

2022/2023



FOUNDED IN 1982

Canada

FACTOR

ANNUAL REPORT

"Whether it's been funding for touring, marketing and promotion, or otherwise, FACTOR has played a significant role in the development of my career, both at home and abroad. My team and I continue to push boundaries, develop new markets, and grow the fanbase, and we are blessed to have had FACTOR's support for the journey."

- PATRICK WATSON

CONTENTS

About the Foundation	4
Message from the Chair	6
Message from the President & CEO	7
Diversity, Equity & Inclusion	8
Emergency Support Fund	10
Applications & Funding by Genre	15
Applications Approved by Component	16
Funding Partners	17
Financial Overview	19
Our Team	21
Board of Directors	22
National Advisory Board	23
Programs	26
Collective Initiatives	38
Sponsorship	40
Juries	42
Year-End Snapshot	46
PwC Report	51

FACTOR

ABOUT THE FOUNDATION



FACTOR, the Foundation Assisting Canadian Talent on Recordings, was founded in 1982 and is one of the most significant sources of investment support designed to assist in growing and developing the Canadian-owned music industry i) to produce and promote a diversity of Canadian music in a world of choice ii) to be competitive at home and abroad and iii) to contribute to Canada's creative economy.

As a private, non-profit organization, FACTOR administers contributions from private radio broadcasters as well as the Department of Canadian Heritage's Canada Music Fund. The activities receiving FACTOR investment can be individual or collective and are considered to have three laneways: Artist, Company, and Community. Support is provided to Canadian recording artists, songwriters, managers, labels, publishers, event producers, and distributors through various programs.

As part of a unique cultural initiative, FACTOR supports many facets of the infrastructure for artists and music entrepreneurs to progress into the international arena. Exceptional Canadian talent is recognized at home and internationally – and FACTOR's model of public-private cooperation contributes to the success of countless artists.

With funding and services designed to assist the spectrum of musical expressions and talent, FACTOR is committed to reflecting the diversity of the Canadian population in its programs and operations while also promoting inclusiveness within the broader Canadian music sector.

LETTER FROM AMY ELIGH, CHAIR OF BOARD OF DIRECTORS

While this report comprises a year of FACTOR's activities, I'd like to begin by looking at the last three years which were, inside and outside of the foundation, exceptional. Extraordinary. Unprecedented, even.

In addition to the normal course of programs, FACTOR (along with Musicaction for the francophone market) was tasked with administering the federal funds designed to assist with pandemic-related support and recovery. These programs targeted recipients who were not previously FACTOR clients, chiefly from the live sectors of the hard-hit industry. **The total funds would eventually top \$119 million, and projects supported through these programs concluded at the end of fiscal 2022-2023.**

My sincere thanks and enthusiastic cheers to Meg Symyk and every one of the FACTOR staff who have dedicated themselves to keeping both the regular and extraordinary programs moving through the system, which has been a massive undertaking and made such a difference to the business activities of FACTOR's clients.

Three years of record-breaking numbers of applicants, projects, and volume of funds are behind us and focus is on the path ahead. However, far from all aspects of the Canadian-owned music industry have returned to normal. The market remains volatile, with those artists in the middle and discovery levels commonly having slowest return to audience engagement. Optimism is high, evidenced by the number of new artists creating portal profiles each week and entrepreneurial Canadians starting new business ventures to support creators. Vision and vigor are abundant, even as realities need to catch up.

While FACTOR can't remedy all challenges facing artists, companies, and music community builders – the Board's primary focus remains ensuring mandates and processes are resulting in best outcomes for the investment of our funds. In acknowledgement of market conditions, **FACTOR relies on the creativity, energies, and investments being made by recipients to build (and rebuild) the market sectors** which have faced stalls and setbacks but never paused.

We look forward to reinvigorating FACTOR's contribution to 'The Great Reset' of the Canadian-owned music industry – assisting creators and supporting entrepreneurs connecting at home and around the world.



Amy Eligh

Chair of FACTOR's Board of Directors

LETTER FROM MEG SYMSYK, PRESIDENT + CEO

Canada's music industry, and FACTOR itself, have been through three EXCEPTIONAL years.

Despite the massive disruption of the pandemic, which is still being felt in our sector, FACTOR has succeeded in making its programs work better for Canadian artists and the companies that support and invest in them. As we continue to work through a dynamic environment, FACTOR has the right tools in place to tackle the long-term impacts of the pandemic on the industry and to continue to help bring great Canadian music to audiences at home and abroad.

As we look forward, it's clear that our industry and the work that we do, will continue to

EVOLVE. The passing of Bill C-11 (the Online Streaming Act) and the CRTC's work towards a modernized regulatory framework will have a profound impact on the music industry and how FACTOR supports Canadian artists. These changes will influence the environment in which Canadian music is made, how it gets to audiences, the level of resources that FACTOR receives, and the outcomes we're able to achieve.

FACTOR's approach going forward can be summed as: GREATER FLEXIBILITY; The most fundamental shift is the ongoing Modernization of the Canada Music Fund, with FACTOR launching the Company Envelope. This is now FACTOR's largest single program which features significant financial incentives for companies to invest in Indigenous artists, Black and racialized, 2SLGBTQ+, Persons with Disabilities, Official Language Minority Communities and Women in all regions of Canada.

Additionally, this was one of several modernizations of the funding model – expanding eligibility requirements to encompass different types of artist activities across all genres, funding a broader scope of ventures which further accelerate the development of new artists and entrepreneurs and amplify the work of Canadian creators. FACTOR's funding is at its most effective when allowing a project to be nimble, most efficient when administrative burdens are reduced, and most productive when assisting to export Canadian creativity, enhance diversity, and to connect artists with audiences everywhere.

FACTOR recognizes there are multiple pathways to SUCCESS. If you are growing your audience, expanding your business, or developing the industry's network of expertise, FACTOR has a program which can be your investment partner. Together, we will continue to work closely with the Government of Canada and other partners to build a better Canadian-owned music industry for our artists and fans.

It's a purpose that inspires me every day. I'd like to thank our board of directors, our funders, and the FACTOR staff – as all have demonstrated a dedication to, and passion for, music and continue to make each year exceptional.



Meg Symyk

President and CEO of FACTOR

DIVERSITY, EQUITY & INCLUSION

One of the ways FACTOR is committed to supporting diversity and inclusion is through widespread regional support. Our Music Industry Association partners across the country are industry leaders delivering a range of inclusive events and experiences. FACTOR has provided funding for 13 different initiatives focusing on Black History Month, Indigenous artists, and International Women's Day. From Music BC on the west coast to Music NL over 4,000 kilometers to the east, FACTOR has invested in inspiring initiatives delivered by our provincial/territorial partners for often underserved artists and industry professionals.



In March 2023, we funded the first Arctic Music Conference and Awards put on by Hitmakerz, an Iqaluit-based record label and Nunavut Music, the newly formed territorial music industry association. These events helped to support and celebrate artists and industry professionals in the Canada's Arctic region. Continued support to the region through Nunavut Music and project funding is crucial for providing opportunities and growth for those living in the area as well as further opening the region to artists and professionals from other parts of Canada.



DIVERSITY, EQUITY & INCLUSION

Through our Sponsorship program, FACTOR is continuing its commitment of three-year operational support to build infrastructure for both the **National Indigenous Music Organization** to support Indigenous artists and music executives and also the **Women in Music Canada** organization to support all women artists, entrepreneurs, and women working in all sectors of the music industry to continue to advance and create opportunities.



FACTOR is proud to continue as lead Sponsor in Canada for the work of **Keychange**, the pioneering international initiative for gender equity in the music industry - the 2023 cohort includes four Canadian artists (The Garrys, Desiree Dawson, Liza, Meisha and The Spanks) and four Canadian innovators (Roxanne Lemieux, Kingsley Swim, Nancy Lee, Gaby Gauthier-Durand).



FACTOR continues to expand the eligibility requirements of programs, broaden the scope of demonstrable audience in Ratings, and reduce timelines for entrepreneurs entering company support programs in order to better reflect there is not one path to success and accelerate the integration of underserved professionals into the industry. Supplying applicant demographic information to FACTOR is now a condition of funding so that program outcomes can be more accurately determined.

EMERGENCY SUPPORT FUND

\$21 million was allocated to the Canada Music Fund (CMF) in 2022-2023 for the Festival Reopening and Support to Music Venues and Concert Promoters programs, delivered via FACTOR and Musicaction for the anglophone and francophone markets respectively.

The intent of the Festival Reopening fund was to provide assistance to professional music festivals to stimulate their economic recovery by supporting the presentation of their events and encouraging the return of in-person audiences. The funding offered in this program was up to a maximum of 75% of the total eligible budget for the project, subject to availability of funds.

The Support to Music Venues and Concert Promoters initiative aimed to keep Canadian-owned music venues and concert promoters operating during a time of socio-economic uncertainty, ensuring Canadian artists might continue to perform to audiences across Canada. Priority was given to Canadian-owned music venues and concert promoters who were not regular recipients of the CMF, in recognition of the essential nature of the live music sector in achieving the objectives of this program: i) to produce and promote a diversity of Canadian music in a world of choice ii) to be competitive at home and abroad and iii) to contribute to Canada's creative economy.

FESTIVAL REOPENING
105 APPROVED
\$3,677,950 OFFERED

**SUPPORT TO MUSIC VENUES
 AND CONCERT PROMOTERS**
113 APPROVED
\$7,546,000 OFFERED

**TOTAL
 FUNDING
 OF
 \$11,223,950**

**OFFERED TO
 218
 ELIGIBLE
 RECIPIENTS**

"The challenges of Covid restrictions and disruption of Wolfe Island's ferry service signaled dire consequences for the island's community, the many artists in the region, and - most personally - our new arts venue. Through the Support to Music Venues and Concert Promoters program, we were able to stay open and maintain the employment of upwards of 50 people. Welcoming the return of visitors at the end of travel restrictions and restoration of the ferry service, we were able to grow to a multi-venue facility which has hosted over 120 artists in the past year. This would not have been possible without FACTOR's assistance; thanks from the bottom of our hearts."

- Hugh, Tom, and Julia, Hotel Wolfe Island

EMERGENCY SUPPORT FUND

SUPPORT TO MUSIC VENUES AND CONCERT PROMOTERS

APPLICANT	ELIGIBILITY CATEGORY	PROVINCE	OFFER AMOUNT
3030	Music Venue	ON	\$85,000
Active / Passive Performance Society	Concert Promoter	BC	\$10,000
Adelaide Hall	Music Venue	ON	\$60,000
Admiral Live	Concert Promoter	ON	\$17,000
Amigos	Music Venue	SK	\$60,000
Asylum for Art	Music Venue	AB	\$10,000
Bambi's	Music Venue	ON	\$28,000
Bez Arts Hub	Concert Promoter	BC	\$17,000
Biltmore Cabaret	Music Venue	BC	\$28,000
Blenders Events Ltd	Concert Promoter	SK	\$28,000
Blueprint	Concert Promoter	BC	\$175,000
Bronson Centre Music Theatre	Music Venue	ON	\$40,000
BSMT 254	Music Venue	ON	\$17,000
Burton Cummings Theatre	Music Venue	MB	\$60,000
Capital Ballroom	Music Venue	BC	\$60,000
Capitol Music Club	Music Venue	SK	\$105,000
China Cloud Studios	Music Venue	BC	\$17,000
Classic Theatre Cobalt	Music Venue	ON	\$17,000
Collective Concerts Inc	Concert Promoter	ON	\$160,000
Commonwealth	Music Venue	AB	\$145,000
Coors Event Theatre	Music Venue	SK	\$85,000
Courage Holdings Inc	Concert Promoter	QC	\$60,000
Dakota Tavern	Music Venue	ON	\$105,000
Debaser	Concert Promoter	ON	\$10,000
Diesel Management Productions	Concert Promoter	ON	\$60,000
Drake Underground	Music Venue	ON	\$60,000
Drom Taberna	Music Venue	ON	\$120,000
Eastside Bar & Grill	Music Venue	ON	\$60,000
Event Management Inc	Concert Promoter	ON	\$60,000
FLATO Academy Theatre	Music Venue	ON	\$40,000
Flying V Productions	Concert Promoter	ON	\$17,000
Frankies Jazz	Music Venue	BC	\$105,000
Garrick Theatre	Music Venue	NL	\$40,000
Heartwood Concert Hall	Music Venue	ON	\$40,000
Hey Bear Productions Inc	Concert Promoter	ON	\$60,000
High Beam Dreams	Music Venue	BC	\$17,000
Hirut Cafe and Restaurant	Music Venue	ON	\$17,000
Horseshoe Tavern	Music Venue	ON	\$120,000
Hotel Wolfe Island	Music Venue	ON	\$60,000
Hugh's Room Live	Music Venue	ON	\$145,000
Imperial	Music Venue	BC	\$40,000
Inertia Entertainment Inc	Concert Promoter	ON	\$85,000
Irene's Pub & Restaurant	Music Venue	ON	\$120,000
Jackson Triggs	Music Venue	ON	\$160,000
Jazz Bistro	Music Venue	ON	\$85,000
King Eddy Live Music Ltd	Music Venue	AB	\$145,000
Kingston Punk Productions	Concert Promoter	ON	\$40,000
Lee's Palace	Music Venue	ON	\$120,000
Live Acts Agency Ltd	Concert Promoter	BC	\$40,000
London Music Hall Inc	Music Venue	ON	\$175,000
Market Hall Performing Arts Centre Inc	Music Venue	ON	\$40,000
Mary Winspear Centre	Music Venue	BC	\$85,000
Maxwell's Concerts & Events	Music Venue	ON	\$120,000

Monarch Tavern Inc	Music Venue	ON	\$85,000
Mothland	Concert Promoter	QC	\$40,000
MRG Concerts Ltd	Concert Promoter	ON	\$175,000
MRG Events Ltd	Concert Promoter	ON	\$160,000
National Music Centre	Music Venue	AB	\$120,000
NEXT.O Productions Inc	Concert Promoter	ON	\$10,000
Ninja Cat Productions	Concert Promoter	MB	\$28,000
Noisemaker Presents Inc	Concert Promoter	ON	\$60,000
On The Rocks	Music Venue	AB	\$175,000
Peter Jackson	Concert Promoter	ON	\$40,000
Prism Events Inc	Concert Promoter	ON	\$40,000
Promise Inc	Concert Promoter	ON	\$40,000
Queen Elizabeth Theatre	Music Venue	ON	\$40,000
Real Love Winnipeg	Concert Promoter	MB	\$10,000
R-Evolution Media	Concert Promoter	BC	\$28,000
Rex Hotel	Music Venue	ON	\$145,000
Royal Albert Arms	Music Venue	MB	\$10,000
SAW	Music Venue	ON	\$17,000
School Night	Concert Promoter	ON	\$17,000
Ship & Anchor Pub Ltd	Music Venue	AB	\$85,000
Showzaço Artistic Productions	Concert Promoter	ON	\$17,000
Sidestage Presents	Concert Promoter	ON	\$60,000
Small World Music	Concert Promoter	ON	\$40,000
Songwriters and Storytellers Society	Concert Promoter	NS	\$10,000
Sonic Concerts	Concert Promoter	NS	\$145,000
Sonic Unyon	Concert Promoter	ON	\$120,000
Spectrasonic	Concert Promoter	ON	\$105,000
Stampede Concerts Inc	Concert Promoter	AB	\$145,000
Stampede Entertainment	Concert Promoter	AB	\$85,000
Starlite Room Ltd	Music Venue	AB	\$120,000
The Cap	Music Venue	NB	\$85,000
The Common	Music Venue	AB	\$60,000
The Diamond Mine Agency	Concert Promoter	ON	\$60,000
The Good Will Social Club	Music Venue	MB	\$85,000
The Lancaster Downtown	Music Venue	SK	\$17,000
The Lancaster Taphouse	Music Venue	SK	\$17,000
The Libertine	Music Venue	ON	\$40,000
The Lido	Music Venue	BC	\$40,000
The Painted Lady	Music Venue	ON	\$60,000
The Park Theatre	Music Venue	MB	\$85,000
The Phoenix Concert Theatre	Music Venue	ON	\$120,000
The Piston	Music Venue	ON	\$60,000
The Reservoir Lounge	Music Venue	ON	\$120,000
The Rotary Arts Centre	Music Venue	NL	\$28,000
The Roxy Cabaret	Music Venue	BC	\$60,000
The Royal	Music Venue	AB	\$28,000
The Topsy Muse Cafe	Music Venue	NB	\$10,000
The Vat Pub	Music Venue	AB	\$85,000
Theatre Sarnia	Music Venue	ON	\$60,000
TheCyberKrib Entertainment Group	Concert Promoter	ON	\$10,000
Timbre Concerts	Concert Promoter	BC	\$160,000
Times Change(d) High & Lonesome Club	Music Venue	MB	\$60,000
Tonight Bar	Music Venue	ON	\$17,000
Toronto Music, Arts and Nature Alliance	Concert Promoter	ON	\$60,000
Tranzac	Music Venue	ON	\$60,000
Two Towers	Concert Promoter	AB	\$40,000
VEC Entertainment Group	Concert Promoter	ON	\$10,000
Vinyl Envy	Music Venue	BC	\$17,000
Vogue Theatre	Music Venue	BC	\$85,000
Where It's At Entertainment	Concert Promoter	BC	\$60,000
TOTAL			\$7,546,000

EMERGENCY SUPPORT FUND

FESTIVAL REOPENING

APPLICANT	PROJECT	PROVINCE	OFFER AMOUNT
2 RIVERS REMIX	2 RIVERS REMIX FEAST AND 2RMX MOVABLE FEAST	BC	\$129,450
ACTIVE / PASSIVE PERFORMANCE SOCIETY	ACTIVE / PASSIVE VOL. 4	BC	\$5,000
AFRICAN DESCENT SOCIETY BRITISH COLUMBIA	AFRICAN DESCENT FESTIVAL	BC	\$14,200
AIM 2 IMPACT	AFRICAN MUSIC WEEK	ON	\$15,000
ALIANAIT ARTS FESTIVAL	ALIANAIT ARTS FESTIVAL	NU	\$50,000
ASSOCIATION OF ARTISTS FOR A BETTER WORLD	WINTERFOLK XXI	ON	\$10,000
BEERLICIOUS INC.	TFOB	ON	\$35,000
BLUEPRINT	CONTACT / ANNIVERSARY / FVDED / BADLANDS	BC	\$100,000
BOOT HILL "COUNTRY" JAMBOREE & FARM	14TH ANNUAL BOOT HILL COUNTRY JAMBOREE	ON	\$40,000
CAITRÍN MARIE MADDEN	THE LOCAL FESTIVAL	BC	\$5,000
CANADIAN MUSIC WEEK	CMW 2022	ON	\$50,000
CAVENDISH BEACH MUSIC FESTIVAL INC.	CAVENDISH BEACH MUSIC FESTIVAL	PE	\$50,000
COUNTRY AT THE CREEK MUSIC FEST INC.	COUNTRY AT THE CREEK	SK	\$17,000
CYPRESS RIVER RESOURCE CENTRE INC.	PRAIRIE WIND MUSIC FEST	MB	\$8,000
DAUPHIN'S COUNTRYFEST INC.	DAUPHIN'S COUNTRYFEST AND COUNTRY ON THE BAY	MB	\$60,000
DOWNTOWN ARTS AND MUSIC FESTIVAL	DOWNTOWN ARTS AND MUSIC FESTIVAL	NB	\$10,000
EAST POINTERS MUSIC INC.	HARVEST HOME FESTIVAL	PE	\$55,000
ATMOS EVENTS	ENDLESS SUMMER	BC	\$5,000
EOJEOM ENTERTAINMENT	GUSSAPOLOOZA 2022 INDIE MUSIC FEST	ON	\$30,000
ESCAPADE MUSIC FESTIVAL	ESCAPADE MF	ON	\$30,000
FORT LANGLEY JAZZ & ARTS FESTIVAL	ODLUM BROWN FORT LANGLEY JAZZ & ARTS FESTIVAL	BC	\$30,500
FRONT ROW CENTER INC.	FRC MARKETING	ON	\$60,000
FTL21 INC.	FIELD TRIP MUSIC & ARTS FESTIVAL	ON	\$100,000
GATE HOUSE THEATRE COMMUNITY ASSOCIATION	NORTH ISLAND MUSIC FESTIVAL	BC	\$15,000
BENGOUGH MUNICIPAL ARTS COUNCIL	GATEWAY FESTIVAL	SK	\$40,000
HAGERSVILLE ROCKS MUSIC FESTIVAL	HAGERSVILLE ROCKS MUSIC FESTIVAL	ON	\$60,000
HEAVY TRIP PRODUCTIONS INC.	OK LA	QC	\$20,000
HEY BEAR PRODUCTIONS INC.	TROUBADOR FESTIVAL	ON	\$45,000
HOODSTOCK ENTERTAINMENT	BACKYARD BOOGIE 2022	BC	\$25,000
ICONIC ARTS AND ENTERTAINMENT	TORONTO SOUL MUSIC FESTIVAL	ON	\$50,000
INTERNATIONAL AVE ARTS & CULTURE CENTRE	EAST TOWN GET DOWN	AB	\$10,000
JAZZ CELLAR CAFE LTD.	JAZZ @ THE BOLT	BC	\$10,000
JAZZ SUDBURY	JAZZ SUDBURY	ON	\$40,000
JONES ENTERTAINMENT GROUP	ROCK THE PARK	ON	\$75,000
KARA-KATA AFROBEAT SOCIETY OF CANADA	FELABRATE 2022	BC	\$10,000
KEMPENFEST	KEMPENFEST 2022	ON	\$50,000
LAKETOWN ROCK MUSIC FESTIVAL LTD.	LAKETOWN SHAKEDOWN	BC	\$75,000
LATINCOUVER CULTURAL & BUSINESS SOCIETY	CARNAVAL DEL SOL & LATIN AMERICAN EXPERIENCE FESTIVAL	BC	\$2,400
LESSER SLAVE LAKE NORTH COUNTRY C.A.	NORTH COUNTRY FAIR	AB	\$75,000
LETHBRIDGE FOLK CLUB	LETHBRIDGE ROOTS MUSIC FESTIVAL	AB	\$5,000
LIFECYCLEEVENTS	2ND ANNUAL PEACE VALLEY FOLK FEST	BC	\$8,000
LONDON MUSIC HALL INC	PARK JAM MUSIC FESTIVAL	ON	\$25,000
LOT 18 PRODUCTIONS INC.	RIVERFEST ELORA	ON	\$75,000
MACKINNON BROTHERS BREWING CO.	BACK TO THE FARM FESTIVAL	ON	\$40,000
MANITO AHBEE FESTIVAL INC.	MANITO AHBEE FESTIVAL	MB	\$25,000
MANITOULIN RADIO COMMUNICATION INC.	MANITOULIN COUNTRY FEST AND ROCKIN' THE ROCK	ON	\$20,000
MARY WINSPEAR CENTRE	AN EVENING OF PERFORMANCE	BC	\$10,000
MERCURY ARTISTS	SUMMERVILLE	BC	\$7,500
MERRITT ROCKIN' RIVER FEST INC.	MERRITT ROCKIN' RIVER FEST	BC	\$75,000
1232906 BC LTD.	MONASHEE MUSIC FESTIVAL	BC	\$55,000
MONSTERCAT	COMPOUND	BC	\$40,000
MOTHLAND	TAVERNE TOUR	QC	\$20,000

MRG EVENTS LTD.	FILBERG FESTIVAL	ON	\$15,000
MRG EVENTS LTD.	SHIPYARDS FESTIVAL	ON	\$15,000
MRG EVENTS LTD.	KHATSAHLANO STREET PARTY	ON	\$15,000
MUSIC 4 CANCER	MUSIC 4 CANCER	QC	\$35,000
MUSIC NOVA SCOTIA	NOVA SCOTIA MUSIC WEEK 2022	NS	\$30,000
MUSIC YUKON	ARTS IN THE PARK 2022	YK	\$15,000
NANAIMO BLUES SOCIETY	SUMMERTIME BLUES FESTIVAL	BC	\$50,000
NICOLE DEMBINSKI	HARMONIAFEST	ON	\$5,000
NOISEMAKER PRESENTS INC.	PARIS DRINKS FEST	ON	\$50,000
NXNE INC.	NXNE MUSIC FESTIVAL	ON	\$75,000
OTTAWA DRAGON BOAT FESTIVAL	OTTAWA ICE DRAGON BOAT FESTIVAL	ON	\$20,000
PM ENTERTAINMENT GROUP LTD.	BLUEWATER BORDERFEST MUSIC FESTIVAL	ON	\$90,000
LE FESTIVAL POUZZA DE MONTRÉAL	POUZZA FEST	QC	\$25,000
PRISM EVENTS INC.	PRISM PRIDE 2022	ON	\$15,000
RAIN SHADOW PRODUCTIONS LTD	PURPLE CITY MUSIC FESTIVAL	AB	\$20,000
RAINBOW TROUT MUSIC FESTIVAL INC.	RAINBOW TROUT MUSIC FESTIVAL	MB	\$10,000
REAL LOVE WINNIPEG	REAL LOVE SUMMER FEST	MB	\$15,000
REVELREE ENTERTAINMENT INC.	REVELREE MUSIC FESTIVAL	ON	\$50,000
NICK BLASKO PRESENTS LTD.	RIFFLANDIA FESTIVAL	BC	\$90,000
ROCK THE HUB INC.	ROCK THE HUB FESTIVAL	NS	\$50,000
SAFE AND SOUND MUSIC FEST	SAFE AND SOUND	BC	\$75,000
SAWDUST CITY MUSIC FESTIVAL	MUSKOKA MUSIC FESTIVAL	ON	\$30,000
SHAMBHALA MUSIC FESTIVAL LTD.	SHAMBHALA MUSIC FESTIVAL	BC	\$50,000
SHIVERING SONGS	SWELTERING SONGS	NB	\$30,000
SHOWZAÇO ARTISTIC PRODUCTIONS	B.L.A.C. MUSIC FESTIVAL	ON	\$3,000
SKELETON PARK ARTS FESTIVAL	SKELETON PARK ARTS FESTIVAL	ON	\$7,000
SOCIETY DES AMIS DU MOULIN MICHEL INC.	AU SON DU MOULIN	QC	\$7,000
SOOKE RIVER BLUEGRASS FESTIVAL SOCIETY	THE COWICHAN VALLEY BLUEGRASS FESTIVAL	BC	\$7,500
SOUTH COAST CULTURAL SOCIETY	SOUTH COAST JAZZ FESTIVAL	ON	\$20,000
SOUTH COUNTRY FAIR ASSOCIATION	SOUTH COUNTRY FAIR	AB	\$17,500
SQUAMISH CONSTELLATION FESTIVAL INC.	SQUAMISH CONSTELLATION FESTIVAL	BC	\$75,000
STAMPEDE LIVE INC.	THE BIG FOUR ROADHOUSE FESTIVAL	AB	\$60,000
SUNFEST COUNTRY MUSIC FESTIVAL LTD	SUNFEST COUNTRY MUSIC FESTIVAL 2022	BC	\$50,000
SUPERCRAWL PRODUCTIONS	SUPERCRAWL	ON	\$49,800
KITCHENER BLUES COMMUNITY INC.	TD KITCHENER BLUES FESTIVAL	ON	\$50,000
THE CITY OF PORT COLBORNE	CANAL DAYS MARINE HERITAGE FESTIVAL	ON	\$35,000
THE ELECTRIC HIGHWAY	THE ELECTRIC HIGHWAY	AB	\$15,000
THE NEW GLASGOW RIVERFRONT MUSIC JUBILEE SOCIETY	THE JUBILEE	NS	\$57,300
THE PARK THEATRE	SOS FESTIVAL	MB	\$20,000
THE TOWN OF MATTAWA	MATTAWA VOYAGEUR DAYS	ON	\$50,000
THICK AS THIEVES ENTERTAINMENT INC.	DENIM ON THE DIAMOND	BC	\$50,000
TIMBRE CONCERTS	BREAKOUT FESTIVAL	BC	\$85,000
TIRGAN CENTRE FOR ART AND CULTURE	TIRGAN NOWRUZ SPRING FESTIVAL	ON	\$15,000
TRIXSTAR PRODUCTIONS LTD	TOGETHER AGAIN	AB	\$40,000
UMA FOUNDATION	DESIFEST	ON	\$20,000
VALHALLAFEST TERRACE BC	VALHALLAFEST	BC	\$15,000
VANCITY ROOTS AND CULTURE EXPERIENCE	AMEXEM REGGAE CULTURAL SOCIETY	BC	\$30,000
VIBC	VIBC SOCIETY / 5X FESTIVAL	BC	\$41,800
WESTERN FAIR ASSOCIATION	WESTERN FAIR CONCERT SERIES	ON	\$40,000
YAMO CANADA INC.	COASTAL MOTION	BC	\$25,000

TOTAL

\$3,677,950

FUNDING OFFERED + APPLICATIONS APPROVED BY GENRE

PRIMARY GENRE	# OF PROJECTS APPROVED	\$ OFFERED FROM APPROVED
Adult Contemporary	28	\$186,999
Alternative	243	\$1,951,876
Blues	25	\$333,220
Children's	7	\$58,794
Classical	54	\$614,879
Country	67	\$535,319
Dance	26	\$404,462
Electronica	65	\$678,843
Experimental	45	\$507,245
Folk	213	\$1,573,069
Hard Rock	12	\$135,025
Hip Hop	147	\$1,550,827
Jazz	52	\$475,986
Metal	21	\$373,046
Pop	284	\$2,757,367
Punk	25	\$273,792
Reggae	19	\$65,795
Rock	167	\$1,217,827
Roots/Americana	84	\$854,066
Soul/R&B	125	\$1,165,662
Specialized	9	\$63,252
Traditional Indigenous	3	\$5,715
World	37	\$460,478
TOTAL	1,758	\$16,243,543

FUNDING OFFERED + APPLICATIONS APPROVED BY COMPONENT

PROGRAM	SUBMITTED	APPROVED	REQUESTED	OFFERED
Artist Development	1246	374	\$2,346,076	\$748,000
Business Development	22	15	\$189,872	\$106,977
Business Travel	335	278	\$722,683	\$511,171
Envelope Funding for Music Companies	125	59	\$31,403,454	\$12,625,697
Industry Events	68	45	\$4,214,919	\$2,062,409
Marketing	458	352	\$6,144,819	\$4,240,510
Radio Marketing	141	91	\$578,314	\$433,418
Showcase	815	624	\$1,355,892	\$1,030,347
Showcase Production for Artists from Official Language Minority Communities	26	17	\$1,025,792	\$458,500
Showcase Production for Export Ready Artists	45	20	\$2,143,277	\$650,309
Songwriter Development	13	11	\$25,415	\$22,000
Songwriter Support for Music Publishers	4	3	\$8,457	\$4,814
Sound Recording	826	196	\$8,499,559	\$1,899,520
Sponsorship	129	55	\$2,441,441	\$1,001,165
Tour Support	499	398	\$4,683,068	\$3,635,011
Video	623	502	\$5,790,549	\$4,256,736
TOTAL	5,375	3,040	\$71,573,583	\$33,686,585

FUNDING PARTNERS

GOVERNMENT OF CANADA

THROUGH THE CANADA MUSIC FUND OF THE DEPARTMENT OF CANADIAN HERITAGE, FACTOR ADMINISTERED \$36,609,539.

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.

Emergency Support Programs

These programs were extraordinary in nature and intended to assist the Canadian independent music sector to weather the effects of the global pandemic and emerge in competitive market form.

CANADA'S PRIVATE RADIO BROADCASTERS

CANADA'S PRIVATE RADIO BROADCASTERS CONTRIBUTED \$14,200,978 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.

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.

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.

"FACTOR has given us, an independent band, the chance to not only travel the world, but to create authentically and unencumbered. With these opportunities before us, made possible by FACTOR's support, there is no limit to what we can accomplish. Thank you, FACTOR!"
- Softcult

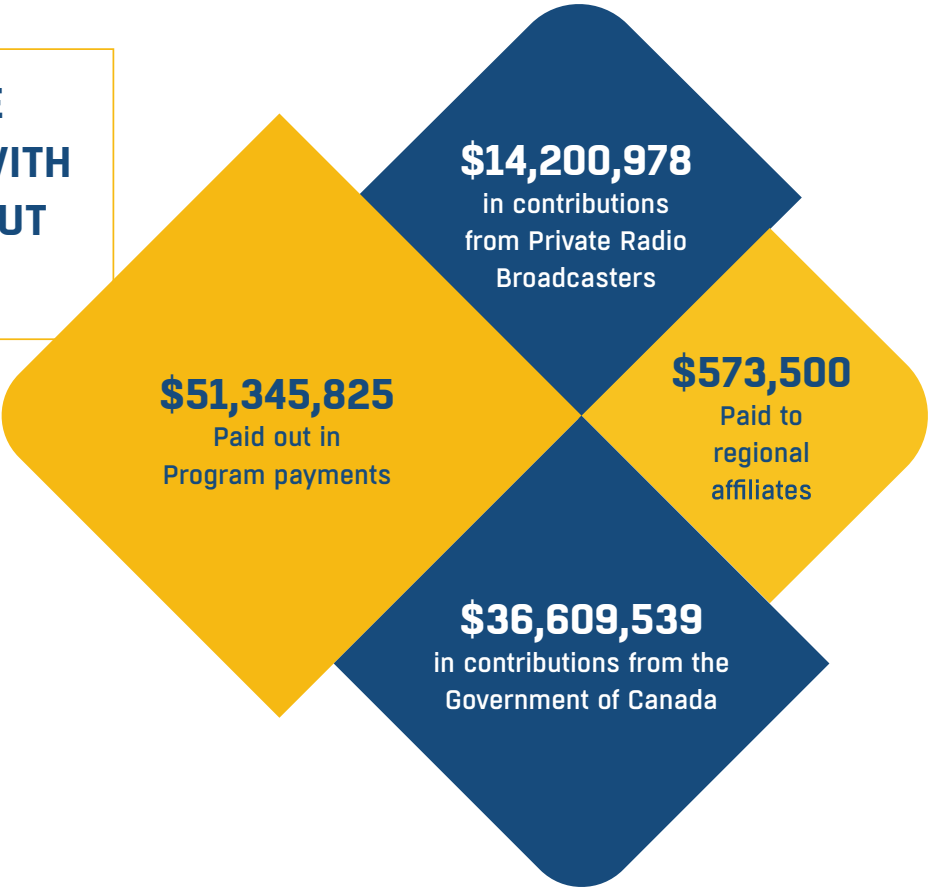
SUCCESS STORIES

SOFTCULT

Thanks to FACTOR's support in 2022-2023, Softcult provided direct support to Incubus on their UK tour, including two nights at the Royal Albert Hall as well as direct support to Muse in Toronto. They not only headlined tours in the United States, Canada, UK, Europe, and Southeast Asia but headlined sold-out shows in London, Glasgow, Manchester, Bangkok, Tokyo, Manila and Toronto. Other highlights include performances at Reeperbahn, The Great Escape, SXSW and CMW, two Maida Vale live session recordings for BBC Radio 1, a top 10 single at CBC Radio and more.

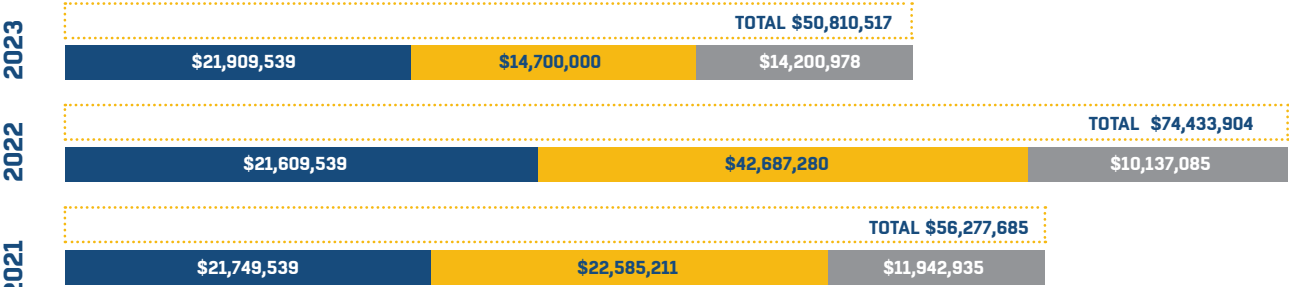
FINANCIAL OVERVIEW

FACTOR’S REVENUE
WAS **\$50,810,517** WITH
\$51,345,825 PAID OUT
IN 2022-2023



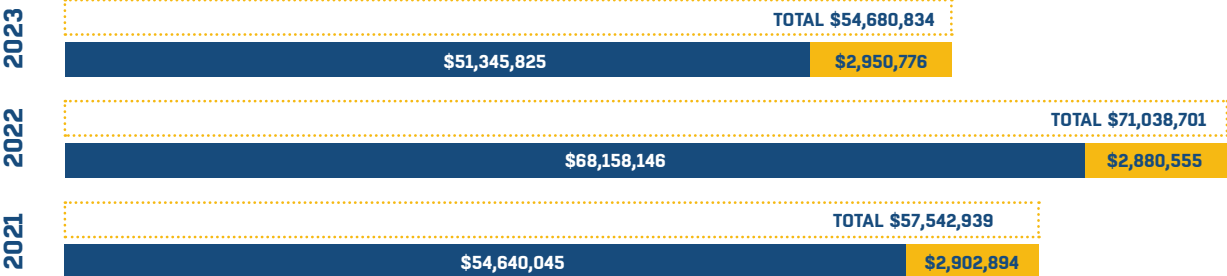
CMF = Canada Music Fund Regular Contributions
ESF = CMF Emergency Support Funds
PRB = Canada's Private Radio Broadcasters


CONTRIBUTIONS



PP = Program Payments
AE = Administrative Expenses

EXPENSES





"ART CAN BRING MEANING
TO PAIN IN A WAY THAT NOT
MUCH ELSE CAN. I'M SO
GRATEFUL FOR THE ABILITY
TO EXPLORE MY FEELINGS
THROUGH CREATING AND
I'M OVERWHELMED BY
THE GENEROUS SUPPORT
OF FACTOR TO HELP
INDEPENDENT ARTISTS LIKE
MYSELF BRING OUR VISIONS
INTO THE WORLD."

- JAYLI WOLF, JSR RECIPIENT.

OUR TEAM

Meg Symczyk
President & CEO

FINANCE

Sara Stasiuk
Chief Financial Officer

Marina Anianova
Accounting Manager

PROGRAMS

Cherie Sinclair
Director, Programs

Amanda Lewis
Program Administrator, Envelope Funding

Paige Guscott
Program Administrator, Collective Initiatives

Andrew Patton
Program Administrator, Live

Mark Goodwin
Program Assistant, Live

INFORMATION TECHNOLOGY

Danitza Nolasco
Director, IT

Gord Robertson
Business Analyst

COMMUNICATIONS

Marcus Tamm
Director, Communications

Karina Moldovan
Communications Manager

Tash Williams
Communications & Content Specialist

CLIENT SERVICES

Gail Phillip
Director, Client Services

Beth Hamill
Senior Project Coordinator

Angela Kozak
Senior Project Coordinator

Tyler Appleby
Project Coordinator

Sierra Evans
Project Coordinator

Chayne Japal
Project Coordinator

Margaret O'Toole
Project Coordinator

FACTOR would like to thank Evelyn Cream, Eryka MacLean, David McTeague, Natasha Roldán, and Geoff Stairs for their contributions.

BOARD OF DIRECTORS

FACTOR's Board of Directors has thirteen diverse individuals, representing the sectors in the music industry including artists, labels, publishers, artist managers, live, and Canada's private radio broadcasters. In addition, we have a seat dedicated to representing our provincial Music Industry Associations as well as our Director Emeritus.

2022-2023 BOARD MEMBERS

Amy Eligh, Chair

Director, Publishing and Licensing
Arts & Crafts
MPC Appointee

Sarah Cummings, Vice-Chair

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

Gayatri Thirunadarajah, Treasurer

Director of Finance, Planning & Analysis
Corus
Corus Appointee

Chris Smith, Secretary

President, 21 Entertainment Group
Elected Member

Jermayne Clayton

Co-owner/President Management Division
Awesome Productions & Management
MMF Appointee

Josie Fenech

National Talent Development Director
Stingray
Stingray Appointee

Oliver Jaakkola

Sr. Vice President & General Counsel
SiriusXM Canada
SiriusXM Appointee

Brandy Taylor

Music Director, SONiC 102.9 Edmonton
Rogers Appointee

Julien Paquin

President, Paquin Artists Agency
Elected Member, Independent Music

Tim Potocic

President, Sonic Unyon
CIMA Appointee

Tegan Quin

Tegan & Sara, Artist/Advocate
Elected Member

Kesi Smyth

General Manager/Human Resources
604 Records
CIMA Appointee

Andrina Turenne

Artist
Elected Member, Independent Artists

Sean McManus

Executive Director, Manitoba Music
Observer - NAB Representative

Duff Roman

President & CEO, Duff Roman Media Inc.
Director Emeritus

FACTOR would like to thank Julisa Ly for her service.

NATIONAL ADVISORY BOARD

We'd like to thank each member of our National Advisory Board for their hard work

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

and **Christine Rogerson**

Interim Executive Director

MUSIC BC

Lindsay MacPherson

Executive Director

MANITOBA MUSIC

Sean McManus

Executive Director

MUSIC/MUSIQUE NB

Jean Surette

Executive Director

MUSIC NL

Rhonda Tulk-Lane

CEO

MUSIC NOVA SCOTIA

Fiona Diamond

Interim Executive Director

and **Allegra Swanson**

Executive Director

MUSIC ONTARIO

Emy Stantcheva

Manager

MUSIC PEI

Rob Oakie

Executive Director

MUSIC YUKON

Scott Maynard

Executive Director

FACTOR QUÉBEC

Shevaughn Battle

SASKMUSIC

Lorena Kelly

Interim Executive Director

and **Mike Dawson**

Executive Director

CIMA

Andrew Cash

President

CULTURAL INDUSTRIES ONTARIO NORTH (CION)

Patrick O'Hearn

Associate Managing Director

MUSIC MANAGERS FORUM (MMF)

Amie Therrien

Executive Director

MUSIC PUBLISHERS CANADA (MPC)

Margaret McGuffin

Executive Director

SUCCESS STORIES

4KORNERS

4KORNERS has been widely known as an international DJ and the official DJ of the Toronto Raptors for over a decade. In 2022 he completed the transition from DJ to recording artist/producer, signaling a breakthrough year. With the support of FACTOR's Juried Sound Recording program, he successfully wrote, produced, recorded and released his debut full length album "4KORNERS of the World", solidifying his place on this new path.

The album is a musical journey around the world, a portrait of Toronto as a multicultural city, and a collection of sounds and feelings that come from touring globally for years. It seamlessly moves through genres from Hip Hop and Electronic to Afrobeats, Dancehall, and more. 4KORNERS worked with emerging Canadian artists from diverse

backgrounds all over the country. The importance he places on providing emerging artists with a platform to grow is apparent through the many features on the album from Odreii, Ashton Adams, EverythingOShauN, Temia and more. The project received critical acclaim, media coverage and interviews across Canada and internationally including Virgin/iHeart Radio, CBC Radio, Sirius XM, CP24, CTV, and more. Further support from Spotify, Apple Music and Amazon Music resulted in two billboards at Yonge-Dundas in Toronto and features on over 30 editorial playlists.

"Thank you FACTOR for supporting my artistry and helping me put myself in a position to level up my career, export my music internationally, and take more and more young talented Canadians with me!"

"THANKS TO FACTOR I WAS ABLE TO CRAFT THIS PROJECT IN A WAY THAT IS TRUE TO MY VISION WITHOUT SACRIFICING QUALITY AND RELEASE IT 100% INDEPENDENTLY THROUGH MY OWN COMPANY."

- 4KORNERS, JSR RECIPIENT

“THE JSR FUNDING FOR
AYSANABEE WAS ONE OF
THE MOST SIGNIFICANT
PIECES OF THE FUNDING
PUZZLE FOR ISHCODE
RECORDS IN THE FIRST TWO
YEARS OF OUR NEW LABEL.”

- SHOSHONA KISH, ISHCODE RECORDS

PROGRAMS

Artist Development

The Artist Development program is intended to provide support towards the professionalization and integration of early career artists into the music industry, allowing artists to choose where best to invest in their careers throughout the span of one full artist development year, beginning from date of application.

Components Submitted	1246
Components Approved	374
Offered	\$748,000

Comprehensive Music Company

The Comprehensive Music Company (CMC) 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 concluded at end of fiscal 2022-2023 and was comprised of six components: Sound Recording, Marketing, Showcase, Tour Support, Video, and Radio Marketing. CMC companies were invited to transition to the Company Envelope: Mid-Tier program at start of 2023-2024 fiscal.

New Sound Recordings	77
Components Submitted	332
Components Approved	298
Offered	\$1,684,728

Juried Sound Recording

The Juried Sound Recording (JSR) program assists with the recording, production, and release of a new, full-length sound recording. The program is intended to support the artist with material marketplace activity and audience engagement, a plan for further career growth, and a team to assist in achieving next steps towards the Artist-Entrepreneur level. Applications are evaluated by a jury of leading Canadian music industry professionals.

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

New Sound Recordings	93
Components Submitted	1733
Components Approved	917
Offered	\$7,950,241

SUCCESS STORIES

GHOSTLY KISSES

An international success story with Ghostly Kisses, the dreamy pop music of French-Canadian singer-songwriter Margaux Sauvé. Ghostly Kisses is making her mark across the world with her debut full-length album, *Heaven, Wait* funded through FACTOR's Juried Sound Recording program and subsequent FACTOR supported tours in Europe, United Kingdom, United States, and Dubai. There's no slowing down in 2023 as she supports Canadian band Men I Trust in the UK and makes her way to Istanbul, Berlin, and Reykjavík by the end of the year.

Live Performance

Touring and Showcasing began roads to recovery in fits and starts over this fiscal year, beginning to resemble previous program activity in the latter quarters. 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 upcoming qualifying releases.

This program comprises two components: Showcase and Tour Support.

Showcase

Submitted 721

Approved 562

Offered \$921,399

Touring

Submitted 201

Approved 166

Offered \$2,307,523

Support for Eligible Music Companies

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 three components: Business Development, Business Travel, and Songwriter Support for Music Publishers.

Components Submitted

361

Components Approved

296

Offered

\$622,963

Video

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.

Components Submitted

56

Components Approved

43

Offered

\$566,843

Funding for National Service Organizations

Funding for National Service Organizations (NSO) aims to ensure that NSOs support Canadian music entrepreneurs to build a strong and competitive industry capable of contributing long-term to the Canadian musical experience, through a diverse range of compelling Canadian voices. The objective of this program is to increase the creation of and access to a diverse selection of Canadian music for audiences everywhere, by enhancing the ability of NSOs to compete in domestic and international markets.

NSOs Funded 5

Offered \$1,367,000

BIRTHDAY CAKE

Winnipeg, Manitoba

Last year we facilitated seismic leaps in the careers of some of Canada's best and brightest emerging and developing artists thanks, in no small part, to the tremendous support of FACTOR. The funding we received allowed us to make impactful investments in Leith Ross, Begonia, Field Guide, The Bros. Landreth, and these artist successes are resonating internationally. Last year we watched our artists collect world-class press, earn JUNO and Grammy awards, and play sold-out stages across North America, Europe, and Australia. We were able to support the negotiation of major label record deals, broker an a-list cover through our publishing division, all while greatly expanding our global network of creators and music companies.

This funding has created jobs, both industry and artist careers, and helped us put Canadian artists on the world stage. With FACTOR in our corner, we've had a competitive advantage, providing our clients, staff, and community the support and resources they need to succeed on a global scale.



CLOCKWISE FROM TOP LEFT: THE BROS. LANDRETH / PHOTO CREDIT: BNB STUDIOS, MOURAINE / PHOTO CREDIT: MAT DUNLAP, LEITH ROSS / PHOTO CREDIT: MEREDITH TRUAX K-RIZ / PHOTO CREDIT: NICHOLAS YEE, BEGONIA / PHOTO CREDIT: CALVIN LEE JOSEPH

PHOTO CREDIT: HAYDEN WOLF



CELLAR MUSIC GROUP

Vancouver, BC

"After 20+ years in business and over 300 albums released, Cellar Music Group received its first Grammy nomination for Best Large Ensemble Jazz Album at the 65th Grammy Awards. Without FACTOR's Envelope Funding support and the measured growth the label has seen since becoming a FACTOR-funded/CMC label four years ago, we simply wouldn't have had the bandwidth to attract these artists and secure this nomination. I believe we are the first Canadian label with a Grammy nomination in the jazz categories in many years, and what this does for the label and our long-term goals is immeasurable." -Scott Morin, Cellar Music Group

ENVELOPE FUNDING FOR MUSIC COMPANIES

Envelope Funding for Music Companies is allocated once a year for a recipient to undertake a suite of activities fostering the development of Canadian artists and the promotion of their music, based on assessment of a company's investment plans for their roster. This can include expenses related to the production and marketing of sound recordings, domestic and international tours and showcases, music publishing, artist management, and business development activities.

This growing program supported 65 companies in 2022-2023, up from 56 in the previous fiscal, and provided \$12,625,697 in investment support which benefited 775 artists.

COMPANY	ARTISTS	OFFER
2+2 Management Inc.	AJA - Alle the Dreamer - Grandtheft - Keys N Krates - Nostalgix - Rezz - Sophie Powers - Zeds Dead	\$172,565.00
604 Records	Alex Little and the Suspicious Minds - Andrea Clute - Andrew Hyatt - B00sted - Beach Season - Carly Rae Jepsen - Coleman Hell - Dani and Lizzy - Danielle Ryan - DIRTY RADIO - dwi - Fake Shark - Fionn - Fur Trade - Haleluya Hailu - Harris Anderson - Hotel Mira - Johnny Payne - Jojo Mason - Josh Ramsay - Kadooh - Katie Yahn - LA+CH - Louise Burns - Madisyn Gifford - Marianas Trench - Mathew V - Matias Roden - MAUVEY - Michaela Slinger - MIKEH (Mike Ayley) - Mise En Scene - Molly Annelle - My Darkest Days - Rebecca Sichon - Sarah Jane Scouten - Schwey - Shirley Gnome - Sleepy Gonzales - The Jins - The Zolas - Toddy - Twin River - Vox Rea	\$800,000.00
8 TIL FAINT	Jessie Reyez - Maneesh - notfortheo - The Halluci Nation	\$29,698.24
Agence Station bleue	Bryan Cheng - Buzz Brass - Charles Richard-Hamelin - Cheng2 Duo - Elinor Frey - Janina Fialkowska - KUNÉ - Marianne Lambert - Montréal Guitare Trio - Myriam Leblanc - Nicolas Ellis - Ori Dagan - Rémi Bolduc Jazz Ensemble	\$127,363.00
Alma Records and Cardster Music Co.	ELIANA CUEVAS - FLORIAN HOEFNER TRIO - HILARIO DURAN - MICAH BARNES - MONKEY HOUSE	\$131,127.00
Aquarius Records LTD	Dalas - Forrest - Guillaume Michaud - Sterling Grove - The Holy - The Last Vangards	\$134,251.01
Arbutus Records	Blue Hawaii - Born at Midnite - Cecile Believe - CFCF - Crying High - Das Beat - DVC Refreshments - Graham Van Pelt - Jesse Futerman - Lydia Ainsworth - Marci - Mitch Davis - Moon King - Project Pablo - Rapport - Sean Nicholas Savage - Sorry Girls - Tiberius b - TOPS	\$135,574.00
Artobject Records	ACTORS - Ayria - cEvin Key - Cyberaktif - Dead Quiet - Encephalon - Front Line Assembly - KEN mode - LEATHERS - Noise Unit - Ritual Dictates - Spectres - Tunic	\$125,769.00
Arts & Crafts	Andy Shauf - Aaron Allen - Absolutely Free - Amy Millan - Andy Kim - Apostle Of Hustle - Astral Swans - BADBADNOTGOOD - Bell Orchestre - Belle Game - Bernice - Bishop Morocco - Brendan Canning - Broken Social Scene - Busty and the Bass - Calvin Love - Charles Spearin - Charlie Houston - Chemical Club - Chilly Gonzales - Cold Specks - Constantines - Dan Mangan - Dead Soft - Eight and a Half - Ellevator - Feist - Foxwarren - Frazey Ford - Frigs - Fucked Up - Gabrielle Shonk - Gentleman Reg - Georgia Harmer - Gold and Youth - Gord Downie - Gord Downie & Bob Rock - Hannah Georgas - Hayden - Jacques Greene - Jade Hairpins - Japandroids - Jason Collett - Jean-Michel Blais - Jordan Klassen - K.C. Accidental - Katie Tupper - Kevin Drew - Kid Koala - La Force - Lowell - Majical Cloudz - Marek Tyler - Matthew Cardinal - MEGAN BUELOW - Memphis - Mister Nobu - nehiyawak - No Joy - OMBIGIZI - Pierre	\$539,696.00

	Kwenders - Reuben And The Dark - Said The Whale - Sarah Harmer - Small Sins - Snowblink - Stars - Still Life Still - Taylor Janzen - Tei Shi - The Darcys - The Hidden Cameras - The Most Serene Republic - The Stills - Tim Baker - Timber Timbre - Tobias Jesso Jr - Trust - Valley Of The Giants - Years - Young Galaxy - Your Boy Tony Braxton - Zeus	
Bernie Breen Management	Headstones - Colin Cripps	\$19,378.00
Birthday Cake	Begonia - Dill the Giant - Field Guide - Kris Ulrich - Leith Ross - Living Hour - Marcus Paquin - Mariel Buckley - Michael Bernard Fitzgerald - Mouraine - Slow Leaves - The Bros. Landreth	\$143,767.00
Black Box Music Management Inc.	JJ Wilde - Justin Nozuka - SonReal - The Glorious Sons	\$343,634.00
Blue Heron Music Inc	Current Swell - Fleece - Jesse Roper - Jon and Roy - Loving - Ocie Elliott - Pastel Blank - The Bankes Brothers	\$139,868.00
Cadence Music Group	Altameda - City Fidelia - Dear Rouge - Excuses Excuses - Felix Cartal - Freddie Future - Gord Sinclair - Headstones - Isabelle Stern - Jack Trades - Jake Hope - Julian Thomas - Kelland - Lost Cousins - Marcus James - Martha Wainwright - Melanie Fiona - Moist - Pilla B - Public Goods - Sam Roberts Band - Sophie Simmons - Tasha Angela - Texas King - The Trews - Tommy Lefroy - Vanrip	\$389,340.00
CARE OF Management Inc.	Elko - Tianda - Ashley Sienna - Budman. - Joël - Lyan Paris - Rêve - Roderick Porter	\$100,000.00
CCS Rights Management Corp	CARYS - Featurette - Hill Kourkoutis - Laurent Bourque - Marc Koecher - Nuela Charles - POESY - Olivia Wendel	\$168,927.00
Coalition Music Inc.	Amanda Marshall - Charissa - Classified - Eric Punzo - Human Kebab - Ikky - Our Lady Peace - Preston Pablo - Simple Plan - Sophia Fracassi - The Tea Party - Vicki Brittle	\$181,192.00
Constellation	All Hands Make Light - Automatismes et Stefan Paulus - Black Ox Orkestar - Esmerine - Godspeed You! Black Emperor - Jessica Moss - Joni Void - Joyfultalk - Kee Avil - Ky - Land Of Kush - Steve Bates - T. Gowdy	\$261,592.00
Cult Nation	Apollo - Charlotte Cardin - Halo - Lubalin - Malko	\$251,947.00
Deadbeats	MYTHM - Nostalgix - One True God - Ricky Bamboo - Suray Sertin - Zeds Dead - HNTR	\$223,923.00
Decibel Entertainment	Khanvict - Skinny Local - Cartel Madras - Modern Biology - Rupi Kaur - BAINS. - Shally Rehal	\$258,750.00
Dine Alone Records	Arkells - Attack In Black - AVIV - Bedouin Soundclash - Biblical - Black Lungs - Black Mountain - Calling All Captains - Cam Kahin - Chastity - City and Colour - Counterparts - Dave Monks - Dead Tired - Dear-God - Dooms Children - Edwin Raphael - Get The Shot - Gob - Hannah Georgas - Land of Talk - Little Scream - Mobina Galore - Moneen - Monster Truck - NOBRO - Pkew Pkew Pkew - Rarity - Respire - Rich Aucoin - Single Mothers - Spencer Burton - Teeth - The Dirty Nil - The Flatliners - the Sadies - Tokyo Police Club - Trench - Wintersleep - Yukon Blonde	\$535,600.00
Envision Management and Production	Bell Orchestre - Kid Koala - Murray A. Lightburn - Sarah Pagé - The Dears - Wake Island	\$237,428.00
Hidden Pony Records	Allegories - Jeremy and Jazzy - New Friends - Ryan Langdon - Theo Tams	\$121,459.00
Hyvetown Music Inc	Nathan Ferraro - AJ Healey - Jeremy Voltz - Lucas Marston - Iskwe - Nate Daniels - Jeff Johnson - Yash Gruzman - Delaney Jane - Jahmal Wellington	\$95,325.00
Indica Records Inc.	Carlyn - Colin Moore - Darkometro - David Campana - Family Man - Gros Soleil - Hey Major - Ivytide - L.Teez - Leila Lanova - Omayela - Patrick Krief - Sankya	\$170,520.00
Indoor Recess Inc.	daysormay - Long Range Hustle - Mariel Buckley - Simon and the Island - Simon Ward	\$100,000.00
Jayward Artist Group Inc.	Dylan Burk - Kyra Daniel - RadioClub - Tebey	\$147,056.00
Jazz Cellar Cafe Ltd.	Mike Allen - Nighcrawlers - Sienna Dahlen and Bill Coon - Joel Haynes - Kelly Jefferson - Atley King Quartet - Sharon Minemoto Quartet - Reg Schwager/Ryan Oliver Quintet - Brad Turner Trio - Cory Weeds Little Big Band - Noah Franche-Nolan	\$107,359.00
Jones & Co.	Carleton Stone - Brynn Knickle - Chudi. Harris - Crash Test Dummies - David Myles - Don Brownrigg - Maggie Andrew - Mo Kenney - Reeny Smith - Shaye - Willie Stratton - Wolf Castle	\$100,000.00
Justin Time Records Inc	Carol Welsman - Chet Doxas - Christine Jensen - Code Quartet - Emma Frank - Jean-Michel Pilc - Laura Anglade and Sam Kirmayer - Little Animal! - Rane Lee - Simon Denizart - The Doxas Brothers - Diana Krall - KITT - Matt Herskowitz - Oscar Peterson Trio	\$110,973.00

Latent Recordings	Cowboy Junkies - Jerry Leger - Skydiggers	\$80,000.00
Les Productions HTR Inc.	10After10 - Alex Henry Foster - Cubby V - Leeman - Raj Ramayya - Sef Lemelin - Total Gipsy	\$213,942.00
Linus Entertainment	Barney Bentall - Bruce Cockburn - Canadian Brass - Colin James - Crystal Shawanda - Hogtown Allstars - HOROJO Trio - Kenny 'Blues Boss' Wayne - Lynn Miles - Marc Jordan & Amy Sky - Marc Jordan - Meredith Moon - Michael Kaeshammer - Mike Stevens - Murray McLauchlan - Natalie MacMaster & Donnell Leahy - Sass Jordan - Steve Strongman - Sue Foley - The Mahones	\$410,399.00
MDM Recordings	David James - Del Barber - Don Amero - Five Roses - Jess Moskaluke - Megan Nash - Mikhail Laxton - The Redhill Valleys - Tyler Joe Miller	\$200,268.00
Monstercat	WHIPPED CREAM - Conro - Kelland - Going Quantum - Fairlane - Bishu - Zensei - Brandon Mignacca - Sabai - Lights - Excision - Bensley - Adventure Club - ATTLAS	\$141,050.00
Nettwerk Music Group Inc.	Abby Sage - Alaskan Tapes - Anomalie - Aunty Social - Banners - Bestfriend - Billy Raffoul - Blue J - Carsen Gray - Dee Holt - DYLYN - Flower Face - Garrett Kato - Harrison Brome - Jon Bryant - Joshua Hyslop - Kerri - Laura Lucas - Martin Kerr - Meltt - Neighborhood Libraries - Ocie Elliott - PANTONE VU - Skinny Puppy - Ten Kills the Pack - The East Pointers - The Franklin Electric - The Trews - Wild Rivers - Young Friend	\$688,497.00
Northside Artist Management	Happy Hour - Loud Luxury	\$141,116.00
Opak Media Inc	Aliocha - Bibi Club - Billie du Page - Elisapie - Fernie - Gabrielle Shonk - Gus Englehorn - James Forest - Jesse Mac Cormack - Land of Talk - Magi Merlin - Marie-Pierre Arthur - Patrick Watson - Plants and Animals - Rosie Valland - The Barr Brothers	\$338,013.00
Outside Music	Abigail Lapell - Ada Lea - Bells Larsen - Casper Skulls - Charlotte Cornfield - Cola - Doug Paisley - Jenny Berkel - Jill Barber - Justin Rutledge - Living Hour - Lydia Persaud - Matthew Barber - Patrick Holland - Poolblood - Rose Cousins - Super Duty Tough Work - Tami Neilson - The Weather Station - Wild Black	\$181,379.00
Pandyamonium Management Inc.	Adria Kain - Blair Lee - Serena Ryder - TALK - the della kit	\$198,228.00
Paper Bag Records Inc.	Art d'Ecco - FRANKIE - Frog Eyes - Jonathan Kawchuk - Pony Girl - Post Data - Rural Alberta Advantage - Sunsetter - Zoon	\$139,965.00
Paquin Entertainment Group	Babygirl - Devan - Donovan Woods - Tim Baker - Wild Rivers	\$141,011.00
People's Champ Management	Jonah Yano - Leland Whitty - Skiifall	\$109,148.00
Pirates Blend Records Inc.	GING - JAYDA G - MAH MOUD - MATTHEW PROGRESS - MUSTAFA - ODONIS ODONIS	\$161,000.00
Prime Time Productions	Gracie - Phil Rockets	\$164,236.00
Quay Entertainment Services Ltd.	Adam Baldwin - Alan Doyle - Dave Sampson - Fortunate Ones - Matt Andersen - Matt Mays - Villages	\$185,498.00
Red Brick Songs	Clayton Bellamy - Dan Davidson - Edwin Babu - Graham Trude - Jeen O'Brien - Jonathan Jasper-Lawless - Matt McLeod - Nils Edenloff - Paul Banwatt - Sharon and Bram - Simone Denny - Tom Probizanski - Trevor Hurst	\$100,000.00
RGK Entertainment Group Inc.	Dayna Reid - Dustin Bird - Graham Scott Fleming - Hunter Brothers - Tim Hicks	\$131,387.00
Royal Mountain Records	Anyway Gang - Bad Waitress - Deanna Petcoff - Dizzy - DUCKS LTD - Ev Bird - Jasmyn - Jaywood - Mac DeMarco - PACKS - Sister Ray - U.S. Girls	\$221,350.00
Secret City Records Inc.	Alexandra Stréliški - Antoine Corriveau - Basia Bulat - Bibi Club - Brad Barr - Braids - Daniel Belanger - Emilie Kahn - Gus Englehorn - Jesse Mac Cormack - Klo Pelgag - La Force - Leif Vollebakk - Patrick Watson - Plants and Animals - Plastikman & Chilly Gonzales - Rosie Valland - Shad - Suuns - The Barr Brothers - Wilsen	\$400,353.00
Six Shooter Records Inc.	Boy Golden - ElliotT BROOD - James Baley - Jesse Northey - July Talk - Lana Winterhalt - Lyle Bell - The Spiral Eyes - MAUVEY - NQ Arbuckle - NYSSA - Skye Wallace - Sun Sun - T. Thomason - Tanya Tagaq - The Dead South - Whitehorse - William Prince - Witch Prophet - Zaki Ibrahim	\$495,998.00
Sonic Unyon	Basement Revolver - Danko Jones - Dearly Beloved - Golden Feather - LTtheMonk - Mares of Thrace - Sam Weber	\$146,050.00

Starfish Entertainment Inc.	Blue Rodeo - Elliott BROOD - Greg Keelor - Jim Cuddy - Skydiggers - Suzie Ungerleider - The Sadies	\$100,000.00
Starseed Entertainment	Dean Brody - Jade Eagleson - James Barker Band - Nate Haller - SACHA - The Reklaws	\$233,811.00
Stomp Records	Beatdown - Bike Thiefs - Black Halos - Brutal Youth - Cross Dog - Danny Rebel & the KGB - Doghouse Rose - Dreadnoughts - Fake Friends - Filthy Radicals - K-Man & the 45s - No Waves - Penske File - Planet Smashers - Raygun Cowboys - Real Sickies - The Anti-Queens - The Creepshow - The Peelers - The Real McKenzies - Wine Lips	\$203,161.00
Studio 44	Elijah Woods - JESSIA	\$182,907.00
Telephone Explosion Records LTD	Active Surplus - Album - Badge Epoque Ensemble - Bernice - Blunt Chunks - Jahmal Padmore - Joseph Shabason - Lee Paradise - Masahiro Takahashi - Pantayo - Shirley Hurt - Symphony Orchestra - Tony Price - Uh Huh	\$168,874.00
Third Side Music Inc.	Air Traffic Control - Armistice - Arrangement - Artist of the Year - Melissa Auf der Maur - BADBADNOTGOOD - Bedouin Soundclash - Bell Orchestre - Ben Shemie - Betta Lemme - Beverly Glenn-Copeland - Caveboy - Champion - Colin Stetson - CTZNSHP - Darkometro - Darren Fung - Dead Obies - Deadly Snakes - Devarrow - Duchess Says - Elisapie - Elliott Brood - Esmerine - Foxtrott - Galt MacDermot - Gang Signs - Geoffroy - Gino Vannelli - Groenland - Haig V - HALEY - Handsome Furs - Harris Newman - Heat - Helena Deland - Hildegard - Holy Fuck - Humans - Jackie Mittoo - Jason Kent/Sunfields - Jay Malinowski - JayWood - Jean-Michel Pigeon - Jerusalem In My Heart - Jesse Marchant - Joe Rocca - Jon and Roy - Jon Middleton - Keys N Krates - Kid Koala - Kroy - Le Volume Etait Au Maximum - Les Breastfeeders - Les Handclaps - Lisa Leblanc - Malajube - Marie Davidson - Matt Holubowski - Matthew Tavares - Michael Rault - Milk & Bone - Mint Simon - Mistress Barbara - Montag - Moonface - NOBRO - Noone - Nyssa - Ocie Elliott - Operators - Owen Pallett - Pale Lips - Parlovr - Pastel Blank - Patrick Krief - Pierre Kwenders - Pottery - Programm - PyPy - Radio Radio - Random Recipe - Rational Youth - Rebecca Foon - Rich Aucoin - Ryan Hemsworth - Sabota - Said The Whale - Sarah Neufeld - SATE - Sierra Lundy - Sixtoo - Spencer Krug - Stephane Venne - Sunset Rubdown - SUUNS - Swan Lake - Tasha The Amazon - Thunderheist - TR/ST - Tre Mission - VNCE CARTER - We Are Wolves - Willie Williams - Wishkaah - Wolf Parade - Yamantaka//Sonic Titan - Young Echoes - Yu Su	\$542,543.00
Valeo Arts Management	Haviah Mighty - Jean-Michel Blais - Jeremy Dutcher - The Halluci Nation	\$163,424.00
WATCHDOG MUSIC INC	Corb Lund - Jade Lemac - Mother Mother - Peach Pit	\$224,268.00
Wax Records	Alyssa Reid - Conor Gains - earth2zoe - noelle - Nue - Owen Barney - Shawn Desman - The Man Who - Virginia To Vegas	\$239,509.00
We Are Busy Bodies	Affiliate Links - Drew Smith - Friendly Rich - Joe McLeod - Limblifter - Macaroni Birthday - McCaslin-Dahle - Michael Scott Dawson - New Age Doom - Night Plow - Peace Flag Ensemble - Rich Aucoin - sivarT - UWUW - Vanity Mirror - Wide Mouth Mason	\$151,349.00
WRC Management	Kaytranada - Lou Phelps - Pomo	\$101,344.00

"I released my FACTOR-funded debut solo album during the pandemic. When 'The Magic Hits' came out in September 2021, and earned a nomination at the 2022 JUNO Awards, and nominations at the 2023 Canadian Folk Music Awards and 2023 Summer Solstice Indigenous Music Awards. The music video for Magic Hits, which was also supported by FACTOR, won the award for Best Music Video from the 47th American Indian Film Festival in San Francisco. Thanks to FACTOR's funding and support, I have been able to use my music as a tool to share about my life in Attawapiskat First Nation in the Far North, and help create more awareness about issues facing First Nations like contaminated water, housing shortages, food insecurity, and lack of healthcare and mental health services – all of which continue to be ongoing issues here in Canada."

- Adrian Sutherland



PROGRAMS FUNDED BY RADIO BROADCASTERS ONLY

Songwriter Development

The Songwriter Development program offers a \$2,000 subsidy toward a year of songwriting initiatives, such as domestic and international travel for co-writing sessions and trips, songwriting camps and workshops, and eligible showcases.

Components Submitted	13
Components Approved	11
Offered	\$22,000

Comprehensive Artist

The Comprehensive Artist (CA) program offered funding support for the cost of recording or acquiring a new, previously unreleased sound recording, and assisted with the cost of releasing, marketing, and promotion. The CA program was open to artists rated 3 or higher and Canadian record labels.

This program concluded at close of fiscal 2022-2023 and was comprised of six components: Sound Recording, Marketing, Showcase, Tour Support, Video, and Radio Marketing. Clients accustomed to the CA program will find greater flexibility in the Artist-Entrepreneur program going forward.

New Sound Recordings	26
Components Submitted	138
Components Approved	108
Offered	\$1,569,182

Marketing & Promotion for Non-FACTOR-Funded Sound Recordings

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

This program concluded at end of fiscal 2022-2023 and was comprised of five components: Marketing, Showcase, Tour Support, Video, and Radio Marketing.

Components Submitted	181
Components Approved	69
Offered	\$495,627

SUCCESS STORIES

CHARLOTTE CARDIN

2022-2023 has been a huge year for Charlotte Cardin. The artist's promotion, supported by FACTOR's Envelope Funding for the Cult Nation Inc. has taken Charlotte to the next level. Her 2021 album *Phoenix* went platinum in 2022 and earned her six Juno nominations, making her the most nominated artist of the year at the awards. She was also the most awarded artist, winning 4 Junos for Album of the Year and Pop Album of the Year with *Phoenix*, Artist of the Year and Single of the Year with "Meaningless". Due to this recognition, Charlotte has received a tremendous amount of press and

promotional opportunities not only in Canada, but in the United States and Europe. With the generous support of FACTOR, the rising star also toured over 50 sold-out dates in Canada, the United States, and Europe as well as opening for established artists such as Chet Faker, BORNES and Milky Chance. Finally, in 2022, Charlotte has been focused on the production of her upcoming album, *99 Nights*, due for release in the summer of 2023 as well as the production of her next tour that will follow this highly anticipated release.



YU-HAN HUANG



TYLER SHAW

JADE MUSIC FEST

The vision is taking shape. As an annual music event which aims to make Vancouver the North American hub for Chinese-language music through the elevation of underrepresented Chinese-language artists in BC, the inaugural edition of Jade Music Fest (JMF) successfully identified the importance of its initiative to other events, venues, media, enterprises, academia, and especially to the music industry, receiving general support.

Participating artist Ginalina is collaborating with JMF by hosting a new podcast season to explore local underrepresented talents in 2023; Vanessa Lefan is working on her new album which incorporates Chinese-language components, creating new songs for today's audience while still preserving sentimental connections to the elders of the first generation. Following the impact of the 2022 festival, there are more and more local artists expressing excitement of the movement, such as Canadian folk-music artist Tennyson King, who will share his experience touring in Asia and bilingual composing skills; Kristin Fung, whose first language was Cantonese but was suppressed due to assimilation; Vancouver-based queer artist Jason Qiu; Hong Kong-born new migrant hip-hop artist Handwash, and many more.

The vision is echoed around the world as well.

Australian-Taiwanese artist Kim Yang reached out when she heard of this initiative from international act Yu-han Huang, who performed at the 2022 event. Grammy-winning producer Jeff Bova, who has Cantonese heritage and is based in LA, provides continuous support since the first year. JMF also connected with the music label SKR PRESENTS, whose founder Skot Suyama is from Seattle.

JMF is not only stimulating an international Chinese-language music industry hub for Canada, but also playing a role in building resilience in IBPOC communities in this diverse society. The festival creates a promising environment in which underrepresented artists can develop self-confidence and creatively include their heritage and mother tongue in their music careers. The power of Chinese-language music also has been expanded through opportunities of identity-related music projects provided by JMF for artists and the public. Building on the successful experience of the first year, JMF will bring together different IBPOC communities to support each other and amplify their voices through continuous collaboration.

COLLECTIVE INITIATIVES

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

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

Funding provided by: Private Radio Broadcasters and Government of Canada

Projects Submitted	126
Projects Approved	74
Offered	\$3,171,217

SPONSORSHIP

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 communities and artists may include (for example) Northern, remote, and rural; Indigenous; Black and People of Colour; and LGBTQ2S.

Funding provided by: Private Radio Broadcasters

Projects Submitted	129
Projects Approved	59
Offered	\$1,001,165

COLLECTIVE INITIATIVES SUPPORTED PROJECTS

APPLICANT	PROJECT NAME
Academy of Canadian Cinema & Television	Prism Prize 2022
Alberta Music	2022/23 Download Educational Season
Artxperiential Projects	Black Diamond Ball
Atlantic Presenters Association	Contact East 2022
Canadian Country Music Association	Country Music Week/CCMA Awards 2022
Canadian Folk Music Awards	CFMA 2023 Vancouver
Canadian Reggae Music Association	Canadian Reggae Music Conference 2022
CARAS/The JUNO Awards	2023 JUNO Awards
Caribbean Promotions Arts and Culture Inc.	JerkFest
Centrale Alternative/ Phoque Off	OLMC/ Le Phoque OFF 2023
Choral Canada / Canada Choral	PODIUM 2022 Conference and Festival
Cultural Industries Ontario North	Northern Ontario Music Recovery Program
Emerging Music Festival	FME 2022
FAR Festival des arts de ruelle	Festival FAR 2022
Festival BleuBleu	Festival BleuBleu 2022
Festival Montreal Baroque	Celebration of Women in Early Music
Flourish Festival	Flourish Festival 2022
Indie Week Inc.	Music Pro Summit 2022 / indie101 Conference 2022
International Indigenous Hip Hop Awards	IIHHAS
Kingston Punk Productions	Spring Reverb 2023
La Noce Saguenay	De bars en bars - 2022 / Festival La Noce 2022
Lawnya Vawnya	Lawnya Vawnya 12 / Industry Delegate Program
Le Festif	14th edition Festif! de Baie-St-Paul
M for Montreal	M for Montreal 2022 / M @ Reeperbahn 2022
Manifesto Community Projects	Manifesto 16 Summit / Manifesto Festival 2022
Manitoba Arts Network	MB Showcase 2022
Manitoba Music	2023 Passport Music Summit / 2022-23 MusicWorks
Mississauga Music	Mississauga Music Week 2022
MonstrARTity	2023 #MonsterMasterclass
Mundial Montreal	Womex & MAPAS 2022 / FAI 2023 / Mundial 2022
Music BC	ARC Accelerator Program
Music Nova Scotia	Nova Scotia Music Week 2022
Music PEI	Mentorship & Education 2022-23 / Canadian Song Conference 2022
Music/Musique NB	Festival (506) 2022
MusicNL	Music Celebration Week 2022
MUTEK	MUTEK 2022
Northstarr Entertainment Inc.	Northern Power Summit 2022
PhemPhat Entertainment Group	Honey Jam 2022 Programming
Polaris Music Prize Inc.	Polaris Music Prize 2022
POP Montréal	POP Montreal 2022 / L'Entrepôt77 Summer Series 2023 / SXSW 2023
QUEBEC OFF FESTIVAL	Quebec OFF 2022
Rastafest Inc	Rastafest Showcase Jamaica 2023
Sled Island Music & Arts Festival	2022 Sled Island Music & Arts Festival
Small World Music	Global Toronto 2022 / Going Global / WOMEX 2022
Superbe Culture	OLMC Festival Santa Teresa 2022
The Multicultural & Diversity Project	Montreal Multi-Cultural festival
The Remix Project	Spreker Series: Journeys 2022 / Workshops
Toronto Blues Society	Maple Blues Awards 2023
Venus Fest	Venus Fest Mentorship Program 2022
VIFF	VIFF AMP Conference 2022
Wavelength	Wavelength Summer Series 2022
Western Canadian Music Alliance Inc.	BOW 2022 / 2022 Showcase Prod for Export Ready
Women in Music Canada	April 2022 to March 2023 Project Support

SPONSORSHIP SUPPORTED PROJECTS

APPLICANT	PROJECT NAME
ACPA Foundation	Afro Sukisa Diaspora Festival
AFRICA LIVE CANADA	AfroFestival Ottawa 2022
African Descent Society British Columbia	Black History Month Concert Series
AIM 2 IMPACT	I Love Afrobeats - CMW Showcase 2022
ANSMA	ANSMA NSMW 2022
Anthony Cardozo	Side By Side Weekend
Arts & Culture Initiative of South Asia	Vibrant Brampton 2022 / META ARTS FEST 2022
BREADMAKER	BM 2023 Live Series
CLK Creative Works	CCA Black Music Managers Fall 2022
Create Vancouver Society Inc.	2023 VMF Winter Festival / Vancouver Mural Festival 2022
Cultivate Community Non-Profit Services	The Road To Cultivate 2022
Cultural Industries Ontario North	International Women's Day Showcase
Dan Clapson	Blue Jay Sessions Late Summer 2022
Egin Kongoli	New Friends Fest 2022
Ghanafest	Solidarity Celebration Concert
Global Country	Global Country 30th Anniversary
Gospel Music Industry Hub	Artist Showcase & Concert
Hitmakerz	Arctic Music Conference and Awards
HNTRS CLUB	Clubhouse Jamz Season 3
Home Routes / Chemin Chez Nous	5th Annual Winnipeg Crankie Festival
International Ave Arts & Culture Centre	ETGD 2022
IRAL	IRAL Winter Fest 2023 / Summer Jam Fests
Kingston Punk Productions	SPRING REVERB
Latincouver Cultural & Business Society	2022 Live Music Market Festival
Mahone Bay Music Association	Mahone Bay Summer Concert Series 2022
Maria Kathleen Torres	Box Power Sound Season 2
MDA PRODUCTIONS	Fiesta Cubana Fest 2023
MUSE Arts	smARTS in Harmony
Music Declares Emergency Canada	Canadian Music Climate Summit
MusicNL	Global Music Series
Nathaniel Bennett	All The Smoke Cypher
Northern Nishnawbe Education Council	Wake The Giant 2023
Omar Lunan	The Recipee Presents
Ontario Association of Broadcasters	Connection 2022
Paisley Blues Festival	Paisley Blues Festival
Rastafest Inc	Rastafest Canada showcase/festival
Safe and Sound Music Fest	Safe and Sound 2022
School Night	School Night Q1/2 2023
Springtide Music Festival	Springtide Music Festival 2022
St. Norbert Arts Centre	SNAC Mentorship 2022
STO Global Concept Inc.	Music Extravaganza
The Black Academy	The Legacy Awards
The Iscream	Black History Month 2023
The Robert McLaughlin Gallery	RMG Fridays
the society of something shows	Wonderhorse Arts & Music Festival 2022
The Society of We Are Canadians Too	Jade Music Festival
Tika Cato	Futuristic Nostalgia
Uma Nota Culture	Mixto 2022
WAB	WAB Conference 2022
Women in Music Canada	Operational Support 2022-23

EAST COAST MUSIC ASSOCIATION/AWARDS



For over a decade, FACTOR has supported the East Coast Music Association (ECMA) in developing and advancing the music industry in Canada's Atlantic region through their sponsorship of the East Coast Music Awards. In May of 2023, ECMA held its 35th anniversary of the renowned award show, festival & conference in Halifax, NS where they celebrated Atlantic Canadian musicians of past and present over five days.

For their milestone year, ECMA was determined to make this their most unparalleled event to date. In addition to their customary festival and conference proceedings, fans saw the return of the ECMA Cup Charity Hockey Game (after a three-year absence) and the inaugural ECMA All-Star Charity Basketball Game, where music and sport came together in the name of a good cause.

The event served as a record-breaking year for ECMA in its 35 year history. Eighteen different venues were host to more than 250 total

performances throughout Downtown Halifax over the five day period, in addition to the numerous conference sessions, networking events and export meetings happening in tandem.

FACTOR's contributions to the 2023 East Coast Music Awards were pivotal in the planning and execution of one of the largest music industry events in Canada and the most large-scale and diverse ECMA has celebrated to date. Their support provided the opportunity to collaborate with the local Indigenous and African Canadian communities to enhance inclusivity in the local music industry and showcase a diverse range of talent.

Preparations are already underway for the 2024 East Coast Music Awards in Charlottetown, PEI, where ECMA and FACTOR will continue to work together to achieve their shared goal of creating a thriving and sustainable East Coast music industry.



JURIES

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

FACTOR has taken steps to enhance 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 jurors to assist in the assessment of 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.

Thank you to all the jurors who participated in the last year!

Aaron Saloman
Adam Berger
Adam Hill
Adam Hurstfield
Adam Sharp
Adrian Eccleston
Adrienne Harry
Aidan D'Aoust
Aimee Hill
Aimee-Jo Benoit
Al Chapman
Alan Cross
Alanna Memme-Di Mauro
Alessandra Cannito
Alex Gamble
Alexis Douglas
Aliyah Burey
Allan Walsh
Allen Hunnie
Allison Pfeifer
Amanda Mabro
Amanda Martinez
Amanda Stublely
Amber Authier
Amy Gottung
Ana Arias Garrido
Anastasiya Baranova
Andre Iwanchuk
Andrea Caswell
Andrea Davis
Andrea Morris
Andrea Superstein
Andrew Brostrom
Andrew DeVillers
Andrew Melzer
Andrew Russell
Andrew Schichter
Andrew Waite Music
Angela Harris
Angelo Robb
Angie Nussey
Angie Randisi
Anita Bonkowski
Anita Eccleston
Anna Avery
Anna Backus
Anna Hilliar
Anne-Marie Smith
Anthony Carew
Antoine Collins
Arlen Thompson
Art Szabo
Ashwin Sood
Aurora Bangarth
Aven Hoffarth
Barbara Chamberlin
Ben Abel
Benjamin Beveridge
Benjamin McKinley
Beth Cavanagh
Beverly Kreller
Biljana Njegovan
Bill Allan
Bill Bobek
Bill Borgwardt
Bill Garrett
Bill McBirnie
Billy Bruhmuller
Blair Patton
Bobby Harris
Bonnie Seidel
Brad Machry
Brad Weber

Brannon Kasthuriratne
Brendan McCarney
Brenna MacCrimmon
Brett Gunther
Brett Kingswell
Brian Cleveland
Brittney MacFarlane
Brodie Conley
Brodie Metcalfe
Bronwin Parks
Bronwyn Ford
Brooke Morgan
Bruce Morel
Bryan Power
Bryce Seefieldt
Bryden Chernoff
Bucky Driedger
Bud Roach
Calvin Eberts
Calvin Gratton
Calvin Hartwick
Carla Kazzi
Carla McEwen
Caroline Whalen
Carrie Mullings
Casey Norman
Caswell McLaughlin
Cat Bird
Catherine MacLellan
Catherine Moore
Catherine Taddo
Cathleen McMahon
Cathy Porter
Cezar Brumeanu
Chad Cornies
Chandra Connoy
Chantal Pierre
Charles Hansen
Charlotte Cornfield
Chelsea McBride
Chelsea McWilliams
Cheryl Link
Chris Bromfield
Chris Cuber
Chris McKee
Chris McKhool
Chris Meyer
Chris Morin
Chris Roumbanis
Chris Wardman
Chris Wares
Chris Wilkinson
Christian Major
Christian Moore
Christina Cassaro
Christine Fraser
Christopher Holmes
Christopher White
Cindy Mcleod
Clement Topping
Clint Ferdinand
Cobra Ramone
Colin Mackenzie
Colin McTaggart
Conrad Daellenbach
Constantine Hammond
Craig Hudson
Curtis Nowosad
Cynthia Hamar
Dale Penner
Dallas Waldie
Dan Hosh
Dane Liska

Daniel Cryderman
Daniel Jobbins
Daniel Ruiz
Danny Fournier
Danny Trudeau
Dante Jr
Darrek Anderson
Darrell Barr
Darrell Kelloway
Darren Flower
Darren Hamilton
Darryl Sterdan
Dave Blake
Dave McCann
Dave Morris
Dave Savard
Dave Spencer
David Adams
David Jones
David Mann
David Marskell
David Miskimins
David Parfit
David Richard
David Yazbeck
Dawn Smyth
Dawn Van Dam
Dawn Woroniuk
Dean Stairs
Del Cowie
Devon Lougheed
Diane Foy
Dinah Desrochers
Don Chapman
Donald Lee
Doug Barrett
Doug Edmond
Doug Koyama
Douglas Folkins
Douglas Romanow
Dwayne Ellis
Dwayne Marcial
Dwayne Morgan
Ebedoz Udeozor
Edward Crouch
Edward Enman
Eftiola Plaku
Eileen Harvey
Elizabeth Bligh
Elizabeth Skalak
Emily Kennedy
Eric Haynes
Erik Alcock
Erin Aldridge
Erin Flynn
Erin Lowers
Erwin Viray
FANNIE CREPIN
Faye Perkins
Fiona Solon
Francis Edwards
Fraser Hill
Fred Penner
Frederick Smith
Gabrielle Archer
Gary McDonald
George Hatiras
Gerald Reilly
Giacomo Paola
Gillian Stone
Gina Tse
Gino Olivieri
Giselle Minns

Glen Erickson
Glen Willows
Graham Tinsley
Grant Paley
Greg Jarvis
Gregory McLeod
Hayley Young
Heather Bishop
Heather Crane
Heather Doran
Heather Kirby
Heather Ogilvie
Hiroshi Koshiyama
Holly Fagan-Lacoste
Hyun Hee Park
Iain Booth
Ian Boyd
Ian Couture
Ian Espinet
Ian Terry
Ian Thomson
Iris Godbout
Irma MacPherson
Ivan Weekes
J Stead
Jacinthe Pare
Jacqs walker
Jacynthe Emond
Jae Gold
Jamaias DaCosta
James Bunton
James Davies
James Doyle
James Wilkinson
Jamie Robinson
Janet Trecarten
Jarod Gibson
Jason Croke
Jason Flammia
Jason Mingo
Jason Pearson
Jason Rochester
Jason Rouleau
Jasper Anson
Jay Schreib
Jay Watts
Jaye Marsh
JC Campbell
Jeanette Neufeld
Jean-Francois Landre
Jean-Jacques Tartaglia
Jeff Hardy
Jeff Rogers
Jeffrey Reilly
Jeffrey Smith
Jen Fritz
Jenn Dalen
Jenna Cowans
Jennyfer Brickenden
Jeremy Coates
Jeremy VanSlyke
Jerome De Gourville
Jerry Pergolesi
Jessica Buck
Jessica Hoefsloot
Jheanelle Henry
Jim Montgomery
Jinting Zhao
Jo Lukis
Joanne Stacey
Jocelyn Chan
Jody Glenham
Joe Oliva

Joel Green
Joel Quarrington
Joelle May
John Calabrese
John Dunham
John Fettes
John Hamilton
John Hannam
John Hartman
John McAneney
John Mullane
John Munro
John Parker
John Sorensen
John Welsh
Johnny Hockin
Jon Evenchick
Jonathan Campbell
Jonathan Campbell
Jonathan Li
Jordan Percival
Jordan Wright
Joris Paquet
Josanna Justine
Josh Bowman
Jovan Jovanov
Judy Hung
Julian Morrow
Julian Kuchocki
Julie Mahendran
Julz Ossom
Jun Kim
Justin Bontje
Justin Mahoney
Justine Blanchet
Justine Vandergrift
Kalman Szegvary
Karga Moore
Karine Lafleur
Karl Schwonik
Karla Moy
Kate Davies
Kate Wattie
Kateryna Topol
Katherine Moller
Kathryn BERRY
Kaya Pino
Kayla Stevens
Keith Blair
Keith Whiting
Ken Ken Simms ThinkTank
Music Network
Kevin Dietz
Kim Hobbs
Kimberly Francis
Kinsey Posen
Kirk McNally
Kris Barnes
Krisjan Leslie
Krista Holmes
Kristin Marand
Kristina Gasparic-Block
Kurt Loewen
Kurtis Cockerill
Kyle Pacey
Laura Fernandez
Laura Kelsey
Laura Oakie
Laura Stanley
Laurel Borrowman
Laurie Brown
Lawrence Wiliford
Len Milne

Leo Cripps
Liam Killeen
Lincoln Thorne
Linda McRae
Lindsay Anderson
Lisa Ross
Lloyd Peterson
Lorraine Lawson
Lorraine Sylborne
Luis Cardona
Luis Segura
Magella Skerritt
Maggie Tate
Manuela Wuthrich
Marc Cyr
Marc Dubé
Marc Merilainen
Maria Da Silva
Maria Escamilla
Marie Brunelle
Marie Dandeneau
Marie-Catherine LaPointe
Marilyne Lacombe
Mark Brathwaite
Mark Fenster
Mark Hamilton
Mark Logan
Mark Russell
Mark Watson
Marlon Wilson
Marq DeSouza
Mary Gillespie
Maryanne Gibson
Mary-Jane Russell
Masani Montague
Mathew Teofilo
Mathieu Allaire
Mathieu Lanciault
Matt Dusk
Matt Jameson
Matt Johnson
Matthew Reid
Matthew Woodley
Maxime Brunet
Maxime Foley
Maziar Heidari
Meaghan Mullaly
Megan Bradfield
Megan Palyga
Melanie Guay
Melanie Lachman
Melanie Laquerre
Melina Coolen
Melissa Beckford
Melissa Das-Arp
Melissa Tobin
Michael Asante
Michael Beinhorn
Michael Carey
Michael Coghlan
Michael Elves
Michael Gasselsdorfer
Michael Gilbert
Michael Gorman
Michael Greggs
Michael Ohman
Michael Powell
Micheal Lander
Michelle Arnusch
Mike Edel
Mike Kondakow
Mike Magee
Mike Richards

Mira Black
Mira Sharma
Nastonschia George
Natalia Pardalis
Natalie Bohrn
Ndidi Onukwulu
Nick Dugas
Nick Sifoni
Nicole Leger
Nicole Seaboyer
Nik Buchowski
Norine Braun
Ons Barnat
Oswald Burke
Paddy Tutty
Patrice Agbokou
Patricia Silver
Patrick Baillargeon
Patrick Carrabre
Patrick Krief
Patrick McCormack
Patrick Twaddle
Paul Galati
Paul Hessey
Paul Leclair
Paul Luchkow
Paul McInnis
Paul Napash
Paul Traunero
Paula Danylevich
Penelope Stevens
Peta Duff
Peter Linseman
Peter Rowan
Peter Toh
Pierre Bussieres
Ralph Alfonso
Randolph Waugh
Randy Farkas
Randy Stark
Ray Martin
Ray Stephen
Réa Beaumont
Reid Jamieson
Rhea March
Rian Hamilton
Rich Jones
Richard Hepp
Richard Hornsby
Richard Korbyl
Richard Liukko
Richard Pollack
Richard Roberts
Richard Vincent
Rick August
Rick Levine
Riley MacKinnon
Riley Wallace
Rob Krause
Robert King
Robert Koch
Robert Mise
Roberto Occhipinti
Robin Helsten
Robyn Stewart
roman sokal
Romi Mayes
Ron Korb
Ronald Hooper
Rose Slanic
Roseline Gagnon
Ruth Blakely
Ryan MacGrath

Ryan Nolan
Ryan Stinson
S Deen
Saeed Serbeh
Saman Shahi
Samantha Steinberg
Sandan Srikandarajah
Sandra Sutter
Sarah Atkinson
Sarah Duffy
Sarah French
Sarah Makonnen
Sarah Sleeth
Sarah Smith
Sean Moreira
Sean Perras
Serge Sargento
Serge Sloimovits
Shad Bassett
Shane Heath
Shauna Powers
Shawn O'Shea
Shaynee Modien
Shea Rodger
Sheldon Pitt
Sherine Khalil
Sherry Sinclair
Silvia Perez
Simon Henley
Sky Wyatt
Spencer Kuziw
Stacie Dunlop
Stefano Galante
Stephanie Hutchinson
Stephen Lyons
Stephen Palmer
Steve Dodd
Steve Gardiner
Steve Kraus
Steven Dagenais
Steven Smith
Steven Tetz
Sue Urquhart
Takeyce Mais
Tamara Kater
Tamfu Ngala
Tamir Schlanger
Tanya Derksen
Tara McCarthy
Teresa Castellucci
Terra Spencer
Terry Parker
Thom McKercher
Tiffany Martin
Tim Jones
Tim Ven
Tracey Williams
Trevor Shelton
Troy Porter
Tyson Yerex
Ulysses Santos de Paula
Valerie Bourdages
Valerie Warner
Vicky Rogers
Victoria DiGiovanni
Vince Nudo
Wanda Milne
Wayne Cochrane
Yasmina Proveyer
Zachari Smith
Zara Abbasi

SUCCESS STORIES

DEBBY FRIDAY

2023 has been a break-out year for Nigerian-born, Toronto-based artist DEBBY FRIDAY. She released her FACTOR-funded debut album, *GOOD LUCK*, to critical acclaim, with glowing reviews from the likes of STEREOGUM, SPIN Magazine, Billboard, NPR Music, The Chicago Reader and more. Lead single “SO HARD TO TELL” was declared as Pitchfork’s first Best New Track of the year. The 10-track record is a brazen and succinct sonic entree that The New York Times describes as “a shape-shifting,

swashbuckling dynamo journeying through different tempos and genres”. The album was released with a short film of the same name, funded in part by FACTOR’s Video component. Since the release of the album and thanks to her FACTOR Juried Sound Recording funding, FRIDAY has set off on dedicated tours across North America, Europe and Australia, playing landmark shows at festivals such as Austin’s SXSW, Tasmania’s Dark Mofo, Quebec City’s FEQ and Seattle’s Bumbershoot.

YEAR-END SNAPSHOT

PROVINCE/TERRITORY

Applicant Province/Territory	Projects Submitted	Projects Approved	Amount Requested	Amount Offered
Alberta	265	138	\$1,932,731	\$2,473,656
British Columbia	685	357	\$10,174,424	\$7,174,230
Manitoba	170	106	\$2,951,056	\$1,754,575
New Brunswick	44	23	\$220,254	\$207,467
Newfoundland and Labrador	83	50	\$726,016	\$436,516
Northwest Territories	1	0	\$2,000	\$-
Nova Scotia	225	146	\$2,108,025	\$1,426,669
Nunavut	3	2	\$54,365	\$79,365
Ontario	2113	1079	\$37,576,477	\$24,086,049
Prince Edward Island	31	14	\$288,948	\$205,236
Québec	617	311	\$14,934,913	\$6,337,867
Saskatchewan	88	53	\$300,240	\$488,240
Yukon	12	11	\$66,998	\$70,806
Other	24	14	\$237,136	\$127,860
	4,361	2,304	\$71,573,583	\$44,868,535

GENRE

Primary Genre	Projects Submitted	Projects Approved	Amount Requested	Amount Offered
Adult Contemporary	56	28	\$362,107	\$186,999
Alternative	504	243	\$3,569,597	\$1,951,876
Blues	39	25	\$520,757	\$333,220
Children's	14	7	\$97,316	\$58,794
Classical	81	54	\$882,117	\$614,879
Country	136	67	\$1,193,374	\$535,319
Dance	59	26	\$863,847	\$404,462
Electronica	119	65	\$1,105,698	\$678,843
Experimental	74	45	\$662,861	\$507,245
Folk	369	213	\$2,814,662	\$1,573,069
Hard Rock	23	12	\$227,392	\$135,025
Hip Hop	372	147	\$3,226,847	\$1,550,827
Jazz	104	52	\$841,884	\$475,986
Metal	41	21	\$546,132	\$373,046
Pop	575	284	\$5,005,566	\$2,757,367
Punk	61	25	\$468,896	\$273,792
Reggae	40	19	\$243,305	\$65,795
Rock	350	167	\$2,441,647	\$1,217,827
Roots/Americana	136	84	\$1,282,200	\$854,066
Soul/R&B	254	125	\$2,168,109	\$1,165,662
Specialized	28	9	\$140,084	\$63,252
Traditional Indigenous Music	5	3	\$17,051	\$5,715
World	67	37	\$716,828	\$460,478
	3,507	1,758	\$29,398,276	\$16,243,544

COMPONENTS

	Components Submitted	Components Approved	Amount Requested from	Amount Offered
ARTIST DEVELOPMENT				
Artist Development	1246	374	\$2,346,076	\$748,000
	1246	374	\$2,346,076	\$748,000
COLLECTIVE INITIATIVES				
Industry Events	68	45	\$4,214,919	\$2,062,409
Showcase Production for Artists from Official Language Minority Communities	26	17	\$1,025,792	\$458,500
Showcase Production for Export-Ready Artists	45	20	\$2,143,277	\$650,309
	139	82	\$7,383,987	\$3,171,217
ENVELOPE FUNDING FOR MUSIC COMPANIES				
Envelope Funding for Music Companies	125	59	\$31,403,454	\$12,625,697
	125	59	\$31,403,454	\$12,625,697
FUNDING FOR NATIONAL SERVICE ORGANIZATIONS				
Funding for National Service Organizations	5	5	\$1,710,299	\$1,367,000
	5	5	\$1,710,299	\$1,367,000
MARKETING				
Comprehensive Artist	36	33	\$781,090	\$633,205
Comprehensive Music Company	86	80	\$652,421	\$588,091
Juried Sound Recording	277	210	\$4,264,994	\$2,742,964
Marketing & Promotion for Non-FACTOR				
Funded Sound Recordings	59	29	\$446,314	\$276,251
	458	352	\$6,144,819	\$4,240,510
RADIO MARKETING				
Comprehensive Artist	9	6	\$60,000	\$34,974
Comprehensive Music Company	10	9	\$34,645	\$29,645
Juried Sound Recording	97	69	\$438,688	\$333,818
Marketing & Promotion for Non-FACTOR				
Funded Sound Recordings	25	7	\$44,981	\$34,981
	141	91	\$578,314	\$433,418
SHOWCASE				
Comprehensive Artist	2	2	\$1,840	\$1,840
Comprehensive Music Company	10	10	\$11,960	\$11,961
Juried Sound Recording	64	48	\$126,752	\$90,595
Live Performance	721	562	\$1,199,895	\$921,399
Marketing & Promotion for Non-FACTOR				
Funded Sound Recordings	18	2	\$15,445	\$4,553
	815	624	\$1,355,892	\$1,030,347

	Components Submitted	Components Approved	Amount Requested from	Amount Offered
SONGWRITER DEVELOPMENT				
Songwriter Development	13	11	\$25,415	\$22,000
	13	11	\$25,415	\$22,000
SOUND RECORDINGS				
Comprehensive Artist	40	26	\$1,148,644	\$492,511
Comprehensive Music Company	85	77	\$585,197	\$510,546
Juried Sound Recording	701	93	\$6,765,718	\$896,464
	826	196	\$8,499,559	\$1,899,520
SPONSORSHIP				
Sponsorship	129	55	\$2,441,441	\$1,001,165
	129	55	\$2,441,441	\$1,001,165
SUPPORT FOR ELIGIBLE MUSIC COMPANIES				
Business Development	22	15	\$189,872	\$106,977
Business Travel	335	278	\$722,683	\$511,171
Songwriter Support for Music Publishers	4	3	\$8,457	\$4,814
	361	296	\$921,012	\$622,963
TOUR SUPPORT				
Comprehensive Artist	17	14	\$177,643	\$127,209
Comprehensive Music Company	54	48	\$303,943	\$247,489
Juried Sound Recording	205	161	\$1,258,068	\$901,661
Live Performance	201	166	\$2,840,036	\$2,307,523
Marketing & Promotion for Non-FACTOR				
Funded Sound Recordings	22	9	\$103,379	\$51,129
	499	398	\$4,683,068	\$3,635,011
VIDEO				
Comprehensive Artist	34	27	\$389,110	\$279,443
Comprehensive Music Company	87	74	\$411,118	\$296,997
Juried Sound Recording	389	336	\$3,749,285	\$2,984,739
Marketing & Promotion for Non-FACTOR				
Funded Sound Recordings	57	22	\$300,980	\$128,713
Video	56	43	\$940,055	\$566,843
	623	502	\$5,790,549	\$4,256,736
TOTAL	5,380	3,045	\$73,283,882	\$35,053,585

SUCCESS STORIES

MATT ANDERSEN

When Matt Andersen steps on stage, he brings a lifetime of music to every note he plays. His 2023 album released on Sonic Records, *The Big Bottle of Joy*, is all about hard-won celebration; a dozen songs infused with raw blues-rock, rollicking Americana, thoughtful folk, and ecstatic gospel. FACTOR support for this album allowed Andersen to hand pick musicians for this project and subsequent touring, meaning the creative choices made in the studio could accompany Andersen on tour with all the homegrown talent that brought those songs to life. In spring 2023, the bus departed for British

Columbia to start a 26-date national tour in theatres across the country, culminating in five sold out shows in Halifax. With a 9-piece band and stellar crew, a FACTOR funded tour allowed the full show to be presented coast to coast without creative compromise. Andersen will continue bringing the *Big Bottle of Joy* sound into the United States no fewer than four times within this calendar year, including support dates with Tab Benoit, Devon Allmon & Donavon Frankenreiter, as well as UK and European markets that've become mainstays.



Foundation Assisting Canadian Talent on Recordings

Financial Statements

March 31, 2023

(expressed in Canadian dollars)



Independent auditor's report

To the Board of Directors of The 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 The Foundation Assisting Canadian Talent on Recordings (the Foundation) as at March 31, 2023 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 Foundation's financial statements comprise:

- the statement of financial position as at March 31, 2023;
- 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 significant accounting policies and other explanatory information.

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 Foundation 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

PricewaterhouseCoopers LLP

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"PwC" refers to PricewaterhouseCoopers LLP, an Ontario limited liability partnership.



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 Foundation'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 Foundation or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Foundation'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 Foundation'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 Foundation'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 Foundation 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.

/s/PricewaterhouseCoopers LLP

Chartered Professional Accountants, Licensed Public Accountants

Toronto, Ontario

September 29, 2023

Foundation Assisting Canadian Talent on Recordings

Statement of Financial Position

As at March 31, 2023

(expressed in Canadian dollars)

	2023			2022	
	General fund \$ (unrestricted)	Capital asset fund \$	Restricted reserve fund \$	Total \$	Total \$
Assets					
Current assets					
Cash and cash equivalents	1,112,319	-	-	1,112,319	4,767,558
Accounts receivable	-	-	-	-	-
Short-term investments	1,004,000	-	-	1,004,000	1,000,000
Other assets	90,380	-	-	90,380	62,908
	2,206,699	-	-	2,206,699	5,830,466
Investments (note 8)	-	-	54,832,754	54,832,754	56,179,385
Property and equipment (note 4)	-	101,133	-	101,133	102,840
Intangible assets (note 5)	-	78,259	-	78,259	91,302
	2,206,699	179,392	54,832,754	57,218,845	62,203,993
Liabilities					
Current liabilities					
Accounts payable and accrued liabilities (note 6)	216,462	-	-	216,462	243,221
Net Assets	1,990,237	179,392	54,832,754	57,002,383	61,960,772
	2,206,699	179,392	54,832,754	57,218,845	62,203,993

Commitments (note 7)

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

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Director

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Director

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

Foundation Assisting Canadian Talent on Recordings

Statement of Operations

For the year ended March 31, 2023

(expressed in Canadian dollars)

	2023			2022
	General fund \$ (unrestricted)	Capital asset fund \$	Restricted reserve fund \$	Total \$
Revenue (schedule 1)	50,810,517	-	-	50,810,517
Expenditures				
Grants (schedule 2)	51,345,826	-	-	51,345,826
Administrative expenses (schedule 3)	3,300,332	-	-	3,300,332
	54,646,158	-	-	54,646,158
(Deficiency) excess of revenue over expenditures before the following	(3,835,641)	-	-	(3,835,641)
Investment income (note 8)	243,814	-	(32,470)	211,344
Unrealized (loss) gain on investments (note 8)	-	-	(1,299,415)	(1,299,415)
Depreciation of property and equipment	-	(21,633)	-	(21,633)
Amortization of intangible assets	-	(13,044)	-	(13,044)
	243,814	(34,677)	(1,331,885)	(1,122,748)
(Deficiency) excess of revenue over expenditures for the year	(3,591,827)	(34,677)	(1,331,885)	(4,958,389)

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

Foundation Assisting Canadian Talent on Recordings

Statement of Changes in Net Assets

For the year ended March 31, 2023

(expressed in Canadian dollars)

	2023			2022	
	General fund \$ (unrestricted)	Capital asset fund \$	Restricted reserve fund \$	Total \$	Total \$
Balance – Beginning of year	5,584,343	194,142	56,182,287	61,960,772	57,947,713
(Deficiency) excess of revenue over expenditures for the year	(3,591,827)	(34,677)	(1,331,885)	(4,958,389)	4,013,059
Interfund transfers (note 9)	(19,927)	19,927	-	-	-
Balance – End of year	1,972,589	179,392	54,850,402	57,002,383	61,960,772

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

Foundation Assisting Canadian Talent on Recordings

Statement of Cash Flows

For the year ended March 31, 2023

(expressed in Canadian dollars)

	2023 \$	2022 \$
Cash provided by (used in)		
Operating activities		
(Deficiency) excess of revenue over expenditures for the year	(4,958,389)	4,013,059
Adjustments for non-cash items		
Depreciation of property and equipment	21,633	25,004
Amortization of intangible assets	13,044	15,217
Unrealized loss (gain) on investments	1,299,415	(223,594)
Realized loss (gain) on investments	32,470	(377,676)
	(3,591,827)	3,452,010
Changes in non-cash working capital items		
Accounts receivable	-	-
Other assets	(27,472)	(16,882)
Accounts payable and accrued liabilities	(26,759)	65,882
	(3,646,058)	3,501,010
Investing activities		
Purchase of investments	(4,000)	(2,855,271)
Sale of investments	14,746	1,855,271
Sale of short-term investments	-	1,500,000
Purchase of property and equipment	(19,927)	(36,993)
	(9,181)	463,007
(Decrease) increase in cash and cash equivalents during the year	(3,655,239)	3,964,017
Cash and cash equivalents – Beginning of year	4,767,558	803,541
Cash and cash equivalents – End of year	1,112,319	4,767,558
Cash and cash equivalents are allocated as follows		
General fund	1,112,319	4,764,656
Restricted fund	-	2,902
Cash and cash equivalents comprise		
Cash	1,112,319	4,767,558

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

Foundation Assisting Canadian Talent on Recordings

Notes to Financial Statements

March 31, 2023

(expressed in Canadian dollars)

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, 2025. 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 outbreak of the disease known as COVID-19, caused by a novel strain of coronavirus, was declared a pandemic by the World Health Organization in March 2020. The situation is dynamic, and the ultimate duration and magnitude of the pandemic's impact on the economy and the Foundation is unknown. Management continues to observe and respond to the evolving environment and the impact of the pandemic on areas across the operations, going concern assumption, liquidity monitoring and the value of assets and liabilities reported in the financial statements. The Foundation has experienced a decline in contributions from one of its two main sources of funding – Private Radio Broadcasters – as a result of the pandemic. Additionally, the Foundation has been tasked by the Department of Heritage to administer emergency funding to artists amid the pandemic. The impact of the pandemic on the Foundation will depend on many factors, including Canadian Radio-television and Telecommunications Commission rulings and the outcome of the proposed Bill C-11 legislation.

2 Basis of presentation

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

3 Summary of 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.

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

Foundation Assisting Canadian Talent on Recordings

Notes to Financial Statements

March 31, 2023

(expressed in Canadian dollars)

In 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 the approval of the board of directors.

Revenue recognition

Unrestricted contributions are recognized as revenue when received or receivable if the amounts can be reasonably estimated and collection thereof is reasonably assured. Restricted contributions are deferred and recognized as revenue as the related expenses are incurred.

Investment income including interest, realized gains (losses) and unrealized gains (losses) are recognized as revenue when earned.

Cash and cash equivalents

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

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.

Foundation Assisting Canadian Talent on Recordings

Notes to Financial Statements

March 31, 2023

(expressed in Canadian dollars)

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 revenue 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

	2023		
	Cost \$	Accumulated depreciation \$	Net \$
Computer equipment	450,927	415,799	35,128
Furniture and equipment	290,960	270,136	20,824
Leasehold improvements	164,097	118,916	45,181
	905,984	804,851	101,133

Foundation Assisting Canadian Talent on Recordings

Notes to Financial Statements

March 31, 2023

(expressed in Canadian dollars)

	2022		
	Cost \$	Accumulated depreciation \$	Net \$
Computer equipment	431,000	404,191	26,809
Furniture and equipment	290,961	265,131	25,830
Leasehold improvements	164,097	113,896	50,201
	886,058	783,218	102,840

5 Intangible assets

	2023		
	Cost \$	Accumulated amortization \$	Net \$
Computer software	554,204	475,945	78,259

	2022		
	Cost \$	Accumulated amortization \$	Net \$
Computer software	554,204	462,902	91,302

6 Accounts payable and accrued liabilities

Accounts payable and accrued liabilities comprise the following amounts:

	2023 \$	2022 \$
Trade accounts payable	48,997	70,084
Professional fees	80,152	46,331
Vacation accrual	62,313	101,806
Bonus accrual	25,000	25,000
	216,462	243,221

7 Commitments

Grants

As at year-end, FACTOR is committed to advancing funds in the future totalling approximately \$9,885,287 (2022 – \$13,538,139) as grants to recipients. Because certain conditions must be met before such grants are made, these amounts have not been recorded as liabilities.

Foundation Assisting Canadian Talent on Recordings

Notes to Financial Statements

March 31, 2023

(expressed in Canadian dollars)

The following is the breakdown of the amounts that remain outstanding as at March 31, 2023:

	Initial commitment \$	Payment made to date \$	Remaining commitment balance \$
Before April 1, 2022	3,299,933	2,002,189	1,297,744
April 1, 2022 – December 31, 2022	20,447,290	16,040,042	4,407,248
January 2023 – March 31, 2023	4,142,311	2,031,120	2,111,191
	<u>27,889,534</u>	<u>20,073,351</u>	<u>7,816,183</u>

Leases

Effective June 20, 2012, the Foundation entered into a lease agreement to rent office space for a period of ten years. A lease extension was approved in 2017 for an additional 5 years, from 2022 to 2027. The approximate future annual minimum lease payments are as follows:

	Office space \$
2024	278,400
2025	281,700
2026	285,000
2027	288,500
2028	73,000
2029	<u>1,206,600</u>

8 Investments

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

	2023 \$	2022 \$
Opening balance	56,179,385	55,578,115
Purchases	-	1,855,271
Sales	(14,746)	(1,855,271)
Realized (loss) gain	(32,470)	377,676
Unrealized (loss) gain	(1,299,415)	223,594
	<u>54,832,754</u>	<u>56,179,385</u>

9 Interfund transfers

During the year, \$19,927 (2022 – \$36,993) was transferred to the capital asset fund from the general fund. In addition, \$nil (2022 – \$2,902) was transferred from the investments of the unrestricted general fund to the investments of the restricted reserve fund. The transfer was approved by the board of directors.

Foundation Assisting Canadian Talent on Recordings

Notes to Financial Statements

March 31, 2023

(expressed in Canadian dollars)

10 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 pooled funds and GICs. 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 59% 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 41% 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.

Foundation Assisting Canadian Talent on Recordings

Notes to Financial Statements

March 31, 2023

(expressed in Canadian dollars)

11 Related party transactions

During the year, FACTOR approved grants, in the normal course of operations, to related organizations in the amount of \$2,301,243 (2022 – \$5,903,593) and extended payments in the amount of \$1,745,499 (2022 – \$3,813,184), which are included in the statement of operations as grants. Total outstanding commitments to these parties amounted to \$555,744 as at March 31, 2023 (2022 – \$2,090,410), which are disclosed as commitments in note 7. The parties are related by virtue of the fact the recipients have representation on FACTOR's board of directors.

12 Comparative figures

The Foundation has reclassified certain aspects of the prior year's financial information to conform to the current year's financial statement presentation.

Foundation Assisting Canadian Talent on Recordings**Schedule of Revenue**

Schedule 1

For the year ended March 31, 2023

(expressed in Canadian dollars)

	2023 \$	2022 \$
Public		
Canadian Music Fund contributions		
New Musical Works Program	16,014,539	18,238,559
Collective Initiatives Program	5,895,000	3,370,980
Emergency Support Fund	-	33,687,280
Live Music Events Support	-	9,000,000
Festival Reopening Fund	4,200,000	-
Music Venues and Concert Promoters Support	10,500,000	-
	<u>36,609,539</u>	<u>64,296,819</u>
Private		
Broadcasters' contributions		
Tangible benefits	3,988,106	3,371,696
Canadian content development		
Basic	1,253,641	1,133,928
Over and above	158,808	249,944
Canadian Radio-television and Telecommunications Commission	4,223,868	4,590,408
Music service	-	-
Music subscription	4,576,555	791,109
	<u>14,200,978</u>	<u>10,137,085</u>
	<u>50,810,517</u>	<u>74,433,904</u>

Foundation Assisting Canadian Talent on Recordings

Schedule of Grants

Schedule 2

For the year ended March 31, 2023

(expressed in Canadian dollars)

	2023 \$	2022 \$
Sound recording production		
Comprehensive Music Company	563,302	584,677
Comprehensive Artist	471,200	682,361
Artist development	707,904	866,183
Juried sound recording	1,135,609	1,570,154
	<u>2,878,015</u>	<u>3,703,375</u>
Marketing		
Comprehensive music company	1,045,233	1,516,466
Comprehensive artist	999,696	1,304,485
Juried sound recording	5,590,861	5,548,306
Marketing & promotion non-FACTOR funded sound recordings	481,432	469,888
Tour support	2,006,481	414,954
Showcase	817,567	163,427
Video	514,363	566,381
	<u>11,455,633</u>	<u>9,983,907</u>
Envelope		
Envelope – music companies	13,371,385	11,729,262
Envelope – national service organizations	829,656	757,877
Musicaction transfer	1,000,000	995,541
	<u>15,201,041</u>	<u>13,482,680</u>
Emergency COVID-19 music industry relief programs		
Emergency Support Fund for Canada's Live Music Sector	-	18,087,520
Support for live concerts	995,686	10,472,116
Support for live music events	1,238,529	6,339,293
Support for music venues and concert promoters	9,609,760	-
Festival reopening fund	3,308,875	-
	<u>15,152,850</u>	<u>34,898,929</u>
Other		
Business travel	487,146	136,546
Business development	111,086	246,838
Program travel expenses	91,658	118,644
Accessibility support	4,468	-
Songwriter's workshop	33,814	5,096
Sponsorship	1,172,411	848,656
Regional affiliates	573,500	554,500
Radio marketing	371,407	456,524
	<u>2,845,490</u>	<u>2,366,804</u>
Collective initiatives program		
Industry events	2,221,401	2,127,906
Showcase production for artists from official language minority communities	491,514	409,963
Showcase production for export ready artists	1,099,881	1,184,582
	<u>3,812,796</u>	<u>3,722,451</u>
	<u>51,345,825</u>	<u>68,158,146</u>

Foundation Assisting Canadian Talent on Recordings**Schedule of Administrative Expenses**

Schedule 3

For the year ended March 31, 2023

(expressed in Canadian dollars)

	2023 \$	2022 \$
Salaries and benefits	1,791,002	1,867,786
Occupancy costs	255,726	225,686
Equipment rentals and repairs	131,810	71,116
Automobiles and travel	29,047	15,151
Publicity, promotion and meetings	105,145	80,197
Professional fees	140,940	133,921
Office and general	19,815	19,486
Consulting	235,621	145,424
Subscription	17,097	18,233
Professional development	19,330	9,703
Courier and postage	31	1,216
IT development and maintenance	512,930	256,585
Telephone and communications	21,883	23,464
Insurance	19,955	12,587
	3,300,332	2,880,555



ARTIST: ELECTRIC RELIGIOUS
NATIONAL INDIGENOUS PEOPLES DAY 2022, CALGARY
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