughout September. It sees the creation of multiple murals within the city's core and has quickly become a vehicle to help transform and establish visual identities for entire neighbourhoods. Each new mural is celebrated with engaging events involving art, music, dance, food and more. Wall-to-Wall is as an opportunity to provide employment and mentorship opportunities for artists, musicians and youth, and thrives on community collaboration and participation.



# Collective Initiatives

MONDO.NYC — Stephanie Berger



MONDO.NYC — Stephanie Berger

## Indigenous Trade Mission to MONDO.NYC

### Showcase Production for Export-Ready Artists

Three emerging Indigenous artists — iskwé, Elisapie, and DJ Shub with hoop dancer James Jones — travelled to New York City to showcase at the Metropolitan Museum of Art (The MET) for MONDO.NYC at an event called Northern Beat: An Indigenous Music Showcase. Preceding The MET show was a Q&A with the artists about their music and a reception hosted by the Consulate General of Canada, New York. The New York Times listed The MET show in their daily news email as a must-see event. New York City

music marketing firm, Marauder Group, organized meetings and office visits for the artists and their representatives to the Lincoln Centre, Songtrust, and CoveyLaw. Artists in attendance were able to connect with American music industry executives which have led to new opportunities and deal discussions around live shows, publishing, management, and labels.



Alberta Electronic Music Conference 2018 — Leigh-Anne Hazard

## Alberta Electronic Music Conference

### Industry Events

The Alberta Electronic Music Conference is an annual gathering of electronic music producers, DJs, promoters, label owners, agents, and other associated industry insiders taking place in Calgary every November. With the goal to educate, elevate, and inspire Canada's electronic music production community, AEMCON is currently going into its 4th year. Thanks to the support of FACTOR, the event has grown to become one of western Canada's most dynamic music industry events, attracting over 500 conference

goers and 3,500 night event attendees in 2018. In 2018, conference attendees chose from over 60 different workshops, panel discussions, music showcases, and networking events over 5 days and were also invited to take part in 1-on-1 mentorship sessions and a free music tradeshow featuring world-class vendors like Roland, Universal Audio, Moog, and 20 more. Over 125 artists and speakers were featured at the event including A Tribe Called Red, Malcolm Cecil, Octave One, DJ Heather, and many more.



# Stagehand

## Digital Marketing

Stagehand is a web platform that connects musicians with venues to book and promote live events. Stagehand makes traditional music venues more efficient, and perhaps more importantly, it enables a new type of performance venue. Commercial venues like airports would like to host live music to improve their customer experience but historically lack of structure and process has made this too difficult. Stagehand provides the bridge that makes it easy for large commercial venues to work with the local grassroots music community.

Stagehand makes it easy for venues to:

- Find and decide on new artists based on standardized artist profiles
- Create clear online contracts as well as payments to artists
- Manage a list of partner artists who receive access to a private schedule
- Enable artists to schedule their own performances
- Collect & present valuable operational data for both venue and artist

Stagehand is a relatively new company but have already signed up over 1,000 artists and booked over 2,300 events. They are currently working with multiple Canadian airports, including the Calgary International Airport which is currently hosting 5 live performance per day, a number that will soon grow with the opening of a new stage in April.

Stagehand provides the bridge that makes it easy for large commercial venues to work with the local grassroots music community.




# Lawnya Vawnya

## Showcase Production for OLMC Artists

Lawnya Vawnya is an annual multi-day music & art festival in St. John's, Newfoundland that features over 40 bands and solo artists from all genres and career stages. Lawnya Vawnya partners with local organizations highlighting not only some of the best current independent music and art, but also the creative ways that artists and arts organizations can collaborate with one another to foster the growth of a thriving, supportive arts community.

Lawnya Vawnya is a non-profit arts organization that aims to present collaborative artistic experiences focused on new

independent music, to showcase a vibrant music and arts community in Newfoundland and Labrador, and to help further position St. John's on a national and international cultural map. Through our diverse programming we invite our audience to engage with music and art in an inclusive and innovative way. We support the artistic excellence of emerging local performers while fostering professional connections between local and visiting artists. We value volunteerism, community engagement and are committed to providing a safe and inclusive environment for all.

 Lawnya Vawnya 2017 — Tom Cochrane





# Success Stories



Ralph – Mariah Hamilton

## Ralph

When I released my first Ralph song "Trouble", my manager and I divided up a list of 400 music blogs and individually emailed each music editor about the track. It took roughly two days and a lot of screen time, but we were excited about the project and determined to see the song get notice. Years later, I feel just as excited and driven except now the support has grown and we have others working with us who feel the same way. FACTOR has been such a huge part of this growth, providing JSR funding for my first EP *Ralph*. That funding allowed me to work with talented producers and sound engineers, it meant I could have six songs on my EP instead of two or three, and most of all, it meant I could put out a body of work that I was proud of. This initial funding at the start of my career helped build my success to what it is now, with 22 million streams on Spotify, a record deal, and two Canada wide tours supporting successful Canadian pop artists. It's an honour to be funded alongside amazing Canadian talent, I don't take it lightly and I'm so grateful that grant organizations like FACTOR exist.

— Ralph

## U.S. Girls

U.S. Girls released *In A Poem Unlimited* in 2018, the record was met with great critical acclaim and many new fans. FACTOR was a key part in supporting the 8 to 9-piece touring band to portray the vision of this record live. With FACTOR's participation the band was able to participate in multiple international tours which ultimately helped lead them to securing slots at major festivals such as Coachella, Governor's Ball, and Osheaga in 2019. This would not have been possible without the support of FACTOR.

— Laurel Stearns, Mano Walker/Primary Wave Mgmt

US girls – Meg Remy



Narcy – Tamara Abdul Hadi and Raï Saade

## Narcy

Being awarded a FACTOR grant helped me tremendously. Not only did it allow me to complete the production of my album, but by helping me rent out a space to isolate myself for two months, it helped me learn how to function both organically and methodically as an independent artist. From the filing of costs, keeping all my paperwork in order, to understanding how to develop a fluid studio flow with producers, vocalists and instrumentalists, FACTOR helps you organize yourself as well as expand your horizons. When the album was done, I got to fund my album launch and create an experience for my record, as well as market my album further online. It helped me grow my fanbase organically, while functioning on the periphery of the music industry. It also helped me shoot a video and tour sold out shows in Europe alongside my great friends A Tribe Called Red. Thank you FACTOR!

— Narcy

## Laila Biali

Since last year's release of Laila's FACTOR-supported eponymous album, *LAILA BIALI* (Chronograph Records), the Jazz-crossover artist has received several high honours including a 2018 Canadian Songwriting Competition win, and her first JUNO Award for 2019 Vocal Jazz Album of the Year. With FACTOR's generous support, Laila's album garnered attention across Canada's media outlets — a spot on CBC Music's Top 20, the #7 position across all genres on earshot!'s National Top 50, an excellent review by exclaim!, and multiple regional and national TV appearances. Laila's international profile has also increased substantially, leading to video premieres with Parade Magazine and Pop Matters, a cover feature in the national German Jazz Magazine JAZZTHETIK, and a rave review in the Washington Post which got picked up by the Associated Press and published across the United States. FACTOR supported Laila at every level, from the making of the album, to touring, video production, and various marketing components, for which she is forever grateful!

— Laila Biali

Laila Biali – Rockie Nolan







📷 Nuela Charles — Wayne M. Hope

## Nuela Charles

This last year I was fortunate enough to be approved for JSR funding. This funding really came at the right time, as I was beginning work on my new album *Distant Danger*, and just came off a 2018 JUNO Award nomination for my previous FACTOR funded album *The Grand Hustle*. I really took my time with this project and worked as a co-producer to really mould the sound of this record. With FACTOR's support I also travelled to Germany to showcase at Reeperbahn and Kelowna, British Columbia for BreakOut West. As a result of my hard work and FACTOR's contribution to my career, I was nominated for a 2019 JUNO Award for Adult Contemporary Album and a 2019 Western Canadian Music Award for BreakOut Artist of the Year.

— Nuela Charles

## Don Amero

This past year has been a prolific time for 3x JUNO nominee, Don Amero, as he transitioned to and released his first album, *EVOLUTION*, within the country music genre. This new direction has proven very positive as Don has recently signed a record deal with MDM Recordings Inc. and is preparing to release his first project with the label. Recent accomplishments include performing on the CCMA Industry Awards stage, being a semi-finalist in the Sirius XM/CCMA 'Top of the Country' competition, being awarded the 'Male Artist of the Year', 'Aboriginal Artist of the Year', and 'Video of the Year' awards at the 2018 Manitoba Country Music Awards, and 'Country Album of the Year' at the 2019 Indigenous Music Awards. We thank FACTOR for helping Don launch the next phase of his career.

— Porch Swing Entertainment



📷 Don Amero — Joseph Visser

## Ginalina

No doubt crafting songs and delivering performances that create connection, impart emotion, and bring joy is one of the greatest privileges of being a musician! My fourth album, *It Takes a Village* is themed on the power of community to 'light a path so everyone can find their way'. And what an appropriate theme, since it was only with the support of my producer, Mario Vaira, family, friends, fans, my talented project team, Creative BC, and FACTOR that these songs were able to find a home in the hearts of listeners. I was so honoured that the album was nominated for a JUNO award and WCMA. It was also a pleasure to donate my first \$1,000 from sales to Journey Home Community, a local non-profit refugee claimant organization that is committed to welcoming newcomers from unsafe or difficult situations. The Canadian music tapestry is colourful and textured, and with the support of FACTOR, I cannot wait to see how more (independent) artists will grow, create, and impact the national and world music scene.

— Ginalina

📷 Ginalina — Carla Hedges



## Toronto Tabla Ensemble

FACTOR support played a significant role in the production, marketing, and music video shoot for Toronto Tabla Ensemble's sixth album *Bhumika*. Since the album's release, the Ensemble's music has been featured on radio stations across North America, Europe, and Australia including CBC Toronto and BBC Radio 3. The Ensemble's artistic director Ritesh Das won a Global Music Award for composing the album's title track. The music video "Faceoff" has won awards at short film festivals across the world and has gained tens of thousands of views

across online platforms. The video and song received an Independent Music Award for "Best Song World Traditional" in June 2019 in New York. Leading up to and following *Bhumika*'s release, the Ensemble has performed the album's pieces in concerts at the Harbourfront Centre in Toronto and at the San Francisco Opera House. Toronto Tabla Ensemble thanks FACTOR for its past and ongoing support.

— Toronto Tabla Ensemble



📷 Toronto Tabla Ensemble — Sean Howard Photography



# Awards

Award Category	Award	FACTOR-Funded Recipient
Canadian Country Music Association Awards	SiriusXM Rising Star	The Reklaws
	Interactive Artist or Group of the Year	Brett Kissel
	Management Company of the Year	Invictus Entertainment Group
Canadian Folk Music Awards	Traditional Album of the Year	Matthew Byrne, <i>Horizon Lines</i>
	Traditional Singer of the Year	Matthew Byrne, <i>Horizon Lines</i>
	Contemporary Album of the Year	Donovan Woods, <i>Both Ways</i>
	Contemporary Singer of the Year	Rob Lutes, <i>Walk in the Dark</i>
	World Solo Artist of the Year	Eliana Cuevas, <i>Golpes Y Flores</i>
	New/Emerging Artist of the Year	Raine Hamilton, <i>Night Sky</i>
Canadian Music Radio Awards	FACTOR Breakthrough Artist of the Year	Daniel Caesar
	Nielsen Talent Development Story of the Year	Daniel Caesar
East Coast Music Awards	Bucky Adams Memorial Award	Measha Brueggergosman
	Country Recording of the Year	Makayla Lynn, <i>On a Dare and a Prayer</i>
	Folk Recording of the Year	Rose Cousins, <i>Natural Conclusion</i>
	Gospel Recording of the Year	Measha Brueggergosman, <i>Songs of Freedom</i>
	Solo Recording of the Year	Mo Kenney, <i>The Details</i>
	Songwriter of the Year	Joel Plaskett
	Song of the Year	Rose Cousins, "Grace"
Indigenous Music Awards	Fans' Choice Video of the Year	KINLEY, "Microphone"
	Best Electronic Music Album	Once a Tree, <i>Phoenix</i>
The Indies	Album of the Year	Gord Downie, <i>Introduce Yerself</i>
	Group of the Year	The Glorious Sons
	Songwriter of the Year	July Talk, "Beck + Call"; "Picturing Love"
	Alternative Artist/Group of the Year	Said the Whale
	Pop Artist/Group of the Year	Ria Mae
	Rap/R&B Artist/Group of the Year	Pierre Kwenders
	Singer-Songwriter Artist/Group of the Year	Matt Mays

Award Category	Award	FACTOR-Funded Recipient
JUNO Awards	Contemporary Roots Album of the Year	Donovan Woods, <i>Both Ways</i>
	Group of the Year	Arkells
	Breakthrough Group of the Year	The Washboard Union
	Vocal Jazz Album of the Year	Laila Biali, <i>Laila Biali</i>
	Jazz Album of the Year: Solo	Robi Botos, <i>Old Soul</i>
	Children's Album of the Year	Splash'N Boots, <i>You, Me and the Sea</i>
	Indigenous Music Album of the Year	Jeremy Dutcher, <i>Wolastoqiyik Lintuwakonawa</i>
Music NB Awards	Blues Album of the Year	Colin James, <i>Miles to Go</i>
	Electronic Album of the Year	Milk & Bone, <i>Deception Bay</i>
	Emerging Artist of the Year	The Hypochondriacs
	Group Recording of the Year	The Olympic Symphonium, <i>Beauty in the Tension</i>
	Country Artist of the Year	The Hypochondriacs
Music NL Awards	Traditional/Roots Artist of the Year	Jason Haywood
	FACTOR Album of the Year	Fortunate Ones, <i>Hold Fast</i>
	Fan's Choice Entertainer of the Year	The Swinging Belles
	Instrumental Artist/Group of the Year	Ouroboros
	Jazz/Blues Artist of the Year	Earle and Coffin
	Pop Artist of the Year	Fortunate Ones
	Rap/Hip Hop Artist of the Year	ChessClub
Music PEI Awards	Group Recording of the Year	The East Pointers, <i>What We Leave Behind</i>
	New Artist/Group of the Year	Dennis Ellsworth & Kinley Dowling
	Roots/Contemporary Recording of the Year	The East Pointers, <i>What We Leave Behind</i>
	Song of the Year	The East Pointers, "Two Weeks"
	SOCAN Songwriter of the Year	Alicia Toner, "Back to Fine"
	Touring Artist of the Year	The East Pointers
	Video of the Year	Alicia Toner, "I Learned the Hard Way"

Award Category	Award	FACTOR-Funded Recipient
Nova Scotia Music Awards	Acadian/Francophone Artist of the Year	Maxim Cormier
	Alternative Recording of the Year	POSTDATA, <i>Let's Be Wilderness</i>
	Blues Recording of the Year	Dan Doiron, <i>Livin' Centre Stage</i>
	Classical Recording of the Year	Jeff Reilly, <i>To Dream of Silence</i>
	Digital Artist of the Year	The Town Heroes
	Electronic Artist of the Year	Pineo & Loeb
	Folk Recording of the Year	Ben Caplan, <i>Old Stock</i>
	Hip Hop Recording of the Year	Quake Matthews, <i>Celebrate the Struggle</i>
	Pop Recording of the Year	Christina Martin, <i>Impossible to Hold</i>
	Group Recording of the Year	Hillsburn, <i>The Wilder Beyond</i>
	Solo Recording of the Year	Mo Kenney, <i>The Details</i>
Polaris Prize Winner	Polaris Prize Winner	Jeremy Dutcher, <i>Wolastoqiyik Lintuwakonawa</i>
Saskatchewan Music Awards	Alternative Artist of the Year	Close Talker
	Avant Garde/Experimental Artist of the Year	respectfulchild
	Country Artist of the Year	Jess Moskaluke
	Rock/Pop Artist of the Year	The Sheepdogs
	Roots/Folk Artist of the Year	Kacy & Clayton
	Breaking Borders Award	Megan Nash
SOCAN Awards	Breakout Award	Daniel Caesar
	Hagood Hardy Award	Christine Jensen
	Jan V. Matejcek New Classical Music Award	Jocelyn Morlock
	Folk/Roots Music Award	Rose Cousins
	International Song Award	Virginia To Vegas, "Selfish"

Award Category	Award	FACTOR-Funded Recipient
Western Canadian Music Awards	Blues Artist of the Year	Harpoonist & The Axe Murderer
	BreakOut Artist of the Year	The Dead South
	Children’s Artist of the Year	Fred Penner
	Country Artist of the Year	Jess Moskaluke
	Electronic/Dance Artist of the Year	The Funk Hunters
	Metal/Hard Music Artist of the Year	Striker
	Pop Artist of the Year	Dear Rouge
	Recording of the Year	Attica Riots
	Roots Solo Artist of the Year	Leeroy Stagger
	Spiritual Artist of the Year	Stephanie Ratcliff
	World Artist of the Year	Kelly Bado
	Impact in Artist Development	Tonic Records
Country Music Association of Ontario Awards	Impact in Live Music	Interstellar Rodeo
	Male Artist of the Year	Jason Blaine
	Roots Artist or Group of the Year	The Lovelocks
	Rising Star	Andrew Hyatt
	Nielsen Compass Award	*TIE* James Barker Band and Tim Hicks
Certifications	Gold Single	Delaney Jane, "Bad Habits"
	Gold Single	Daniel Caesar, "Best Part" (ft. H.E.R.)
	Gold Single	Half Moon Run, "Turn Your Love"
	Gold Single	Tebey, "Denim on Denim"
	Gold Single	The Glorious Sons, "Everything Is Alright"
	Gold Single	bülow, "Not a Love Song"
	Triple Platinum Single	The Strumbellas, "Spirits"
	Platinum Single	Daniel Caesar, "Get You" (ft. Kali Uchis)
	Platinum Single	bülow, "Not a Love Song"
	Gold Album	Daniel Caesar, <i>Freudian</i>
	Gold Album	Charlotte Cardin, <i>Big Boy</i>



# Year-End Snapshot

## Province/Territory

Applicant's Province	Projects Submitted	Projects Approved	Amount Requested	Amount Offered
Alberta	505	154	\$3,268,966.96	\$960,533.28
British Columbia	861	289	\$6,762,852.73	\$2,745,316.38
Manitoba	230	107	\$1,865,772.17	\$934,423.80
New Brunswick	65	30	\$286,110.01	\$64,040.00
Newfoundland & Labrador	61	42	\$587,116.04	\$297,234.15
Northwest Territories	3	1	\$13,720.00	\$1,720.00
Nova Scotia	283	132	\$2,292,723.26	\$1,287,066.09
Nunavut	10	5	\$153,186.88	\$52,603.00
Ontario	2,968	1,046	\$23,355,938.71	\$9,884,743.63
Prince Edward Island	56	29	\$474,209.88	\$212,428.99
Québec	840	306	\$6,956,687.10	\$2,943,616.08
Saskatchewan	113	54	\$453,737.03	\$160,527.48
Yukon	15	6	\$74,048.55	\$24,117.34
Other	51	9	\$325,928.53	\$58,944.00
Total	6,061	2,210	\$46,870,997.85	\$19,627,314.22

## Genre

Primary Genre	Projects Submitted	Projects Approved	Amount Requested	Amount Offered
Adult Contemporary	119	30	\$865,044.16	\$272,440.52
Alternative	713	250	\$4,845,193.83	\$2,013,672.68
Blues	82	43	\$586,782.83	\$348,195.54
Children's	39	5	\$213,837.75	\$47,513.00
Christian Rock	3	0	\$45,000.00	\$0.00
Classical	71	31	\$579,468.57	\$253,293.13
Country	279	106	\$2,232,588.75	\$844,270.57
Dance	87	19	\$735,933.81	\$310,940.50
Electronica	188	67	\$1,472,950.10	\$764,268.54
Experimental	115	41	\$595,289.36	\$177,733.85
Folk	689	290	\$4,399,596.72	\$1,623,257.14
Hard Rock	48	12	\$304,939.52	\$129,315.00
Hip Hop	522	113	\$3,078,571.89	\$710,624.95
Jazz	184	72	\$1,254,429.81	\$576,555.03
Metal	56	25	\$473,379.40	\$333,113.06
Pop	842	226	\$5,755,824.02	\$1,798,814.87
Punk	98	44	\$932,514.78	\$623,985.79
Reggae	31	11	\$105,838.00	\$51,138.50
Rock	723	241	\$4,699,316.78	\$1,926,979.55
Roots/Americana	249	99	\$1,934,011.62	\$737,604.79
Soul/R&B	327	88	\$2,226,521.35	\$662,035.36
Specialized	41	11	\$217,969.25	\$51,322.00
Traditional Indigenous Music	4	3	\$26,370.54	\$22,070.00
Urban	12	6	\$33,774.56	\$9,694.00
World	99	46	\$792,153.87	\$370,557.01
Total	5,621	1,879	\$38,407,301.27	\$14,659,395.38

Components

		Components Submitted	Components Approved	Amount Requested from Submitted	Amount Offered
ARTIST DEVELOPMENT					
Artist Development		2,299	301	\$4,336,958.11	\$601,750.00
		2,299	301	\$4,336,958.11	\$601,750.00
COLLECTIVE INITIATIVES					
Digital Marketing		12	5	\$430,857.50	\$217,000.00
Industry Events		51	43	\$2,518,477.87	\$1,834,747.69
Showcase Production for Artists from Official Language Minority Communities		28	20	\$954,230.99	\$363,664.36
Showcase Production for Export-Ready Artists		44	35	\$1,264,631.45	\$985,624.22
		135	103	\$5,168,197.81	\$3,401,036.27
INDUSTRY SUPPORT					
Business Development		54	36	\$497,801.18	\$238,900.75
Business Travel		662	555	\$1,236,931.11	\$895,459.57
		716	591	\$1,734,732.29	\$1,134,360.32
MARKETING					
Comprehensive Artist		55	50	\$974,390.66	\$760,391.43
Comprehensive Music Company		115	97	\$1,351,942.11	\$1,083,351.03
Juried Sound Recording		322	163	\$4,310,592.24	\$1,787,418.62
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings		30	17	\$292,193.72	\$194,723.28
		522	327	\$6,929,118.73	\$3,825,884.36
RADIO MARKETING FUND					
Comprehensive Artist		12	8	\$60,000.00	\$36,820.00
Comprehensive Music Company		33	30	\$158,511.00	\$141,643.75
Juried Sound Recording		98	50	\$384,083.60	\$225,779.00
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings		14	5	\$33,657.80	\$24,475.00
		157	93	\$636,252.40	\$428,717.75

		Components Submitted	Components Approved	Amount Requested from Submitted	Amount Offered
SHOWCASE					
Comprehensive Artist		0	0	\$0.00	\$0.00
Comprehensive Music Company		20	17	\$26,392.50	\$21,829.13
Juried Sound Recording		43	23	\$59,709.50	\$39,693.68
Live Performance		859	706	\$1,310,711.78	\$1,047,448.90
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings		9	1	\$7,807.00	\$1,380.00
		931	747	\$1,404,620.78	\$1,110,351.71
SONGWRITER'S WORKSHOP					
Songwriter's Workshop		28	20	\$15,733.12	\$13,822.25
		28	20	\$15,733.12	\$13,822.25
SOUND RECORDINGS					
Comprehensive Artist		62	51	\$1,398,197.55	\$1,085,069.76
Comprehensive Music Company		157	131	\$1,684,264.48	\$1,282,063.54
Juried Sound Recording		1,606	133	\$15,139,905.58	\$1,330,160.75
		1,825	315	\$18,222,367.61	\$3,697,294.05
SPONSORSHIP					
Sponsorship		107	61	\$1,545,033.36	\$418,700.00
		107	61	\$1,545,033.36	\$418,700.00
TOUR SUPPORT					
Comprehensive Artist		36	28	\$283,510.24	\$164,537.11
Comprehensive Music Company		99	92	\$597,152.77	\$487,851.73
Juried Sound Recording		146	117	\$913,103.33	\$674,038.70
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings		21	9	\$146,614.45	\$62,214.00
Live Performance		238	201	\$3,005,785.89	\$2,400,737.76
		540	447	\$4,946,166.68	\$3,789,379.30
VIDEO					
Comprehensive Artist		31	25	\$263,163.04	\$186,850.98
Comprehensive Music Company		75	64	\$444,341.66	\$340,629.21
Juried Sound Recording		155	89	\$783,395.23	\$412,614.76
Marketing & Promotion for Non-FACTOR-Funded Sound Recordings		18	3	\$82,489.27	\$18,507.80
Video		40	32	\$358,427.76	\$247,415.46
		319	213	\$1,931,816.96	\$1,206,018.21
TOTAL OFFERS		7,579	3,218	\$46,870,997.85	\$19,627,314.22



# Foundation Assisting Canadian Talent on Recordings

Financial Statements  
March 31, 2019  
(expressed in Canadian dollars)

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

### Our Opinion

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Foundation Assisting Canadian Talent on Recordings (the Company) as at March 31, 2019 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

#### What we have audited

The Company’s financial statements comprise:

- The statement of financial position as at March 31, 2019;
- The statement of operations for the year then ended;
- The statement of changes in net assets for the year then ended;
- The statement of cash flows for the year then ended; and
- The notes to the financial statements, which include a summary of significant accounting policies.

### Basis for opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor’s responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Independence

We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada. We have fulfilled our other ethical responsibilities in accordance with these requirements.

## Responsibilities of management and those charged with governance for the financial statements

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

In preparing the financial statements, management is responsible for assessing the Company’s ability to continue

as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company’s financial reporting process.

# Auditor’s responsibilities for the audit of the financial statements


Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor’s report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

- As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
  - Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose

- of expressing an opinion on the effectiveness of the Company’s internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
  - Conclude on the appropriateness of management’s use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company’s ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor’s report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor’s report. However, future events or conditions may cause the Company to cease to continue as a going concern.
  - Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

*PricewaterhouseCoopers LLP*  
Chartered Professional Accountants,  
Licensed Public Accountants



# Statement of Financial Position

As at March 31, 2019

	2019			2018	
	General Fund \$ (unrestricted)	Capital asset Fund \$	Restricted Reserve Fund \$	Total \$	Total \$
Assets					
Current assets					
Cash and cash equivalents	701,477	-	-	701,477	228,753
Accounts receivable (note 6)	120,649	-	-	120,649	40,515
Short-term investment	-	-	-	-	500,000
Other assets	49,761	-	-	49,761	46,351
	871,887	-	-	871,887	815,619
Investments (note 9)	-	-	50,357,281	50,357,281	52,162,706
Property and Equipment (note 4)	-	111,352	-	111,352	129,734
Intangible Assets (note 5)	-	144,623	-	144,623	223,795
	871,887	255,975	50,357,281	51,485,143	53,331,854
Liabilities					
Current Liabilities					
Accounts payable and accrued liabilities (note 7)	177,139	-	-	177,139	165,540
Net Assets					
	694,748	255,975	50,357,281	51,308,004	53,166,314
	871,887	255,975	50,357,281	51,485,143	53,331,854

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

Director 



# Statement of Operations

For the year ended March 31, 2019

	2019			2018	
	General Fund \$ (unrestricted)	Capital asset Fund \$	Restricted Reserve Fund \$	Total \$	Total \$
Revenue (schedule 1)	18,109,001	-	-	18,109,001	20,451,777
Expenditures					
Grants (schedule 2)	19,466,004	-	-	19,466,004	18,551,059
Administrative expenses (schedule 3)	2,515,232	-	-	2,515,232	2,353,698
	21,981,236	-	-	21,981,236	20,904,757
Excess (deficiency) of revenue over expenditures before the following	(3,872,235)	-	-	(3,872,235)	(452,980)
Investment income (note 9)	29,246	-	431,584	460,830	1,606,871
Increase of change in unrealized gain on investments (note 9)	-	-	1,664,567	1,664,567	276,241
Depreciation of property and equipment	-	(32,300)	-	(32,300)	(32,377)
Amortization of intangible assets	-	(79,172)	-	(79,172)	(79,287)
	29,246	(111,472)	2,096,151	2,013,925	1,771,448
Excess (deficiency) of revenue over expenditures for the year	(3,842,989)	(111,472)	2,096,151	(1,858,310)	1,318,468

# Statement of Changes in Net Assets

For the year ended March 31, 2019

	2019			2018	
	General Fund \$ (unrestricted)	Capital asset Fund \$	Restricted Reserve Fund \$	Total \$	Total \$
Balance - Beginning of year	650,079	353,529	52,162,706	53,166,314	51,847,846
Excess (deficiency) of revenue over expenditures for the year	(3,842,989)	(111,472)	2,096,151	(1,858,310)	1,318,468
Interfund transfers (note 10)	3,887,658	13,918	(3,901,576)	-	-
Balance - End of year	694,748	255,975	50,357,281	51,308,004	53,166,314

# Statement of Cash Flows

For the year ended March 31, 2019

	2019 \$	2018 \$
Cash provided by (used in)		
Operating activities		
Excess of revenue over expenditures for the year	(1,858,310)	1,318,468
Adjustments for non-cash items		
Depreciation of property and equipment	32,300	32,377
Amortization of intangible assets	79,172	79,287
Increase of change in unrealized gain on investments	(1,664,567)	(276,241)
Realized gains on investments	(431,584)	(1,581,440)
	(3,842,989)	(427,549)
Changes in non-cash working capital items		
Accounts receivable	(80,134)	546,804
Other assets	(3,410)	2,396
Accounts payable and accrued liabilities	11,599	23,766
	(3,914,934)	145,417
Investing activities		
Purchase of investments	(12,546,400)	(22,846,932)
Sale of investments	11,447,976	16,795,354
Sale of short-term investments	5,500,000	5,551,597
Purchase of property and equipment	(13,918)	(19,348)
	4,387,658	(519,329)
Increase (decrease) in cash and cash equivalents during the year	472,724	(373,912)
Cash and cash equivalents - Beginning of year	228,753	602,665
Cash and cash equivalents - End of year	701,477	228,753
Cash and cash equivalents are allocated as follows		
General fund	701,477	228,753
Cash and cash equivalents comprise		
Cash	701,477	228,753

# Notes to Financial Statements

March 31, 2019

## 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.

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

During 2011, 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) is recognized as revenue when earned.

## 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.

### 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 into 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 (2018 – \$nil). Repayment of past loans is recorded as a recovery of loans and awards (now grants) when cash is received from the recipient.

## 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 and investment income earned thereon after interfund transfers.



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 and cash equivalents, 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

	2019		
	Cost \$	Accumulated depreciation \$	Net \$
Computer equipment	372,650	359,409	13,241
Furniture and equipment	267,698	238,450	29,248
Leasehold improvements	164,097	95,234	68,863

	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

5. Intangible assets

	2019		
	Cost \$	Accumulated amortization \$	Net \$
Computer software	693,837	549,214	144,623

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

## 6. Accounts receivable

Accounts receivable comprise the following:

	2019 \$	2018 \$
Due from other companies	8,270	13,569
Due from Government of Canada	112,379	26,946
	120,649	40,515

## 7. Accounts payable and accrued liabilities

Accounts payable and accrued liabilities comprise the following amounts:

	2019 \$	2018 \$
Trade accounts payable	45,315	29,049
Professional fees	43,107	42,856
Vacation accrual	63,717	68,635
Bonus accrual	25,000	25,000
	177,139	165,540

## 8. Commitments

### Grants

As at year-end, FACTOR is committed to advancing funds in the future totalling approximately \$7,357,408 (2018 – \$7,510,435) 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, 2019:

	Initial commitment \$	Payment made to date \$	Remaining commitment balance \$
Before April 1, 2018	14,007,211	11,004,377	3,002,834
April 1, 2018 - December 31, 2018	5,425,795	1,943,088	3,482,707
January 1, 2019 - March 31, 2019	2,113,854	1,241,987	871,867
	21,546,860	14,189,452	7,357,408

## 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:

	Office space \$
2020	236,000
2021	239,000
2022	242,000
2023	61,000
	778,000

## 9. Investments

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

	2019 \$	2018 \$
Opening balance	52,162,706	49,805,043
Purchases	7,546,400	17,295,336
Sales	(11,447,976)	(16,795,354)
Realized gains	431,584	1,581,440
Increase of change in unrealized gain on investments	1,664,567	276,241
	50,357,281	52,162,706



# 10. Interfund transfers

During the year, \$13,918 (2018 – \$19,348) was transferred to the capital asset fund from the general fund. In addition, \$3,901,574 was transferred from the investments of the restricted general fund to the unrestricted reserve fund. 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 primarily 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 obligations of FACTOR include liabilities, which are short-term in nature, and grants commitments. 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 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 30% 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 \$924,993 (2018 – \$96,937) and extended payments in the amount of \$463,120 (2018 – \$60,188), which are included in the statement of operations as grants. Total outstanding commitments to these parties amounted to \$461,873 as at March 31, 2019 (2018 – \$36,749), 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.

Transactions with related parties increased in 2019 due to including The Canadian Academy of Recording Arts and Science (CARAS) in the related parties list. Meghan Symsyk joined the CARAS board of directors during the last fiscal year. Total amounts of approved grants, extended payments and outstanding commitments to CARAS in 2019 were \$300,000, \$150,000 and \$150,000 respectively. The level of funding CARAS received in 2019 was consistent with prior year. Additionally, in 2019 there was a one off Department of Canadian Heritage mandated initiative totalling \$87,000 run by Music Nova Scotia.

# Schedule of Revenue

For the year ended March 31, 2019

	2019 \$	2018 \$
Public		
Canadian Music Fund contributions		
New Musical Works Program	6,918,184	7,077,434
Collective Initiatives Program	3,082,417	3,268,167
	10,000,601	10,345,601
Private		
Broadcasters’ contributions		
Tangible benefits	2,956,531	4,014,981
Canadian content development		
Basic	1,530,181	1,573,164
Over and above	466,088	873,191
Stingray Radio	193,108	195,579
Sirius XM	2,962,492	3,249,261
Radio Starmaker	-	200,000
	8,108,400	10,106,176
	18,109,001	20,451,777

# Schedule of Grants

For the year ended March 31, 2019

	2019 \$	2018 \$
<b>Sound recording production</b>		
Comprehensive music company	987,756	1,016,791
Comprehensive artist	702,884	766,221
Artist development	533,791	622,265
Juried sound recording	1,455,452	1,321,990
	3,679,883	3,727,267
<b>Marketing</b>		
Comprehensive music company	1,701,437	1,570,146
Comprehensive artist	1,010,929	462,034
Juried sound recording	2,764,019	2,018,953
Marketing and promotion for FACTOR funded sound recordings (where album funded prior to April 1, 2013)	4,442	20,303
Marketing and promotion for non-FACTOR funded sound recordings	241,491	272,461
Tour support	2,625,058	3,184,253
Showcase	949,709	832,325
Video	305,188	234,160
	9,602,273	8,594,635
<b>Other</b>		
Business travel	881,270	885,461
Business development	165,197	241,369
Program travel expenses	121,068	75,191
Songwriter's workshop	14,573	15,587
Sponsorship	498,300	395,844
Regional affiliates	348,934	388,499
Radio marketing	386,804	280,236
	2,416,146	2,282,187

	2019 \$	2018 \$
<b>Collective initiative program</b>		
Industry events	1,770,399	1,615,693
Showcase production for artists from official language minority communities	414,553	403,913
Showcase production for export ready artists	1,025,623	1,319,055
Digital marketing	533,404	500,736
Export showcase artist support	25,000	174,017
	3,768,979	4,013,414
<b>Loan repayment</b>		
Repayments	(1,277)	(66,444)
	19,466,004	18,551,059

# Schedule of Administrative Expenses

For the year ended March 31, 2019

	2019 \$	2018 \$
Salaries and benefits	1,750,481	1,663,406
Occupancy costs	241,376	244,244
Equipment rentals and repairs	62,647	55,068
Automobiles and travel	49,843	72,685
Publicity, promotion and meetings	85,991	35,596
Professional fees	94,634	78,890
Office and general	21,676	19,560
Consulting	49,533	34,718
Subscription	18,969	18,270
Professional development	48,848	36,576
Courier and postage	3,040	4,660
IT development and maintenance	61,068	61,938
Telephone and communications	17,892	18,853
Insurance	9,234	9,234
	2,515,232	2,353,698











The background of the entire page is a marbled pattern. It consists of a base of bright yellow with intricate, flowing veins of a light grey or off-white color. The veins vary in thickness and direction, creating a dynamic, organic texture.

**FACTOR** Canada<sup>ca</sup>