



# FACTOR

2023/2024 ANNUAL REPORT

Canada

Adeola @ Saskatoon Music Fest

PHOTO BY MATT BRADEN



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## Maddie Storvold @ ARC Showcase 2023



PHOTO BY TIMOTHY NGUYEN

# 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.

# Success Stories

# The Beaches

PHOTO BY BECCA HAMEL



Prepare to be blown away by the rise of The Beaches and their sensational new hit single, "Blame Brett"! This electrifying breakup anthem has captured the hearts and souls of millions around the world. With its unforgettable melody and poignant lyrics, "Blame Brett" struck a chord with listeners from the moment it was released on May 5, 2023. This sensational track has since amassed 32 million streams across various platforms, solidifying its status as the breakup anthem of the summer.

It was on TikTok where "Blame Brett" truly exploded into viral stardom. Lead singer Jordan Miller took to TikTok to share the behind the scenes of her singing her heartfelt lyrics in the studio. The TikTok video quickly soared to 1.4 million views. Since that TikTok moment on May 22, The Beaches have experienced a massive surge in popularity. The song peaked at #2 on the Spotify Daily Viral 100 Global and charted on Spotify Daily Viral 100 in the United States, Australia, Canada, Germany, Ireland, New Zealand, Switzerland, United Kingdom and Austria. "Blame Brett" was #1 at Canadian Alternative Radio for 15 weeks and is currently #18 at US alternative radio and climbing. In November 2023, the song was certified Gold in Canada.

With FACTOR's support, The Beaches were able to embark on a sold-out Canadian and American tour and have the opportunity to headline shows in Europe and the UK. FACTOR has helped maximize the viral success of "Blame Brett" and turn it into a year of new career heights and milestones.

# Letter from Amy Eligh, Chair Of Board Of Directors

The theme of 2023-2024 was to be **Back to Normal. Or back to normal FACTOR**, as the three years of extraordinary pandemic-recovery federal funding programs were at an end and regular service was resuming. Only the recovery of the Canadian-owned music industry proved to be uneven, unequal, and uncertain in this year.

Artists, labels, managers, publishers, conferences, festivals, and awards were ready to engage with audiences everywhere but, while some thrived in the quiet years, many found themselves restarting from a position not as strong as where they were in early 2020. It was hoped that catching up would be swift but we at the board level heard many a compelling account of those who had yet to bounce back to their previous activity.

We faced some interesting budgeting hurdles as the board approved steps to accommodate the unusual program volume of JSR: Album in particular. As FACTOR had been, rightly, artist-focused during the pandemic, allowing extensions for projects which couldn't take advantage of typical release/promotion schedules, we saw a surge of submissions which felt like a double (or more) cohort of projects.

Normal/New Normal is an ongoing process and not a destination. Just ahead of the end of fiscal, we received confirmation of two years' funding commitment from Heritage to the Canada Music Fund. FACTOR's private radio contributions are subject in part to the winds of advertisers' priorities and the ongoing CRTC online streaming changes suggest there will be shifts in budgets to accompany an always steady flow of creative artists and companies with projects seeking investment support.

I'd like to extend my sincere thanks to long-serving fellow board members Andrina Turenne and Tim Potocic, along with Sean McManus who was in the role of National Advisory Board observer seat, for their invaluable service to FACTOR during their tenures which came to an end this year. We happily welcomed artist Alan Doyle and artist manager Sandy Pandya to the vacated board seats while Lindsay MacPherson of MusicBC arrived as NAB observer. The board has confidence in Meg and her team and we admire how the core mandates are managed among both expected and extraordinary swings.



**Amy Eligh**

Chair of FACTOR's Board of Directors

# Letter From Meg Symsyk, President & CEO

The past year was one of transition. A return to “normal” after an extended period of extraordinary pandemic recovery funding, yet a reminder that the return to normal looks different for many artists across Canada’s music sector. FACTOR’s role during this period was to provide the stability, flexibility, and targeted investment that ensured Canadian creativity could not only recover, but grow. We worked alongside artists and companies as they relaunched projects, returned to touring, and reconnected with audiences both at home and abroad.

In 2023–24, FACTOR was proud to have delivered more than \$37 million in funding, helping more than 1,500 projects come to life across Canada in every province and territory. These investments helped Canadian artists at all stages of their careers – from emerging talent preparing a first EP to established companies developing new acts and international showcases. The results speak for themselves: The Beaches’ Blame Brett became a viral global hit and launched a sold-out tour across North America and Europe, while initiatives like Women in the Studio and Keychange continued to build meaningful opportunities for women and gender-diverse creators in communities across Canada and abroad. These successes are a reminder of the creativity, resilience, and determination that define Canada’s artists and the industry that supports them.

We also saw important shifts in the broader environment. With the Online Streaming Act receiving Royal Assent in 2023, the industry entered a period of regulatory transition that will shape how Canadian music is created, discovered, and supported. At the same time, FACTOR advanced its own modernization, launching another tier of the Company Envelope program, now our largest stream of investment, with new incentives for companies investing in Indigenous, Black, racialized, 2SLGBTQ+, and underrepresented creators.

Looking ahead, recovery is still uneven, but the drive of Canada’s music industry has never been stronger. FACTOR will continue to evolve our programs to open new doors for Canadian talent – creating opportunities to develop careers here at home, while ensuring our artists and companies can compete and succeed on stages, playlists, and platforms around the world.

Together, we will continue to work closely with the Government of Canada and other partners to build a stronger Canadian-owned music industry for our artists and fans. It’s a purpose that inspires me every day. I want to thank our board of directors, our funders, and the FACTOR staff - each of whom brings passion and commitment to making this work possible.

With gratitude,



**Meg Symsyk**

President & CEO, FACTOR



# Diversity and Inclusion



PHOTO BY SAMJAY

**Black History Month 2023**  
@ JANA Center, Edmonton



PHOTO BY J. EDMOND

**Téa G @ AB Focus 2023**



PHOTO BY KASSEY S.

**ZENON @ International Womens Day Calgary 2023**

FACTOR is committed to supporting activities which develop the Canadian music industry environment to reflect the diversity of artists and entrepreneurs across the country. Our programs are regularly measured for this performance and funding can be conditional on diversity goals in the company lane while special consideration is given to projects in the company lane which focus on underserved groups, create more inclusive spaces, or provide professional development for those who have traditionally lacked equal access.

Some of the projects supported this year in Sponsorship and Collective Initiatives which elevate diversity aims include: **Blackgurthouse, This is Brampton** 2023/2024 season, **Korea: A New Retro Art & Music Festival, SHE-Q** Mission to NAMM 2024 – Supporting Gender Equality in Production and Engineering, **Do It For The Culture** 2024, **Empowering Women in the Music Industry, International Indigenous Music Summit** 2024, **GirlConnected** 2024, **The Link Up**, 2023 **Indigenous Music Northern Residency**, 2024 **Black Music Brunch** at JUNOs, **Club Sagacité, HoneyJam** programming, **Global Toronto & Going Global, The Remix Project** workshops, **Venus Fest Mentorship Program**, and **Manifesto Festival**.



## Keychange

Launched in 2017, Keychange is a global network and movement working towards a total restructuring of the music industry in reaching full gender equality. Keychange takes action to empower talented underrepresented artists and industry professionals with training, mentoring, and network support plus conference and showcasing opportunities.

FACTOR has been the proud lead sponsor of Keychange's work in Canada since 2019, investing in 24 Canadian artists and innovators to participate in 9 network meetups, 42 creative labs, and 29 manifesto sessions alongside 300 participants from 12 European countries.

As of 2023, over 700 music companies and organizations have signed the Keychange pledge to date including Canadian festivals and conferences such as Breakout West and MUTEK.

The Keychange events of this fiscal year included: Liverpool Sound City 2023, Different Sounds 2023 Lublin, MUTEK 2023 Montreal, Reeperbahn Festival 2023 Hamburg, Ireland Music Week 2023 Dublin, Breakout West 2023 Calgary, MaMA Music & Convention 2023 Paris, Iceland Airwaves 2023 Reykjavik, and Linecheck 2023 Milan.

*"I was able to build lasting personal and professional connections with like-minded individuals from regions of the world I might not have otherwise engaged with. Keychange expanded my perspective on what community means and showed me the limitless potential of collaboration."*

- Kingsley Swim

## Diversity and Inclusion



PHOTO BY MATT HORSEMAN

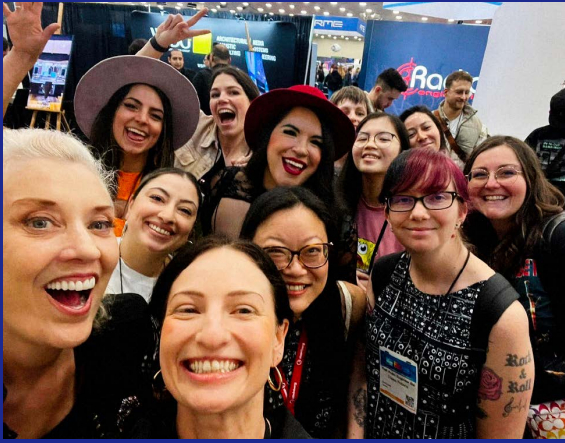


### Music Publishers Canada: Women in the Studio

This year marked the fifth iteration of Music Publishers Canada Women in the Studio program. FACTOR is proud to support the goal of increasing gender parity in production roles in creating new recordings – a field where women remain underrepresented.

Erin Costello, a graduate of the program, produces the East Coast Music Hour on CBC Radio and continues to produce and write. Costello produced the FACTOR-funded Songwriters' Circle at this year's JUNO awards in Halifax.

*"Having the opportunity to co-produce the Songwriters circle at the 2024 Junos alongside CBC legend, Stewart Young was such an incredible experience. It was his last production at CBC before his retirement. I learned so much from him over the years and feel lucky to have had him as a mentor. He and I worked closely with the Junos team and the great folks at CBC Music to present the live show. Two sets with talented songwriters from across Canada that featured Jeremy Dutcher, Begonia, William Prince, Katie Tupper, Matt Andersen, Dominique Fils-Aimé, Lune Elle and Reve. After the show finished my job really got started. I had to work the next day to edit down the show and package two 54-minute sets for broadcast with a very tight deadline. We wanted to make sure to capture the spirit of the night and allow the radio audience to experience the stories as if they were in the room. I loved every minute of this production and hope I get to do it again!" - Erin Costello*



*Jinting Zhao: "SHE-Q Audio's professional development mission to the National Association of Music Merchants conference and exhibition was made possible with FACTOR. Through FACTOR's funding support, twelve women producers and engineers from across Canada reaped tangible benefits and opportunities that not only turbocharged their individual careers, but also contributed to strengthening a subsector of the Canadian music industry where severe gender inequity persists."*

## SHE-Q Audio NAMM

She-Q Audio, founded by Alberta's Jinting Zhao in 2023, is focused on uplifting women+ in production and engineering to the highest professional bar and creating opportunities which allow them to compete globally. Zhao is a producer, engineer, songwriter, singer, and educator at Up In Arms Studios in Edmonton. In She-Q's inaugural year, she became the first woman to sit on the juries of both Engineer and Producer categories of the Western Canadian Music Awards.

In January 2024, FACTOR supported She-Q Audio's travel to NAMM (National Association of Music Merchants) trade show in Los Angeles to provide 12 Canadian women+ producers/engineers with major professional development opportunities. This initiative resulted in guest speaker spots, new production clients, mentorships from the likes of Imogean Heap, product sponsorship, collaborations with ReBalance, Mix with the Masters, and Yamaha Canada. So successful was this mission that a return is planned for NAMM 2025.

Jinting Zhao is also among those selected to the 2024 Keychange Canadian innovator cohort.

## Demographic Reporting

**FACTOR strives to increase our reporting in regards to the demographic nature of projects and clients our funds support and began collecting client demographic info in 2016, adding categories of description by which clients can self-identify as being members of groups – by gender, racialized groups, disabilities, and sexual orientation.**

Submitting this supplemental information in User profiles has, until this fiscal year, been optional and saw an overall low participation rate. This meant that quantifying who is accessing FACTOR's programs has been a challenge to accurately assess.

This past year, FACTOR implemented mandatory demographic information for new profiles and same for legacy clients in the system who were receiving new support. Going forward, applicants and those who receive funding will be identifiable, in aggregate form only, as representative of the various groups active in FACTOR's programs. This information will be of great assistance in reporting the true reach of FACTOR's programs and the evaluation of whether intentions and outcomes are aligned.

For applicants who prefer not to share all their demographic information "prefer not to answer" will remain an option – allowing FACTOR to accurately reflect the client pool by means of their own preferences.

# Success Stories

# Noah Derksen



PHOTO BY ADAM KELLY

***"FACTOR funding allowed me to level up my career through taking opportunities and risks."***

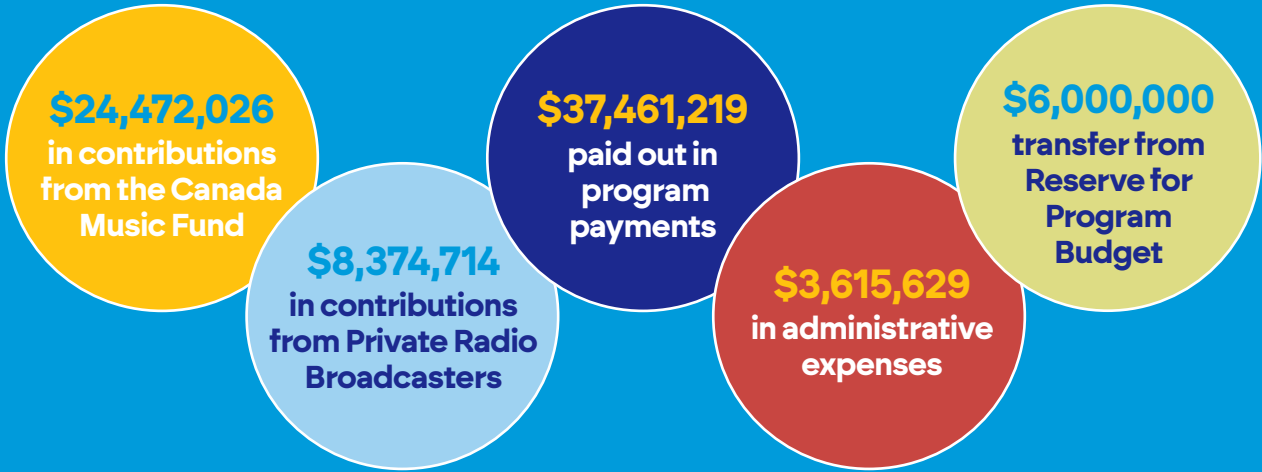
**This year was a monumental year for me, and my growth as an artist and small-business owner. I released a brand-new album in March, toured across Canada, the U.S, and played my first shows in Europe. I was nominated for my second Canadian Folk Music Award (Songwriter of the Year), and was selected as a finalist for SiriusXM's Top of the Country competition. I showcased at industry events in Ireland, Germany, Nashville, Hamilton, and more. I opened up for prominent artists in Europe and the U.S and had my first sync placement on a Dutch TV show.**

Coming into this year I made a list of career goals - things that at the end of my career I would want to have accomplished to feel a sense of fulfillment with my career as an artist, and I was able to tick off a number of these. It feels like this year I was able to push the door wide open and firmly establish myself in the music industry, rather than simply scratching from the outside.

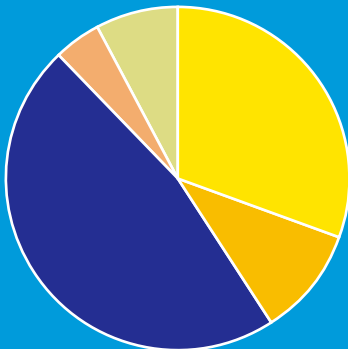
FACTOR funding allowed me to level up my career through taking opportunities and risks that I would otherwise not have been able to financially stomach. Financial supports such as FACTOR are key in establishing and sustaining a viable music business in a sparsely populated country like Canada with minimal market power. 2023 was the year that put me on the map in the Canadian music scene, with enormous thanks to FACTOR.

# Financial Overview

FACTOR's revenue was **\$32,846,767** with **\$37,461,219** paid out in 2023-2024



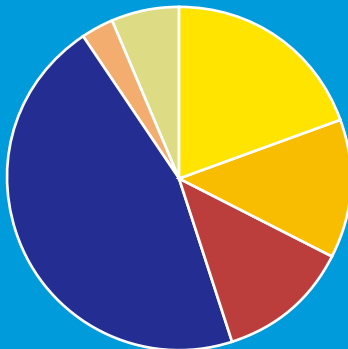
2023-2024



FACTOR's revenue was **\$32,846,767** with **\$37,461,219** paid out

- \$24,472,026**
- \$8,374,714**
- \$37,461,219**
- \$6,000,000**
- \$3,615,629**

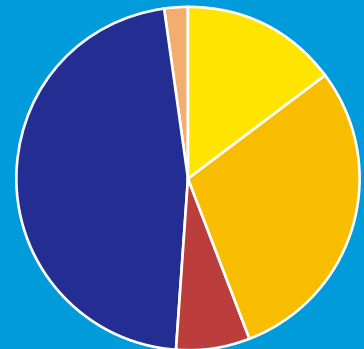
2022-2023



FACTOR's revenue was **\$50,810,517** with **\$51,345,825** paid out

- \$21,909,539**
- \$14,200,978**
- \$51,345,825**
- \$7,000,000**
- \$3,335,009**
- \$14,700,00**

2021-2022



FACTOR's revenue was **\$74,433,904** with **\$68,158,146** paid out

- \$21,609,539**
- \$10,137,085**
- \$68,158,146**
- \$2,950,776**
- \$42,687,280**





# Funding by Province

This page illustrates funding by province in the Artist lane, with exception of Songwriter Development, plus artist projects in the Company Envelope programs.



Provinces/Territories	Number of Projects	Total Offered
12	2,529	\$22,630,813



# Funding by Genre

This page illustrates funding by genre in the Artist lane, with exception of Songwriter Development, plus artist projects in the Company Envelope programs.

Genre	Amount	Components
Adult Contemporary	\$358,755	39
Alternative	\$3,457,595	382
Blues	\$303,785	38
Children's	\$68,495	10
Classical	\$452,243	60
Country	\$1,279,547	107
Dance	\$734,132	54
Electronic	\$1,414,779	135
Experimental	\$397,499	58
Folk	\$1,850,757	247
Hard Rock	\$19,536	4
Hip Hop	\$1,265,648	148
Inspirational	\$920	1
Jazz	\$788,308	94
Metal	\$284,807	26
Pop	\$3,977,488	355
Punk	\$398,809	53
Reggae	\$119,767	22
Rock	\$2,213,695	270
Roots	\$941,929	120
Singer/Songwriter	\$192,323	27
Soul/R&B	\$1,609,034	188
Specialized	\$69,345	12
Traditional Indigenous	\$65,057	3
World	\$366,560	76

Genres <b>25</b>	Number of Components <b>2,529</b>	Total Offered <b>\$22,630,813</b>
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# Our Team



**Meg Symsyk**  
President & CEO



**Sara Stasiuk**  
Chief Financial Officer



**Chris Hardy**  
General Manager



**Cherie Sinclair**  
Director,  
Programs



**Marcus Tamm**  
Director,  
Communications



**Danitza Nolasco**  
Director, IT



**Gail Phillip**  
Director,  
Client Services



**Marina Anianova**  
Accounting  
Manager



**Karina Moldovan**  
Manager,  
Communications



**Amanda Lewis**  
Program  
Administrator,  
Envelope Funding



**Emma Barnett**  
Program  
Administrator,  
Collective  
Initiatives



**Gord Robertson**  
Business Analyst



**Tyler Appleby**  
Project  
Coordinator



**Sierra Evans**  
Project  
Coordinator



**Mark Goodwin**  
Program Assistant



**Chayne Japal**  
Project  
Coordinator



**Margaret O'Toole**  
Project  
Coordinator



**Tash Williams**  
Communications  
and Content  
Specialist

FACTOR would like to thank Angela Kozak and Beth Hamill 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.

## 2023-2024 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

### **Alan Doyle**

Artist  
Elected Member, Independent Artists

### **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

### **Sandy Pandya**

Founder/Owner  
Pandyamonium / ArtHaus  
CIMA Appointee

### **Tegan Quin**

Artist / Advocate  
Tegan & Sara  
Elected Member

### **Kesi Smyth**

General Manager / Human Resources  
604 Records  
CIMA Appointee

*Observer - NAB Representative*

### **Lindsay MacPherson**

Executive Director, Music BC

*Director Emeritus*

### **Duff Roman**

President & CEO, Duff Roman Media Inc.

FACTOR would like to thank:

**Andrina Turenne, Sean McManus, and  
Tim Potocic** for their service.

# Success Stories Riell



PHOTO BY CRYSTAL TSANG

**RIELL saw an exciting 2023 with the release of 11 new songs including collaborations with top DJ's Blasterjaxx (3 million Monthly Listeners) and Besomorph (3.5 million Monthly Listeners). RIELL held steady at over 1.3 million monthly listeners, accumulating 100+ million streams across platforms in 2023.**

RIELL spent most of the year in L.A writing for a new album project and filming visuals for her current album Hymns for The Bitter with her Canadian team. They filmed 3 music videos, 14 vignettes, and 19 acoustic live videos set to be released throughout 2024 which would not have been possible without FACTOR support. RIELL contributes her success this year to the integral support she received from Canadian funding bodies like FACTOR.

# National Advisory Board

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

FACTOR's National Advisory Board (NAB) comprises provincial and territorial music industry associations and organizations throughout the country that serve the interests of Canadian artists. The NAB's purpose is twofold: to assist FACTOR in developing policies and procedures that remain responsive to the Canadian independent music industry on a national level, and to act as a regional resource for FACTOR's programs to applicants across the country, through the work of FACTOR's Regional Education Coordinators (RECs). RECs are engaged in providing one-on-one consultation about FACTOR and its programs to local artists and music entrepreneurs, running local workshops and seminars, and in recruiting and training FACTOR jurors.

## Alberta Music

### Carly Klassen

Executive Director

## Music BC

### Lindsay MacPherson

Executive Director

## Manitoba Music

### Sean McManus

and Vanessa Kuzina

Executive Director

## Music/Musique NB

### Jean Surette

Executive Director

## Music NL

### Rhonda Tulk-Lane

CEO

## Music Nova Scotia

### 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

Executive Director

## Cultural Industries Ontario North (CION)

### Patrick O'Hearn

Associate Managing Director

## Canadian Independent Music Association (CIMA)

### Andrew Cash

President

## Canadian Live Music Association (CLMA)

### Erin Benjamin

President & CEO

## Music Managers Forum (MMF)

### Amie Therrien

Executive Director

## Music Publishers Canada (MPC)

### Margaret McGuffin

Executive Director

## Songwriters Association of Canada

### Arun Chaturvedi

President



PHOTO BY MATT BRADEN

Halle Ponton @ Saskatoon Music Fest

## 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, 2SLGBTQI+ 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 Dolman  
Aaron Saloman  
Adam Hill  
Adrian Eccleston  
Adrienne Harry  
Adrienne LaBelle  
Aimee Hill  
Alan Cross  
Alanna Memme-Di  
Mauro  
Alessandra Cannito  
Alice Sellwood  
Aliyah Burey  
Allen Hunnie  
Allison Pfeifer  
Amanda Mabro  
Amanda Martinez  
Amanda Stubley  
Amber Authier  
Amritpal Tung  
Amy Gottung  
Amy King  
Amy Nelson  
Ana Arias Garrido  
Anastasiya Baranova  
Andre Iwanchuk  
Andrea Caswell  
Andrea Morris  
Andrea Superstein  
Andrew DeVillers  
Andrew Melzer  
Andrew Russell  
Andrew Schichter  
Andrew Waite  
Angela Harris  
Angelo Robb  
Anita Bonkowski  
Anna Avery  
Anna Backus  
Anna Hilliar  
Anne-Marie Smith  
Anthony Carew  
Antoine Collins  
Arjun Nagarajan  
Arlen Thompson  
Art Szabo  
Ashwin Sood  
Aurora Bangarth  
Ben Abel  
Benjamin Beveridge  
Benjamin Hackman  
Beth Cavanagh  
Beverly Kreller  
Biljana Njegovan  
Bill Bobek  
Bill Borgwardt  
Bill Garrett  
Bill McBirnie  
Billy Bruhmuller  
Billy Slade  
Blair Patton  
Bled Celhyka  
Bobby Chris  
Bobby Harris  
Bonnie Seidel  
Brad Machry  
Brad Weber  
Brannon Kasthuriratne  
Brendan McCarney  
Brenna MacCrimmon  
Brett Gunther  
Brett Kingswell  
Brian Cleveland  
Brian Hetherman  
Brodie Conley  
Brooke Morgan  
Bruce Morel  
Bryan Power  
Bryden Chernoff  
Calvin Eberts  
Calvin Hartwick  
Camille Houston  
Candace Elder  
Carla Kazzi  
Carla McEwen  
Caroline Whalen  
Caswell Mclaughlin  
Cat Bird  
Catherine Moore  
Cathleen McMahon  
Cathy Porter  
Cezar Brumeanu  
Chad Cornies  
Chandra Connoy  
Chantal Pierre  
Charlene Wilson  
Charles Hansen  
Chelsea McBride  
Chelsea McWilliams  
Cheryl Link  
Chris Bromfield  
Chris Cuber  
Chris Meyer  
Chris Morin  
Chris Roumbanis  
Chris Wardman  
Chris Wares  
Christian Major  
Christian Moore  
Christien Ledroit  
Christopher Holmes  
Christopher White  
Cindy Mcleod  
Clement Topping  
Clint Ferdinand  
Colin Mackenzie  
Conor Dunnette  
Conrad Daellenbach  
Craig Lynn  
Cynthia Hamar  
Dallas Waldie  
Dan Hosh  
Dane Liska  
Daniel Cryderman  
Daniel Jobbins  
Daniel Rosen  
Daniel Ruiz  
Danny Fournier  
Danny Trudeau  
Darrell Barr  
Darrell Kelloway  
Darren Flower  
Darren Hamilton  
Darryl Sterdan  
Dave Blake  
Dave McCann  
Dave Spencer  
David Adams  
David Cox  
David Jones  
David Mann  
David Marskell  
David Miskimins  
David Parfit  
David Yazbeck  
Dawn Smyth  
Dawn Van Dam  
Dawn Woroniuk  
Dean Stairs  
Deborah Aitken  
Derek DiFilippo  
Devon Lougheed  
Don Chapman  
Donald Lee  
Donny Smith  
Doug Barrett  
Doug Edmond  
Doug Koyama  
Douglas Folkins  
Douglas Romanow  
Dwayne Marcial  
Ebedoz Udeozor  
Edward Enman  
Eftiola Plaku  
Eileen Harvey  
Elinor Frey  
Elizabeth Bligh  
Elizabeth Skalak  
Emily Kennedy  
Eric Haynes  
Erin Aldridge  
Erin Flynn  
Erin Jenkins  
Erin Lowers  
Erwin Viray  
Ewa Dembek  
Fannie Crepin  
Frank Deresti  
Fraser Hill  
Frederick Smith  
Gabrielle Archer  
George Crotty  
George Hatiras  
Gerald Reilly  
Gino Olivieri  
Glen Willows  
Graham Tinsley  
Greg Jarvis  
Gregory McLeod  
Heather Bishop  
Heather Kirby  
Henri Oppenheim  
Hiroki Tanaka  
Hiroshi Koshiyama  
Holly Fagan-Lacoste  
Iain Booth  
Ian Boyd  
Ian Terry  
Iris Godbout  
Irma MacPherson  
Jacinthe Pare  
Jacqs Walker  
Jaime Chinchilla  
James Bunton  
James Davies  
James Doyle  
James Wilkinson  
Jamie Robinson  
Jane Blanchard  
Jarod Gibson  
Jason Flammia  
Jason Pearson  
Jason Rochester  
Jason Rouleau  
Jasper Anson  
Jay Schreib  
Jaye Marsh  
JC Campbell  
Jeanette Neufeld  
Jean-Francois Landre  
Jean-Jacques Tartaglia  
Jeff Hardy  
Jeffrey Smith  
Jenn Dalen  
Jenna Cowans  
Jennyfer Brickenden  
Jeremy Coates  
Jeremy VanSlyke  
Jerome De Gourville  
Jerry Pergolesi  
Jesse Allan  
Jessica Buck  
Jessica Hoefsloot  
Jim Montgomery  
Jinting Zhao  
Jo Lukis

Joanne Stacey	Lincoln Thorne	Natalia Pardalis	S Deen
Jocelyn Chan	Lindsay Anderson	Natalie Bohr	Saman Shahi
Jody Glenham	Lindsey Walker	Nick Sifoni	Sandan Srikandarajah
Joe Oliva	Lisa Ross	Nicole Leger	Sandra Sutter
Joel Green	Lorraine Lawson	Nicole Seaboyer	Sarah Atkinson
Joel Quarrington	Lorraine Sylborne	Nik Buchowski	Sarah Duffy
John Calabrese	Luis Cardona	Noor Dean Musani	Sarah French
John Dunham	Luis Segura	Norine Braun	Sarah Rossy
John Hamilton	Magella Skerritt	Olivia Street	Sarah Sleeth
John Hartman	Maggie Tate	Ons Barnat	Savannah Wellman
John Mullane	Mar Sellars	Ori Dagan	Sean Perras
John Munro	Marc Cyr	Osbourne Saunders	Serge Sloimovits
John Parker	Marc Dubé	Oswald Burke	Shad Bassett
John Phillips	Marc Merilainen	Paddy Tutty	Shane Heath
John Welsh	Maria Da Silva	Patrice Agbokou	Sharman King
Jon Evenchick	Mariannie Ompoc	Patricia Silver	Shauna Powers
Jon Saldanha	Marie Brunelle	Patrick Baillargeon	Shawn O'Shea
Jonathan Campbell	Marie Dandeneau	Patrick Carrabre	Shaynee Modien
Jonathan Campbell	Marie-Catherine LaPointe	Patrick Twaddle	Shea Rodger
Jordan Wright	Marilyne Lacombe	Paul Galati	Shelby Sappier
Joris Paquet	Mark Brathwaite	Paul Goguen	Sheldon Pitt
Josanna Justine	Mark Fenster	Paul Hessey	Sherine Khalil
Joseph Alleyne	Mark Logan	Paul Leclair	Sherry Sinclair
Judy Hung	Mark Matusoff	Paul Luchkow	Sierra Jamerson
Julian Morrow	Mark Russell	Paul Napash	Silvia Temis Perez
Julie Mahendran	Marlon Wilson	Paul Shatto	Sima Shamsi
Jun Kim	Marq DeSouza	Paul Traunero	Simon Henley
Justin Bontje	Mary Gillespie	Paula Danylevich	Sky Wyatt
Justin Mathews	Maryanne Gibson	Penelope Stevens	Spencer Kuziw
Justine Blanchet	Mary-Jane Russell	Peta Duff	Spencer Lund
Justine Vandergrift	Mathew Teofilo	Peter Linseman	Stacie Dunlop
Kalman Szegvary	Mathieu Allaire	Peter Rowan	Stefano Galante
Karga Moore	Mathieu Lanciault	Ralph Alfonso	Stephanie Hutchinson
Karine Lafleur	Matt Jameson	Randolph Waugh	Stephanie Urquhart
Karla Moy	Maxime Brunet	Randy Farkas	Stephen Lyons
Kate Davies	Maxime Foley	Randy Gelling	Stephen Palmer
Kate Wattie	Maziar Heidari	Randy Stark	Steve Dodd
Kateryna Topol	Meagan Davidson	Ray Martin	Steve Gardiner
Kathryn Berry	Megan Bradfield	Reid Jamieson	Steve Kraus
Katie Murphy	Megan Owen	Rich Jones	Steven Smith
Kaya Pino	Megan Palyga	Richard Hepp	Suzanne Snizek
Keith Blair	Melanie Laquerre	Richard Hornsby	Tamara Kater
Keith Hamel	Melissa Das-Arp	Richard Korbyl	Tamir Schlanger
Keith Whiting	Melissa Tobin	Richard Liukko	Tammy Egan
Kevin Dietz	Michael Beinhorn	Richard Vincent	Tanya Gallant
Kimberley Trumpa	Michael Coghlan	Rick August	Tara McCarthy
Kimberly Francis	Michael Elves	Rick Levine	Taran Guest
Kinsey Posen	Michael Gasselsdorfer	Riley MacKinnon	Teresa Castellucci
Kirk McNally	Michael Gilbert	Riley Wallace	Terra Spencer
Kris Barnes	Michael Gorman	Rob Krause	Terry Parker
Krisjan Leslie	Michael Greggs	Rob Smith	Tiffany Martin
Kristin Marand	Michael Ohman	Robert Gruenbauer	Tim Jones
Kurt Loewen	Michael Powell	Robert Koch	Tracey Williams
Kurtis Cockerill	Micheal Lander	Robert Mise	Troy Porter
Kyle Pacey	Michelle Arnusch	Roberto Occhipinti	Tyson Yerex
Kyria Kilakos	Michelle Robertson	Robin Helsten	Valerie Bourdages
Lara Lewis	Mike Edel	Roman Sokal	Valerie Warner
Laura Fernandez	Mike Magee	Ron Korb	Vincenzo Maccarone
Laura Kelsey	Mira Black	Ronald Hooper	Wayne Cochrane
Laurel Borrowman	Mira Sharma	RoseAnna Schick	Yasmina Proveyer
Lawrence Wiliford	Murray Daigle	Roseline Gagnon	Zachari Smith
Len Milne	Mustafa Amin	Ryan Nolan	Zara Abbasi
Leo Cripps	Nastonshia George	Ryan Stinson	

PHOTO BY LINDSEY BLANE

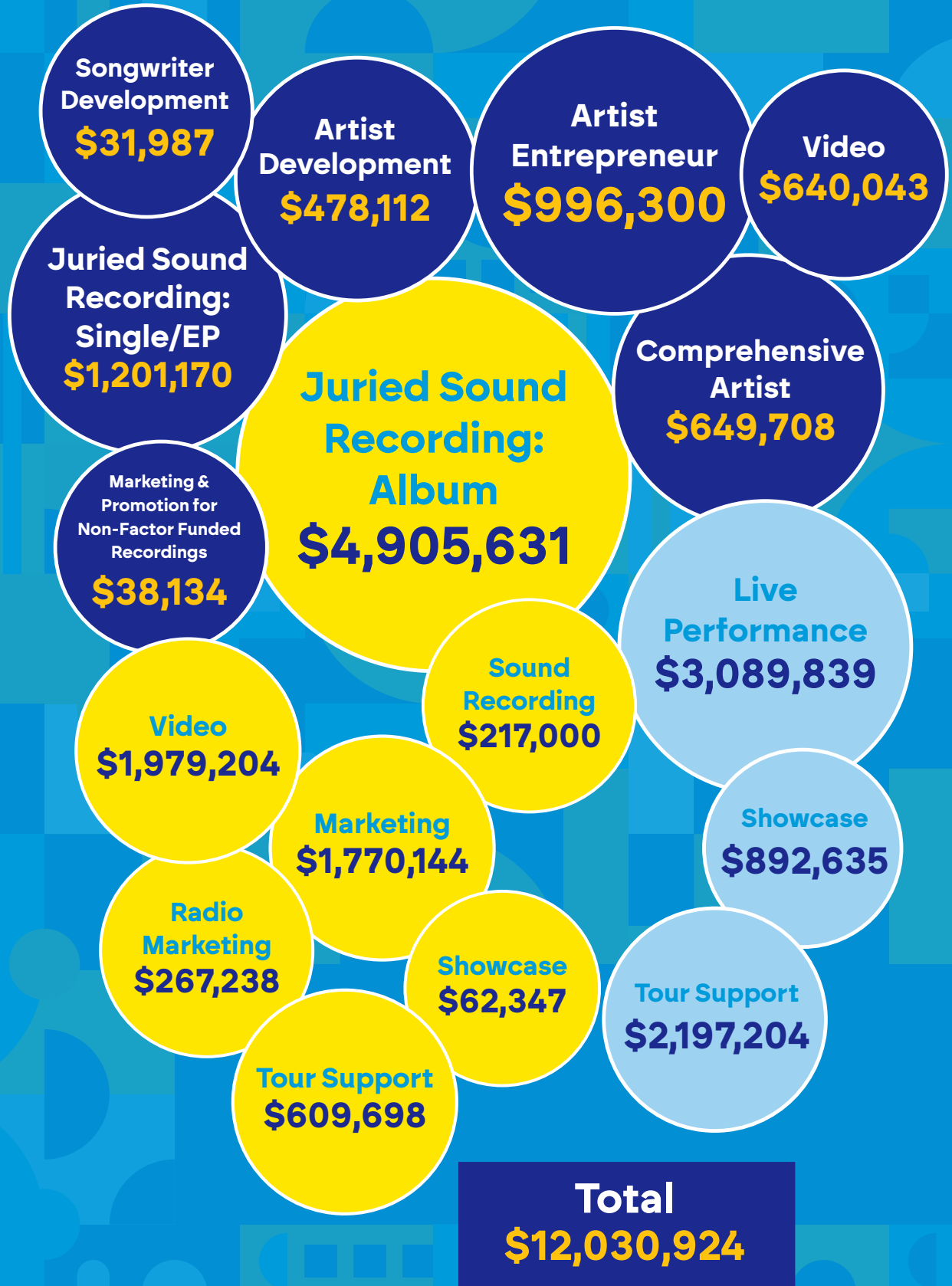
Bleako's Nuclear Disco @ Let's Hear It Music Fest



# Artist Lane Programs



# Artist Lane 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 and offers 75% of eligible expenses up to a maximum of \$5,000 towards a year of artist development activities including sound recording, touring, showcasing, video content production, and marketing.

Of the following 96 approved projects, 50 were submitted in late fiscal 2022-2023 and approved in the following fiscal, as reflected in this report. The remaining 46 were submitted and approved following the September 2023 intake deadline.

<b>Applications Submitted</b> <b>432</b>	<b>Applications Approved</b> <b>96</b>	<b>Total Requested</b> <b>\$1,970,435</b>	<b>Total Offered</b> <b>\$478,112</b>
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ARTIST	GENRE	PROVINCE	OFFER
Allison Ham	Pop	ON	\$5,000
Amanda Couture	Country	AB	\$5,000
Ana Garrow	Pop	ON	\$5,000
Andrea Botticelli	Classical	ON	\$5,000
Ankur Sinha	Pop	ON	\$3,750
Anna Pidgorna	Classical	BC	\$5,000
Annika Catharina	Country	BC	\$5,000
Any	Electronica	ON	\$5,000
Augusta	Rock	ON	\$5,000
BAWAH	Pop	BC	\$5,000
Bitter&Broke	Soul/R&B	ON	\$5,000
Caitlin Broms-Jacobs	Classical	MB	\$5,000
Chayce Kennedy	Pop	BC	\$5,000
Chris Goodwin Band	Country	BC	\$5,000
Chubby Hearts Club	Alternative	QC	\$5,000
Conversation	Punk	ON	\$5,000
Customer Service	Alternative	NS	\$5,000
Dawn Cumberbatch	Electronica	QC	\$5,000
Dawson Gray	Country	BC	\$5,000
DVBLM	Hip Hop	ON	\$5,000
Electric Lemonade	Rock	YK	\$5,000
Elisha	Soul/R&B	ON	\$5,000
Emma Campbell	Pop	ON	\$5,000

Equal	Pop	ON	\$5,000
Francesca Wexler	Hip Hop	ON	\$5,000
Free Rose	Hip Hop	ON	\$5,000
Garrett Neiles	Pop	MB	\$5,000
Georgia Hathaway	Folk	ON	\$5,000
Grace Chiang	Soul/R&B	BC	\$5,000
Gracie Ella	Soul/R&B	ON	\$5,000
Gracie Jet	Pop	ON	\$5,000
HAIDEE	Pop	AB	\$5,000
hans!	Alternative	ON	\$5,000
Hyaenas	Pop	BC	\$5,000
Ilya Osachuk	Jazz	MB	\$5,000
Isabella Hallia	Jazz	QC	\$4,362
Jacob Wutzke	Jazz	QC	\$5,000
James Gibson	Pop	ON	\$5,000
Jane Wood	Folk	ON	\$5,000
jaxxee	Electronica	BC	\$5,000
Jemma & The Good Thing	Folk	BC	\$5,000
Jen Moon	Soul/R&B	ON	\$5,000
Jesse Adams	Pop	ON	\$5,000
Jewel mdt	Pop	ON	\$5,000
Jing Xia	World	NL	\$5,000
JJ Adrian	Soul/R&B	BC	\$5,000
JJ Miller	Alternative	AB	\$5,000
Julia Cunningham	Folk	NS	\$5,000
Kasia	Electronica	BC	\$5,000
Kaya Hoax	Hip Hop	QC	\$5,000
Kenni Leppard	Pop	BC	\$5,000
Kev Olden	Alternative	ON	\$5,000
Kevin-Dave	Soul/R&B	QC	\$5,000
King Kwn	Soul/R&B	ON	\$5,000
Kria Wall	Jazz	BC	\$5,000
Kristen Anzelc	Pop	ON	\$5,000
Leah Holtom	Folk	ON	\$5,000
Lisette & Tyler	Pop	ON	\$5,000
Logan Richardson	Pop	ON	\$5,000
L'omlette	Adult Contemporary	AB	\$5,000
Lori Lee	Soul/R&B	ON	\$5,000

Lucas Dubovik	Jazz	QC	\$5,000
Lucy Ellis	Jazz	ON	\$5,000
Iyhz	Soul/R&B	ON	\$5,000
Marc McLaughlin	Alternative	NB	\$5,000
Mary Jeans	Pop	QC	\$5,000
mathijs.iv	Pop	ON	\$5,000
MEAVE	Rock	ON	\$5,000
Medusa.	World	ON	\$5,000
Merekat	Alternative	QC	\$5,000
mikhella	Soul/R&B	BC	\$5,000
Noah Rosa	Experimental	QC	\$5,000
OnDeafEarsband	Metal	ON	\$5,000
Prar	Pop	ON	\$5,000
Rachel Hickey	Folk	ON	\$5,000
ROKI	Alternative	BC	\$5,000
Rowan Leach	Pop	ON	\$5,000
Sawan K	Soul/R&B	ON	\$5,000
Sir Travis Knight	Soul/R&B	ON	\$5,000
Sophie Dupuis	Classical	NB	\$5,000
Sophie Stoyan	Hard Rock	ON	\$5,000
Space Queen	Alternative	BC	\$5,000
Summer's Brother	Alternative	BC	\$5,000
sundayclub	Alternative	MB	\$5,000
syd sum	Alternative	ON	\$5,000
Telehorn	Alternative	ON	\$5,000
Thad Bailey-Mai	Jazz	BC	\$5,000
The Empties	Alternative	ON	\$5,000
The Order of the Precious Blood	Punk	NL	\$5,000
ToneFusion	Soul/R&B	ON	\$5,000
Tracy Pham	Soul/R&B	ON	\$5,000
Trauma Nouvelle	Adult Contemporary	BC	\$5,000
Travis Knight	Soul/R&B	ON	\$5,000
Vanessa Klassen	Classical	SK	\$5,000
Victor Lana	Experimental	ON	\$5,000
VOIDXWITCH	Electronica	QC	\$5,000
Welcome John.	Pop	QC	\$5,000
XL Syndicate	World	ON	\$5,000

# Success Stories

# Skylar Wallace



PHOTO BY ANDY PARRY

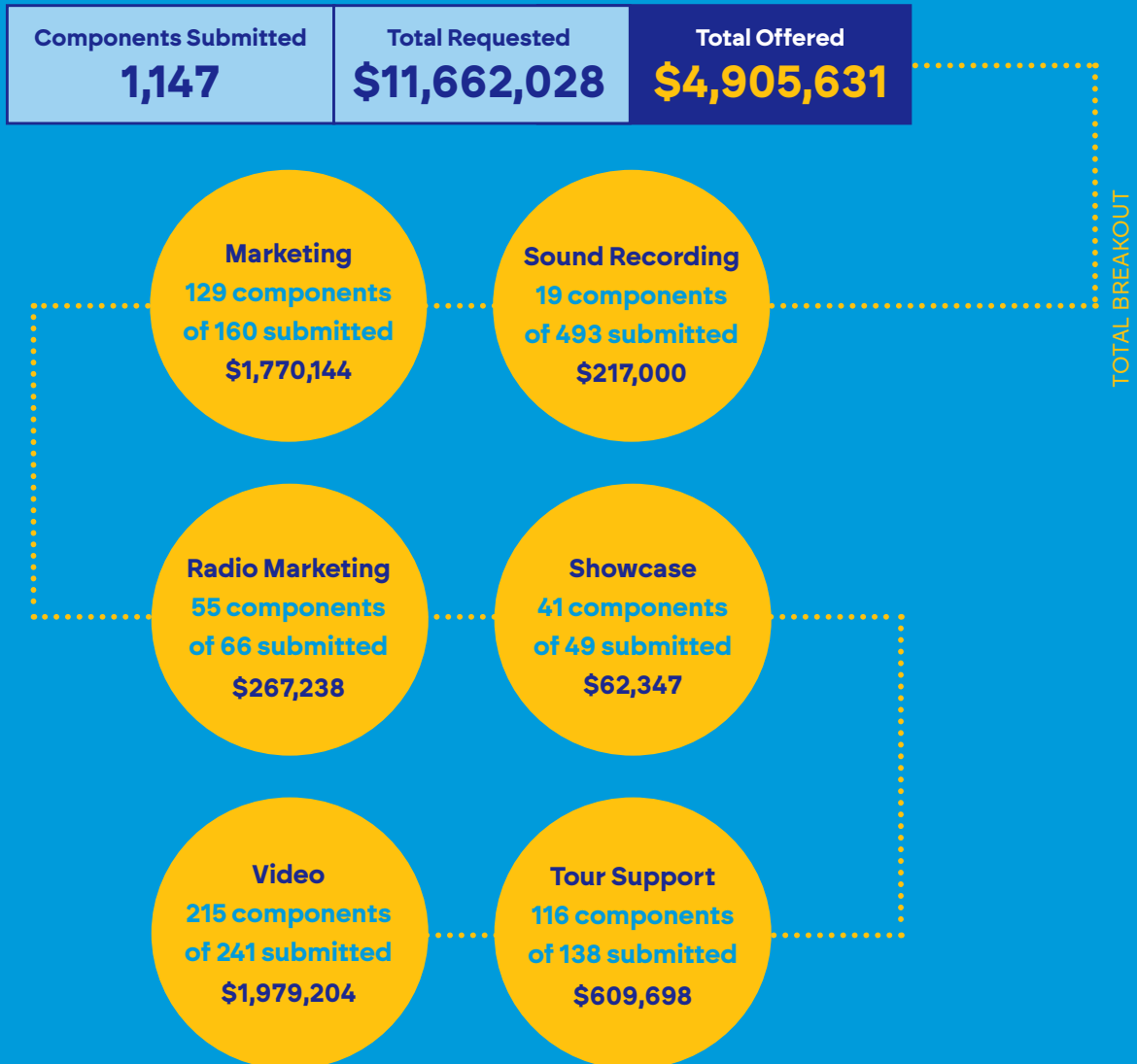
**This past year has been a big one, including a 6-week tour of 9 countries across the EU, UK, and US, showcasing at SXSW in Austin, opening for Sass Jordan on a theatre tour of Ontario, playing Hawthorne Heights' "Is For Lovers" festivals in Tennessee and Ohio, and releasing my co-production debut with Hawksley Workman, my newest single 'Tough Kid.'**

I'm very grateful to have had the recording supported by FACTOR and can't wait for the year ahead as we release more new material from this body of work!

# Juried Sound Recording: Album

The Juried Sound Recording: Album 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. The JSR: Album program provides funding toward the costs of production of an original full-length sound recording and contributes to the marketing and promotion of that sound recording under the Marketing, Tour Support, Showcase, Video, and Radio Marketing components.

The following section contains both new JSR: Album projects as well as projects approved in previous fiscals with components being added in the current fiscal. 20 new JSR: Album sound recording projects were approved and sent offers in 2023-2024 while another 20 were approved in the current fiscal but received their offers early in the following fiscal and will be included in FACTOR's subsequent Annual Report.



231 artists we supported via Juried Sound Recording: Album in this year.



Living Hour @ Manitoba Music in LA

PHOTO BY DAVID FLORES

## 2023-2024 APPROVED JURIED SOUND RECORDING: ALBUM PROJECTS

ARTIST	GENRE	PROVINCE	OFFER
Avenoir	Soul/R&B	AB	\$10,000
Basha	Soul/R&B	ON	\$10,000
Francesco Yates	Pop	ON	\$10,000
Holy Fuck	Electronica	ON	\$15,000
Kallitechnis	Soul/R&B	QC	\$10,000
Kam Prada	Hip Hop	AB	\$15,000
Ken Presse	Folk	QC	\$10,000
margo	Alternative	AB	\$10,000
MICO	Pop	ON	\$15,000
MOONRIIVR	Folk	ON	\$10,000
Nemahsis	Pop	ON	\$10,000
OKAN	World	ON	\$7,000
Philip Sayce	Rock	ON	\$15,000
RAAHiiM	Soul/R&B	ON	\$10,000
Ruby Waters	Alternative	ON	\$15,000
Sickick	Hip Hop	ON	\$10,000
Softcult	Alternative	ON	\$15,000
The Human Rights	Reggae	ON	\$10,000
Wondagurl	Hip Hop	ON	\$10,000

# Success Stories

# Terra Lightfoot

PHOTO BY LYLE BELL



**Thanks to FACTOR's support in 2022-2023, Terra Lightfoot provided direct support to Blackie & The Rodeo Kings on their Canadian tour, which saw her play some of the country's top theaters, including Massey Hall.**

Terra also headlined her own tour across North America in support of her FACTOR-funded critically acclaimed fifth studio album, *Healing Power*. Other highlights include an extensive run of dates paired with Ariel Posen, a two-night stand at the Commodore Ballroom supporting 54•40, a Top-40 position on NACC's year-end chart, and a #1 single at CBC Music ("Cross Border Lovers", also named as one of CBC Music's Top 100 Singles of 2023.)

# Juried Sound Recording: Single/EP

This program is designed to augment FACTOR's current Artist programs as a steppingstone from Artist Development to Juried Sound Recording: Album, as well as addressing that in today's market, release planning and strategy has evolved. The eligible expenses related to sound recording, marketing, video, radio marketing, and live performance support are flexible with no caps to each component. The desired outcome is a budget that suits the specific project success, as FACTOR understands this may vary depending on artist and genre.

<b>Applications Submitted</b> <b>252</b>	<b>Applications Approved</b> <b>49</b>	<b>Total Requested</b> <b>\$5,119,750</b>	<b>Total Offered</b> <b>\$1,201,170</b>
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## 2023-2024 APPROVED JURIED SOUND RECORDING: SINGLE/EP APPROVED PROJECTS

ARTIST	GENRE	PROVINCE	OFFER
Aaron Ridge	Soul / R&B	ON	\$17,550
Autumn Kings	Pop	ON	\$25,000
BAYLA	Pop	QC	\$25,000
BENJA	Soul / R&B	ON	\$25,000
Betta Lemme	Pop	QC	\$25,000
Braden Lam	Folk	NS	\$25,000
Brooke Stilla	Pop	ON	\$25,000
CJ Wiley	Country	ON	\$25,000
Clerel	Soul / R&B	QC	\$25,000
Dozie	Hip Hop	AB	\$25,000
earth2zoe	Pop	ON	\$25,000
EB3n	Soul / R&B	AB	\$25,000
Eric Ryan	Soul / R&B	ON	\$25,000
Ethan Surman	Pop	ON	\$24,900
Fanclubwallet	Alternative	ON	\$25,000
Gentle Sparrow	Roots/Americana	ON	\$25,000

Hanorah	Soul / R&B	QC	\$25,000
HAWA	Alternative	QC	\$25,000
Huttch	Rock	ON	\$25,000
Jaguar Sun	Alternative	ON	\$25,000
Joan Smith and the Jane Does	Rock	ON	\$25,000
John Orpheus	Soul / R&B	ON	\$21,945
Jordana of Earth	Alternative	ON	\$25,000
Kuzi Cee	Pop	AB	\$24,900
Leila Dey	Soul / R&B	ON	\$25,000
Lev Snowe	Alternative	MB	\$25,000
maxime	Pop	ON	\$25,000
Mezmurah	Hip Hop	ON	\$18,750
Mike Herriott	Jazz	ON	\$25,000
Moira and Claire	Folk	NS	\$25,000
Noah Derksen	Roots/Americana	MB	\$24,000
Nova Rose	Pop	QC	\$25,000
Oleyada	Pop	ON	\$25,000
Olivia Ridgely	Pop	QC	\$25,000
RAJAN	Soul / R&B	ON	\$25,000
Rise Carmine	Rock	ON	\$25,000
Royal Castles	Rock	ON	\$25,000
Royal Wood	Alternative	ON	\$25,000
Shalli	Pop	ON	\$25,000
Shyler	Hip Hop	AB	\$25,000
Sierra Pilot	Rock	ON	\$25,000
Skye Wallace	Alternative	ON	\$25,000
Suray Sertin	Dance	QC	\$19,125
Sykamore	Country	AB	\$25,000
Talltale	Pop	AB	\$25,000
The Neighbourhood Watch	Folk	ON	\$25,000
Thea May	Pop	ON	\$25,000
THEHONESTGUY	Soul / R&B	ON	\$25,000
Tona Glover	Hip Hop	AB	\$25,000



# Artist Entrepreneur

Artist Entrepreneur was introduced as a pilot program this year in replacement of Comprehensive Artist and is intended for artists rated 3 or Platinum Album Certified Artists who are investing in their own masters, copyrights, and/or live performances. It is designed for increased flexibility for eligible activities and expenses during the program year – aligned with FACTOR’s fiscal.

**35 artists were funded in this year at a total of \$996,300.**

ARTIST	GENRE	PROVINCE	OFFER
Alan Doyle	Folk	NL	\$75,000
Allan Rayman	Hip Hop	ON	\$14,100
CARYS	Pop	ON	\$15,000
Charlotte Day Wilson	Alternative	ON	\$29,700
Chiiild	Soul/R&B	QC	\$26,100
Dean Brody	Country	NS	\$35,000
DVSN	Soul/R&B	ON	\$33,000
Ekkstacy	Alternative	BC	\$16,600
ELIO	Pop	ON	\$20,300
Fucked Up	Alternative	ON	\$28,900
Ghostly Kisses	Pop	QC	\$18,700
Good Kid	Rock	ON	\$10,000
Gord Bamford	Country	AB	\$35,000
Jade Eagleson	Country	ON	\$30,300
Jesse Cook	World	ON	\$35,000
JESSIA	Pop	BC	\$16,500
Kasablanca	Dance	ON	\$33,700
Katherine Li	Pop	ON	\$15,000
Kaytranada	Electronic	QC	\$40,000
Killy	Hip Hop	ON	\$19,700
LØLØ	Pop	ON	\$31,300
Majid Jordan	Pop	ON	\$38,900
NIGHT LOVELL	Hip Hop	ON	\$40,000
Ollie	Hip Hop	ON	\$10,000
REZZ	Electronic	ON	\$40,000
Robyn Ottolini	Country	ON	\$21,200
Roy Woods	Soul/R&B	ON	\$26,600
SonReal	Hip Hop	BC	\$15,800
The Blue Stones	Alternative	ON	\$27,900
The Darcys	Alternative	ON	\$13,200
The Reklaws	Country	ON	\$36,900
Tim Hicks	Country	ON	\$34,400
Tyler Shaw	Pop	BC	\$20,200
Verzache	Pop	ON	\$17,300
Walk Off The Earth	Pop	ON	\$75,000



PHOTO BY SCOTT LEGGE

**The Order of the Precious Blood**  
@ Music NL

## Live Performance

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 Applications Submitted <b>628</b>	Showcase Applications Approved <b>547</b>	Total Requested <b>\$1,274,959</b>	Total Offered <b>\$892,635</b>
Tour Support Applications Submitted <b>208</b>	Tour Support Applications Approved <b>176</b>	Total Requested <b>\$2,680,956</b>	Total Offered <b>\$2,197,204</b>
Total Live Performance Applications Submitted <b>836</b>	Total Live Performance Applications Approved <b>723</b>	Total Requested <b>\$3,955,915</b>	Total Offered <b>\$3,089,839</b>

## Video

The objective of the Video program is to help finance original video content that supports eligible active sound recordings by Canadian artists.

Applications Submitted <b>54</b>	Applications Approved <b>49</b>	Total Requested <b>\$724,211</b>	Total Offered <b>\$640,043</b>
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ARTIST	GENRE	PROVINCE	OFFER
Apashe	Dance	QC	\$20,000
Aysanabee	Alternative	ON	\$8,835
Black Tiger Sex Machine	Dance	QC	\$23,812
Blue Hawaii	Electronic	QC	\$5,390
Burna Bandz	Hip Hop	ON	\$16,113
Burna Bandz	Hip Hop	ON	\$23,888
Cancer Bats	Metal	ON	\$2,587
CARYS	Pop	ON	\$948
Cat Clyde	Blues	ON	\$1,293
Elena Erin	Pop	BC	\$20,000
Eva Shaw	Hip Hop	ON	\$9,487
Eva Shaw	Hip Hop	ON	\$8,280
Flower Face	Alternative	ON	\$40,000
GRAE	Pop	ON	\$13,800
GRAE	Pop	ON	\$6,200
Haviah Mighty	Hip Hop	ON	\$20,000
Haviah Mighty	Hip Hop	ON	\$12,420
Helena Deland	Folk	QC	\$20,000
Jon Vinyl	Soul/R&B	ON	\$14,231
Jon Vinyl	Soul/R&B	ON	\$6,038
Jordan Hart	Folk	ON	\$5,606
Kam Prada	Hip Hop	AB	\$13,982
Kam Prada	Hip Hop	AB	\$6,018
Kiwi Jr.	Rock	ON	\$7,547
LOONY	Soul/R&B	ON	\$35,250
Lou Val	Soul/R&B	ON	\$14,917
Madalen Duke	Pop	BC	\$20,000
NIGHT LOVELL	Hip Hop	ON	\$40,000
Pusher	Electronic	ON	\$19,500
Ramriddlz	Hip Hop	ON	\$12,075
REZZ	Electronic	ON	\$40,000
Robyn Ottolini	Country	ON	\$7,957
Robyn Ottolini	Country	ON	\$1,294
Robyn Ottolini	Country	ON	\$9,013
Robyn Ottolini	Country	ON	\$1,704
ROMES	Rock	ON	\$9,693
ROMES	Rock	ON	\$5,132

ROMES	Rock	ON	\$7,100
Scenic Route to Alaska	Rock	AB	\$7,870
Scenic Route to Alaska	Rock	AB	\$7,870
Scenic Route to Alaska	Rock	AB	\$4,260
Shred Kelly	Alternative	BC	\$8,108
Shred Kelly	Alternative	BC	\$4,658
Tei Shi	Pop	BC	\$8,625
The Beaches	Rock	ON	\$11,644
The Royal Foundry	Alternative	AB	\$8,625
The Royal Foundry	Alternative	AB	\$8,625
Valaire	Electronic	QC	\$20,000
Whitney Rose	Country	PE	\$19,650

## Songwriter Development

The Songwriter Development program is designed to support professional songwriters writing for and with other artists in their continuing career development.

Applications Submitted <b>16</b>	Applications Approved <b>16</b>	Total Requested <b>\$33,905</b>	Total Offered <b>\$31,987</b>
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ARTIST	PROVINCE	OFFER
Asmahan Shmeit	ON	\$1,987
Brandi Sidoryk	AB	\$2,000
Christopher Eckart	ON	\$2,000
David Ricottone	ON	\$2,000
Declan O'Donovan	YK	\$2,000
Funmi Oyapero	ON	\$2,000
Jacob Critch	NL	\$2,000
Jennifer Mahon	ON	\$2,000
Josh McCabe	TN	\$2,000
Lawrence Maxwell	PE	\$2,000
Meaghan Mullaly	BC	\$2,000
Natasha Zimbaro	BC	\$2,000
Nick Ferraro	ON	\$2,000
Rachel Shuttlesworth	ON	\$2,000
Shawn Moore	ON	\$2,000
Trey Mills	AB	\$2,000



# Comprehensive Artist

The Comprehensive Artist program closed at end of fiscal 2022-2023 and was replaced by Artist Entrepreneur. 25 projects carried over into this fiscal year.

<b>Total Components Submitted</b> <b>55</b>	<b>Total Components Approved</b> <b>54</b>	<b>Total Requested</b> <b>\$692,414</b>	<b>Total Offered</b> <b>\$649,708</b>
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ARTIST	GENRE	PROVINCE	OFFER
//RALPH//	Pop	ON	\$6,825
11:11	Hip Hop	ON	\$20,000
Apashe	Dance	QC	\$66,650
Black Tiger Sex Machine	Dance	QC	\$19,125
Dabin	Dance	ON	\$24,750
Dominique Fils-Aimé	Soul/R&B	QC	\$32,898
Donovan Woods	Folk	ON	\$31,288
Eric Ethridge	Country	ON	\$7,849
Fast Romantics	Alternative	ON	\$18,750
Geoffroy	Pop	QC	\$31,408
Haviah Mighty	Hip Hop	ON	\$6,792
Jason Benoit	Country	NL	\$8,665
Jonathan Roy	Pop	QC	\$58,439
Kiesza	Pop	ON	\$38,028
Manic Drive	Specialized	ON	\$45,076
Matt Dusk	Jazz	ON	\$40,000
Merkules	Hip Hop	BC	\$1,725
Neon Dreams	Pop	NS	\$5,000
NIGHT LOVELL	Hip Hop	ON	\$4,933
Peter Jackson	Hip Hop	ON	\$35,000
Snotty Nose Rez Kids	Hip Hop	BC	\$49,880
The Beaches	Rock	ON	\$27,860
Tim Hecker	Electronic	QC	\$12,707
TWRP	Rock	ON	\$20,000
Wes Mack	Country	BC	\$42,500

# Marketing & Promotion For Non-Factor-Funded Sound Recordings

The Marketing & Promotion for Non-FACTOR-Funded Sound Recordings program closed at end of fiscal 2022-2023 but existing projects carried over into this fiscal.

Components Submitted <b>11</b>	Components Approved <b>8</b>	Total Requested <b>\$104,481</b>	Total Offered <b>\$38,134</b>
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ARTIST	GENRE	PROVINCE	OFFER
Hayley Wallis	Soul/R&B	BC	\$14,657
Nadjiwan	Rock	ON	\$23,477

PHOTO BY BRENDAN MCKAY



**Mitchell Makoons** @ Sound Waves  
Music Meeting Showcase

# Success Stories

## Talk

PHOTO BY DREW YORKE



**2023 was one of explosive growth for TALK. His hit single “Run Away to Mars” continued to soar, reaching #1 at Alternative radio formats in both Canada and the US, and hitting multi-platinum sales.**

It led his debut album, *Lord of the Flies & Birds & Bees*, alongside singles “A Little Bit Happy” and “Wasteland”, helping the album reach Gold certification only a few weeks after release in October 2023.

The year also launched TALK’s first major tours around the world, including a headline run through Europe, festivals including Lollapalooza, Boston Calling, FEQ, Calgary Stampede and an opening slot supporting Young the Giant and Milky Chance across North America. FACTOR supported TALK on the tour through the Live Performance program, helping him cross the US and Canada on this 27-show amphitheater run, playing legendary venues including Red Rocks in Colorado and New York’s Pier 17.

**\$229,070**

Support For  
Eligible Music  
Companies

**\$249,389**

Comprehensive  
Music Company  
program

**\$1,351,911**

Company  
Envelope:  
Mid-Tier

**\$12,097,482**

Company  
Envelope:  
Top-Tier

# Company Lane Programs

Jungle Bobby & [ceo@business.net](mailto:ceo@business.net)

@ Let's Hear It 2023

## 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.

**27 Companies were supported via SEMC at a total of \$229,070 in this fiscal year.**

### Business Development

Total Components Submitted <b>7</b>	Total Components Approved <b>5</b>	Total Requested <b>\$55,333</b>	Total Offered <b>\$39,005</b>
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### Business Travel

Total Components Submitted <b>116</b>	Total Components Approved <b>105</b>	Total Requested <b>\$214,392</b>	Total Offered <b>\$184,191</b>
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### Songwriter Support

Total Components Submitted <b>2</b>	Total Components Approved <b>2</b>	Total Requested <b>\$5,874</b>	Total Offered <b>\$5,874</b>
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Total Components Submitted <b>125</b>	Total Components Approved <b>112</b>	Total Requested <b>\$275,599</b>	Total Offered <b>\$229,070</b>
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Company	Province/Territory	Total Offered
Amelia Artists	BC	\$955
baselineMUSIC	ON	\$1,431
Boonsdale Records Inc.	ON	\$7,521
Bulley Management	NS	\$1,750
Dave Spencer Management	ON	\$8,214
DI:ME ARTS MGMT	ON	\$8,700
Do Right Music Inc.	ON	\$7,500
DOOGOOD Ltd.	ON	\$5,659
Eggplant Entertainment Inc.	ON	\$7,369
Fallen Tree Records Inc.	AB	\$5,935
Foreseen Entertainment	ON	\$4,798
Go Kartz Management Inc.	ON	\$2,903
Good Company	ON	\$8,558
Hand Solo	ON	\$3,845

Hive Management	BC	\$3,708
Hotbox Digital	ON	\$1,824
Hybridity Music	BC	\$8,453
InStyle Music	ON	\$10,974
Ishkōdé Records	ON	\$7,601
Judith Humenick Productions	ON	\$7,500
Kelp Records	ON	\$17,893
Made With Pencil Crayons	ON	\$24,702
Magnum Opus Management	YK	\$7,572
Misfit Music Inc.	MB	\$7,650
Music Marketing International Inc.	NS	\$4,245
Noah Fralick	ON	\$6,655
PICNIC Artists Inc.	ON	\$7,528
Q&A Music Rights Administration Inc.	ON	\$16,637
Rock Paper Management	ON	\$661
Steinberg Artist Management	QC	\$5,867
Tamara Kater	NL	\$5,486
Tiny Kingdom Music Inc	BC	\$8,111
Traverse Music Management	ON	\$864

## Company Envelope: Mid-Tier

Company Envelope: Mid-Tier 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 so they can build sustainable careers.

COMPANY	ARTISTS	OFFER AMOUNT
1851 Music Inc	Jessie Reyez, Sonreal, Sunsetto	\$47,490
Amelia Recordings	Astrocolor, Luca Fogale, Shawnee Kish	\$37,224
Awesome Music	Amarii, Amy Kisser, Dom Vallie, Natali Rachel, Quincy Isaiah, Vandelux	\$36,828
Boulev'art Inc.	Ariane Racicot, Arion - Baroque ensemble, Caroline Gélinas, Daniel Bolshoy, David Jalbert, Denielle Bassels, Gregory Dahl, Jean-Michel Malfout, Julia Mirzoev, Lyne Fortin, Mishael Eusebio, Olivier Godin, Russell Iceberg, Suzanne Taffot, Trio Fibonacci	\$52,357
CAMP	Anna Sofia, Renforshot, Ruby Waters	\$27,414
Chaos Club Digital	Boslen, girly, Madhouse, Vot	\$34,086
CultureCap	Chuck Copenace, Digging Roots	\$25,318
Curve Music / Sonic Envy	Carson Janik, Do Good Assassins, Pretty Archie, Robby Hurricane, Ron Hawkins, The Hello Darlins, The Western Swing Authority	\$34,002
Danagement	Bodywash, Godspeed You! Black Emperor, Jean-Michel Blais, Nora Kelly Band, Socalled, SUUNS, The Besnard Lakes, Yves Jarvis	\$64,861
DOOGOOD Ltd.	Gabriela Bee, TALK	\$38,480
Enlightened Management	Alan Frew, Glass Tiger, Matt Dusk, Monowhales	\$21,537
Forward Music Group	Aquakultre, Century Egg, Gianna Lauren, Jon McKiel, Joshua Van Tassel, JOYFULTALK, Michael Feuerstack, Motherhood, Nick Schofield, Nico Paulo, Sarah Pagé, Wolf Castle	\$30,669

## Company Envelope: Mid-Tier

<b>Global Creative Partners</b>	Jesse Cook, The Celtic Tenors, Tyson Venegas	<b>\$28,693</b>
<b>Gypsy Soul Records</b>	Nicky Lawrence, Samantha Martin & Delta Sugar, The Commoners	<b>\$36,436</b>
<b>Hand Drawn Dracula</b>	Breeze, Michael Peter Olsen, No Joy, Prince Josh, Tallies, Tess Parks	<b>\$27,877</b>
<b>Hidden Pony Records</b>	Roslyn Witter, Theo Tams, Ryan Langdon, New Friends, Jeremy and Jazzy, Aiza	<b>\$106,020</b>
<b>Hotel Particulier Agency Inc.</b>	Elliot Maginot, Soran	<b>\$37,178</b>
<b>Idee Fixe Records Inc.</b>	Bry Webb, Joyful Joyful, L CON, Maybel, ROY, Shabason & Krgovich	<b>\$30,273</b>
<b>Kelp Records</b>	Andy Shauf, Cadence Weapon, Foxwarren	<b>\$28,513</b>
<b>Laughing Heart Music</b>	Andrew O, Anthony OKS, Contrived, Keeper E., Kelly McMichael, Kim Harris, Like A Motorcycle, Pillow Fite, Rube & Rake, Rum Ragged, Silver Wolf Band, TYNES	<b>\$43,825</b>
<b>Lighter Than Air</b>	Billianne, Busty and the Bass, Grand Eugène, Half Moon Run, Hildegard, Kaan, Milk & Bone, Mind Bath, Niall Mutter, No Cosmos, Ouri, Sasha Cay, Valence	<b>\$39,595</b>
<b>MCMXVI</b>	John Fellner, Jon Kabongo, Kardinal Offishall, KTOE	<b>\$28,571</b>
<b>Miller &amp; Smith Management Inc.</b>	Cuff The Duke, Dizzy, Ellis, Jennifer Castle, Notfortheo, Teen Daze	<b>\$23,815</b>
<b>Mint Records</b>	Faith Healer, Heaven For Real, Kamikaze Nurse, Miesha and the Spanks, Non La, Nora Kelly Band, Only A Visitor, Vivek Shraya	<b>\$37,155</b>
<b>Monsieur Oscar</b>	Endrick & The Sandwiches, Simon Kearney, The Brooks	<b>\$39,823</b>
<b>Mothland</b>	Alix Fernz, Atsuko Chiba, Hot Garbage, Karma Glider, Kristian North, La Sécurité, Meggie Lennon, N Nao, Night Lunch, Priors, Truck, Yoo Doo Right	<b>\$36,488</b>
<b>Round One Sports &amp; Entertainment Inc</b>	Charissa, Classified, DIVIIDEEDBY, Kasador, The Tea Party, USS	<b>\$29,393</b>
<b>Sadboy Records</b>	Amanda Frances, Danyka, French Braids, KIESZA, Sugar Jesus, Will Rytte	<b>\$30,780</b>
<b>The Cabin Music Company Inc.</b>	Benja, Benjamin Dakota Rogers, Good Kid, Jeremie Albino, Sister Ray	<b>\$40,805</b>
<b>The Management Trust Ltd.</b>	Ethan Surman, Suray Sertin, The Tragically Hip	<b>\$41,840</b>
<b>Tonic Records</b>	Buckman Coe, Buni Kor, Dennis Ellsworth, DJ O Show, ebonEmpress, Jody Peck, Leeroy Stagger, Lowkita, Rebecca Lappa, Ryland Moranz, Steph Cameron	<b>\$22,506</b>
<b>Turbo</b>	Ambien Baby, Grimes, Jacques Greene, Kenny Glasgow, Love Minus Zero, Maara, Tiga, Trenchcoat	<b>\$31,883</b>
<b>URBNET</b>	Boogieman & Samito, Jesse Dangerously, Korea Town Acid, Moka Only, OBUXUM, Swamp Thing	<b>\$28,433</b>
<b>Watson Entertainment</b>	Dave McEathron, David Francey, Madison Violet, Quote The Raven	<b>\$28,981</b>
<b>Wednesday Management Inc</b>	Alex Porat, Connor Seidel, Deelo, Ralph, The Beaches, Venbee	<b>\$36,648</b>
<b>WenerHouseMusic</b>	DJ Shub, Garret T. Willie, Merkules, Modern Biology, Ollie, Randy Bachman	<b>\$38,192</b>
<b>You've Changed Records</b>	Apollo Ghosts, Daniel Romano, Fiver, Jon Mckiel, Julianna Riolino, Spider Bite, Status/Non-Status, Steven Lambke	<b>\$27,920</b>

In this year, **37 companies** were supported at a total of **\$1,351,911**.

# Success Stories

# elijah woods

PHOTO BY TESS ROBY

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**elijah woods received support through FACTOR's JSR: Album program for his 2023 release "what if it was great?". For an independent artist navigating the industry solo, having access to this funding can make a real difference.**

The EP's lead singles have garnered over 100 million streams globally, boosting his Spotify audience to over 4 million monthly listeners. woods sold-out his first-ever headline tour in Asia (11 shows in 10 countries), and his fan base in places like the Philippines, Korea, Malaysia, Indonesia, and Thailand has skyrocketed. He opened for Niall Horan in Jakarta, made his mark on billboards across North America, and also sold-out a cross-Canada, 13-city headline tour in Fall 2023.

woods is now part of the Artist Entrepreneur program and is working on new projects and growth opportunities with FACTOR's continued support. Expect to see more from this fully independent artist as he continues pushing his career to new heights.



## Company Envelope: Top-Tier

Company Envelope: Top-Tier funding 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 so they can build sustainable careers.

COMPANY	ARTISTS	OFFER AMOUNT
2+2 Management Inc.	Alle the Dreamer, Grandtheft, Keys N Krates, Nostalgix, Ress, Zeds Dead	\$186,797
604 Records	Andrea Clute, Andrew Hyatt, B00sted, Carly Rae Jepsen, Coleman Hell, Dani and Lizzy, Danielle Ryan, DIRTY RADiO, Fionn, Haleluya Hailu, JoJo Mason, Josh Ramsay, Kadooh, LA+CH, Madisyn Gifford, Marianas Trench, Mathew V, Matt Webb, Mauvey, Michaela Slinger, MIKEH, Mounties, Molly Annelie, Schwey, The Jins, Voy Rea, Aley Little and the Suspicious Minds, dwi, Fake Shark, Motel Mira, Johnny Payne, Louise Burns, Mise En Scene, Sarah Jane Scouten, Sleepy Gonzales, The Zolas, Twin River, Shirley Gnome, Harris Anderson, Fur Trade, Waash, Toddy, Matias Roden, Allison Daniels, Teset, Letsko, Yoyou, The Golden Age of Wrestling	\$721,582
Agence Station bleue	Charles Richard-Hamelin, Montreal Guitare Trio-MG3, Cheng2 Duo, Bryan Cheng, Buzz Brass, Ori Dagan, Elinor Frey, Rémi Bolduc Jazz Ensemble, Marianne Lambert, KUNÉ, Marie-Nicole Lemieux, Janina Fialkowska	\$127,341
Alma Records & Cardster Music Co.	Hilario Duran, Eliana Cuevas, Florian Hoefner / Dani Oore, Rik Emmett, Micah Barnes, Monkey House/ Florian Hoefner Trio, Saved By Violet	\$121,681
Aquarius Records LTD	The Holy, Fabrikate, Skesa, Guillaume Michaud, Simbasol, Elyn Woods, Forrest, Sterling Grove	\$113,502
Arbutus Records	Blue Hawaii, Born At Midnite, Cecile Believe, Das Beat, Marci, Sean Nicholas Savage, Sorry Girls, TOPS	\$123,437
Artofact Records	Cevin Key, Cyberaktif, Dead Quiet, Front Line Assembly, Ken Mode, LEATHERS, Spectres, Tunic	\$133,363
Arts & Crafts	Andy Shauf, Broken Social Scene, Busty and the Bass, Charlie Houston, Chemical Club, Dan Mangan, Frazey Ford, Gabrielle Shonk, Georgia Harmer, Gord Downie & Bob Rock, Haley Blais, Hannah Georgas, Hayden, Jacques Greene, Japandroids, Jean-Michel Blais, Katie Tupper, Kevin Drew, Lowell, OMBIIGIZI, Pierre Kwenders, Sarah Harmer, Taylor Janzen, Aaron Allen, Jordan Klassen, Marcus Paquin, Fleece, Blonde Diamond, Buelow, Juliana Rolino, Jason Collett, Broken Social Scene, Dan Mangan, Jean-Michel Blais, Matthew Cardinal	\$426,030
Birthday Cake	Begonia, The Bros. Landreth, Field Guide, K-Riz, Kris Ulrich, Leith Ross, Living Hour, Mouraine, Royal Canoe, Sam Lynch, Slow Leaves	\$150,069
Black Box Recordings, Inc.	Brett Emmons, JJ Wilde, Justin Nozuka, OBGMS	\$253,571
Blue Heron Music Inc	Ashleigh Ball, Born Reckless, Current Swell, Fleece, Jesse Roper, Jon and Roy, Loving, Nicky Mackenzie, Ocie Elliott, Pastel Blank, Sierra Lundy, The Bankes Brothers	\$123,709

<b>Cadence Music Group</b>	Tasha Angela, Melanie Fiona, City Fidelia, Public Goods, Lord Quest, Hassan Phillips, Felix Cartal, Sophie Simmons, Jake Hope, Digital Youth, Jack Trades, Dear Rouge, Texas King, Bleeker, Altameda, Sam Roberts Band, Tommy Lefroy	<b>\$396,347</b>
<b>CARE OF Management Inc.</b>	Ashley Sienna / Budman. / distraction4ever / Joël Lobban / Lyan Paris / Mackenzie Arromba / Nicolina / RÊVE / Roderick Porter	<b>\$158,299</b>
<b>CCS Rights Management Corp</b>	CARYS (Aviva Mongillo), Feautette (Leyi J), Hill Kourkoutis, Laurent Bourque, Marc Koecher, Mikhail Layton, Murry Lightburn, Nuela Charles, POSEY	<b>\$151,885</b>
<b>Coalition Music Inc.</b>	IKKY, Amanda Marshall, Preston Pablo, Classified, Sophia Fracassi, Simple Plan, The Tea Party, Vicki Brittle, Our Lady Peace, Ekaterina Shelehova, Eric Punzo, Charissa	<b>\$195,555</b>
<b>Constellation</b>	All Hands Make Light, Cheanauy / Driver / Melanson, FYEAR, Godspeed You! Black Emperor, Jerusalem In My Heart, Joni Void, Kee Avil, KY, Markus Floats, Off World, Sandro Perri	<b>\$258,901</b>
<b>Courage Holdings Inc.</b>	afternoon bike ride, Cri, Delachute, Overland, Priori, Sam Lamar, TDJ	<b>\$148,041</b>
<b>Cult Nation</b>	Charlotte Cardin, Lubalin, Halo, Malko, Harper, Alicia Moffet	<b>\$345,932</b>
<b>Deadbeats</b>	MKLA, Mythm, Nostalgix, One True God, Ricky Bamboo, Suray Sertin, Zeds Dead	<b>\$210,302</b>
<b>Decibel Entertainment</b>	Khanvict, Modern Biology, Rupî Kaur, Shally Rehal, Skinny Local, Cartel Madras	<b>\$214,947</b>
<b>Dine Alone Records</b>	AVIV, Bedouin Soundclash, Calling All Captains, Cam Kahin, Chastity, Dead Tired, DEAR-GOD, Dooms Children, Edwin Raphael, Get The Shot, Land of Talk, Mobina Galore, NOBRO, Rarity, Respire, Sam Coffey & The Iron Lungs, Single Mothers, Spencer Burton, TEETH, The Drew Thomson Foundation, The Flatliners, Trench, Wintersleep, Yukon Blonde	<b>\$372,234</b>
<b>Envision Management and Production</b>	Bell Orchestre, Colin Stetson, Dark Sky Society, Kid Koala, Murray A Lightburn, Rebecca Foon, Richard Reed Parry, Sarah Pagé	<b>\$251,090</b>
<b>Hyvetown Music Inc</b>	Nathan Navarro, AJ Healey, Jeremy Voltz, Lucas Marston, Nate Daniels, Jeff Johnson, Delaney Jane, Yash Gruzman	<b>\$69,545</b>
<b>Indica Records Inc.</b>	Beau Nectar, Carlyn, David Campana, Family Man, Gros Soleil, Hey Major, Ivytide, Leila Lanova, Omayela, Patrick Krief, The Franklin Electric	<b>\$133,197</b>
<b>Indoor Recess Inc.</b>	Daysormay, Mariel Buckley, Simon and the Island, Simon Ward	<b>\$84,274</b>
<b>Jayward Artist Group Inc.</b>	Dylan Burk, Kyra Daniel, RadioClub, Tebey	<b>\$144,195</b>
<b>Jazz Cellar Cafe Ltd.</b>	Angela Wrigley Trio, Bill Coon, Bruno Hubert Trio, Canadian National Jazz Orchestra, Cory Weeds meets Champion Fulton, Daniel Hersog Orchestra Feat. Kurt Rosenwinkel, Imogen Randle, Jillian Lebeck, John Lee Trio/Quartet, Mimosa, Neil Swainson Sextet, Paul Pigat Boxcar, Phil Dwyer Meets the Singers, Virginia MacDonald	<b>\$104,420</b>
<b>Jones &amp; Co.</b>	Brynn Knickle, Carleton Stone, David Myles, Don Brownrigg, Joel Plaskett, Maggie Andrew, Mo Kenney, Reeny Smith, Shaye, Willie Stratton, Wolf Castle	<b>\$111,980</b>
<b>Justin Time Records Inc</b>	Christine Jensen, Code Quartet, Doxas Brothers, Emma Frank, Jean-Michel Pilc, Laura Anglade, Lex French, Little Animal!, Simon Denizart	<b>\$92,175</b>

<b>Latent Recordings</b>	Cowboy Junkies, Jerry Leger, Tom Wilson, Skydiggers, Michael Timmins	<b>\$86,233</b>
<b>Les Productions HTR inc.</b>	Alex Henry Foster, Sef Lemelin, Cubby V, Raj Ramayya, 10After10, Total Gipsy	<b>\$219,789</b>
<b>MDM Recordings</b>	Jess Moskaluke, Tyler Joe Miller, Don Amero, David James, Five Roses, Mikhail Laxton, Megan Nash, Del Barber, The Redhill Valleys	<b>\$198,904</b>
<b>Monstercat</b>	Atlas, Bensley, Conro, Fairlane, Kelland, Oblvyn, Sabai, Whipped Cream, Ymir, Zensei	<b>\$203,877</b>
<b>Nettwerk Music Group Inc.</b>	Abby Sage, Alaskan Tapes, Anomalie, Aunty Social, Banners, Bestfriend, Billy Raffoul, Blue J, Carsen Gray, Dee Holt, Dilyn, Flower Face, Garrett Kato, Harrison Brome, Jon Bryant, Joshua Hyslop, Kerri, Laura Lucas, Martin Kerr, Neighborhood Libraries, Ocie Elliot, PANTONE VU, Ten Kills the Pack, The East Pointers, Wild Rivers, Young Friend	<b>\$707,825</b>
<b>Northside Management</b>	Distant Matter, Happy Hour, Loud Luxury	<b>\$162,040</b>
<b>Opak Media Inc</b>	Aliocha, Bibi Club, Billie duPage, Elisapie, Fernie, Gus Englehorn, James Forest, Jesse Mac Cormack, Magi Merlin, Patrick Watson, Plants and Animals, Rosie Valland, The Barr Brothers	<b>\$344,931</b>
<b>Outside Music</b>	Abigail Lapell, Adrian Underhill, Charlotte Cornfield, Doug Paisley, Hua Li 化力, Jill Barber, Justin Rutledge, Luka Kuplowsky, Matthew Barber, poolblood, Super Duty Tough Work, Tami Neilson, The Weather Station, Wild Black	<b>\$153,806</b>
<b>Pandyamonium Management Inc.</b>	Adria Kain, Blair Lee, Nicolette & The Nobodies, Serena Ryder, TALK	<b>\$203,690</b>
<b>Paper Bag Records Inc.</b>	Art d'Ecco, Devarrow, FRANKIE, Pony Girl, POSTDATA, Princess Century, Sunsetter, The Rural Alberta Advantage, Zoon	<b>\$132,142</b>
<b>Paquin Entertainment Group</b>	Babygirl, Buffy Sainte-Marie, Devan, Donovan Woods, Tim Baker, Wild Rivers	<b>\$149,529</b>
<b>People's Champ Management</b>	Alexander Sowinski, BADBADNOTGOOD, Chester Hansen, Jonah Yano, Nemahsis, Skiifall, The Kount	<b>\$100,000</b>
<b>Pirates Blend Records Inc.</b>	Ging, Jayda G, Mah Moud, Matthew Progress, Mustafa, Odonis Odnos	<b>\$132,122</b>
<b>Red Brick Songs</b>	Clayton Bellamy, Dan Davidson, Edwin Raphael, Jeen O'Brien, Sharon and Bram, Trevor Hurst	<b>\$100,000</b>
<b>RGK Entertainment Group Inc.</b>	Dayna Reid, Dustin Bird, Graham Scott Fleming, Hunter Brothers, Tim Hicks	<b>\$163,355</b>
<b>Royal Mountain Records</b>	Anyway Gang, Cartel Madras, Dizzy, Ducks LTD, Jaywood, PACKS, Sister Ray, Wyatt C. Louis	<b>\$166,188</b>
<b>Secret City Records Inc.</b>	Alexandra Streliski, Antoine Corriveau, Basia Bulat, Bibi Club, Braids, Daniel Belanger, Emilie Kahn, Jeremy Dutcher, Jesse Mac Cormack, Klo Pelgag, La Force, Ladan, Leif Vollebakk, Patrick Watson, Shad	<b>\$409,178</b>
<b>Six Shooter Records Inc.</b>	Boy Golden, Elliott BROOD, James Baley, Jesse Northey, July Talk, Lana Winterhalt, Mauvey, NQ Arbuckle, Nyssa, Skye Wallace, Sun Sun, T Thomason, Tanya Tagaq, The Dead South, The Spiral Eyes, Whitehorse, William Prince, Witch Prophet	<b>\$419,192</b>
<b>Sonic Records</b>	Adam Baldwin, Alan Doyle, Dave Sampson, Fortunate Ones, Matt Andersen, Matt Mays, Villages	<b>\$165,564</b>
<b>Sonic Unyon</b>	Ancient Teeth, Basement Revolver, Big Wreck, Chore, Danko Jones, Dearly Beloved, Espanola, Golden Feather, Sam Weber, Terra Lightfoot	<b>\$125,401</b>

<b>Starfish Entertainment Inc.</b>	Blue Rodeo, Elliott BROOD, Greg Keelor, Jim Cuddy, Skydiggers, Suzie Ungerleider, The Sadies	<b>\$106,178</b>
<b>Starseed Entertainment</b>	Cam Bogle, Dean Brody, Griffen Palmer, Jade Eagleson, James Barker Band, Nate Haller, Reklaws, Sacha	<b>\$318,571</b>
<b>Stomp Records</b>	Anti-Queens, Autogramm, Black Halos, Boids, Brutal Youth, Cross Dog, Doghouse Rose, Dreadnoughts, Fake Friends, Filthy Radicals, K-Man & the 45s, No Waves, Penske File, Planet Smashers, Raygun Cowboys, Real McKenzies, Real Sickies, Wine Lips	<b>\$199,110</b>
<b>Studio 44</b>	Elijah Woods, Elijah Woods x Jamie Fine, JESSIA	<b>\$174,082</b>
<b>Telephone Explosion Records LTD</b>	Andre Ethier, Badge Epoque Ensemble, Blunt Chunks, Dorothea Paas, Jahmal Padmore, Jairus Sharif , Jane Inc, Joseph Shabason , Mas Aya, Scott Hardware, Shirley Hurt	<b>\$103,965</b>
<b>Third Side Music Inc.</b>	Arrangement, Artist of the Year, BADBADNOTGOOD, Bedouin Soundclash, Bell Orchestre, Ben Shemie, Betta Lemme, Beverly Glenn-Copeland, Caveboy, Champion, Colin Stetson, CTZNSHP, Dan Boeckner, Darkometro, Dead Obies, Devarrow , Duchess Says, Elliott Brood, Esmerine, Foxtrott, Galt MacDermot, Gang Signs, Geoffroy, Groenland, Haley, Heat, Helena Deland, Hildegard, Holy Fuck, Humans, Jackie Mittoo, Jason Kent/ Sunfields, Jay Malinowski, JayWood, Jerusalem In My Heart, Jesse Marchant, Joe Rocca, Jon and Roy, Keys N Krates, Kid Koala, KROY, Leland Whitty, Les Breastfeeders, Les Handclaps, Lisa Leblanc, Malajube, Marie Davidson, Matt Holubowski, Matthew Tavares/Matty/Homer, Michael Rault, Milk & Bone, Mint Simon, NOBRO, Noone, Nyssa, Ocie Elliott, Operators, Owen Pallett, Pale Lips, Pastel Blank, Patrick Krief/ Krief, Pierre Kwenders, Pottery, Programm, PyPy, Radio Radio, Random Recipe, Rebecca Foon, Rich Aucoin, Ryan Hemsworth, Sabota, Said The Whale, Sarah Neufeld, SATE, Sierra Lundy, Spencer Krug, SUUNS, Tasha The Amazon, Thunderheist, TR/ST, We Are Wolves, Wishkaah, Wolf Parade, Yamantaka // Sonic Titan, Young Echoes, Yu Su	<b>\$454,671</b>
<b>Wax Records</b>	Alyssa Reid, Aidan Skira, August Brodie, Jamie Appleby, Noelle, Owen Barney, shawn Desman, The Man Who, Virginia To Vegas	<b>\$195,555</b>
<b>We Are Busy Bodies</b>	Aladean Kheroufi, AMT +, Beta Trip, CF + Myst, Joe McLeod, Kilometre Club, Kristen Roos, Macaroni Birthday, Michael Scott Dawson, Mount Maxwell, New Age Doom, Norman McLaren, Peace Flag Ensemble, Rich Aucoin, UWUW, Vanity Mirror, Wide Mouth Mason	<b>\$130,645</b>
<b>WRC Management</b>	KAYTRANADA, Lou Phelps, POMO	<b>\$129,811</b>

In this year, **58 companies** were supported at a total of **\$12,097,482.**

## Comprehensive Music Company

The Comprehensive Music Company program closed at end of fiscal 2022-2023, replaced by the Company Envelope: Mid-Tier program, but a number of projects rolled over into the current fiscal.

**17 companies** were supported in this year for **27 artists' activities**.

### Marketing

Total Components Submitted <b>10</b>	Total Components Approved <b>9</b>	Total Requested <b>\$63,747</b>	Total Offered <b>\$56,472</b>
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### Radio Marketing

Total Components Submitted <b>2</b>	Total Components Approved <b>1</b>	Total Requested <b>\$10,000</b>	Total Offered <b>\$5,000</b>
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### Sound Recording

Total Components Submitted <b>6</b>	Total Components Approved <b>3</b>	Total Requested <b>\$42,430</b>	Total Offered <b>\$32,080</b>
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### Tour Support

Total Components Submitted <b>14</b>	Total Components Approved <b>13</b>	Total Requested <b>\$108,065</b>	Total Offered <b>\$96,607</b>
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### Video

Total Components Submitted <b>14</b>	Total Components Approved <b>7</b>	Total Requested <b>\$96,638</b>	Total Offered <b>\$59,230</b>
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Total Components Submitted <b>46</b>	Total Components Approved <b>33</b>	Total Requested <b>\$320,880</b>	Total Offered <b>\$249,389</b>
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**William Prince, Julian Taylor, Allison Russell, Aysanabee, Shawnee Kish, and Logan Staats**

@ JUNO Awards 2024

COMPANY	ARTISTS	OFFER AMOUNT
Awesome Productions	Electric Lemonade	\$2,531
Black Hen Music	Ndidi Onukwulu	\$11,672
Cordova Bay Entertainment	Bend Sinister, David Gogo	\$30,725
Do Right Music Inc.	Ryan Oliver, The Soul Motivators	\$34,056
Everything Forever	Mute Choir	\$2,199
Flemish Eye	Blessed	\$9,000
Foreseen Entertainment	Moonshine, Olmec Records	\$27,031
Forward Music Group	Motherhood	\$5,818
GroundSwell Music	Rawlins Cross	\$4,149
Hand Drawn Dracula	Breeze, Michael Peter Olsen	\$11,030
Hybridity Music	regularfantasy	\$5,410
Idee Fixe Records Inc	L CON	\$4,312
Laughing Heart Music	Rum Ragged	\$3,177
Leaf Music ULC	Dorian Bandy, Duo Oriana, Infusion Baroque, Maryse Legault	\$30,618
Miller & Smith Management Inc.	Ellis	\$18,759
URBNET	Moka Only	\$6,132
You've Changed Records	Juliana Riolino, Julie Doiron, Steven Lambke, The Burning Hell	\$42,779

PHOTO BY LMATT BRADEN



Grimelda @ Saskatoon Music Fest



Kwado @ New Music Night

# Community Lane Programs

PHOTO BY JENNY RAMONE



## 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 2SLGBTQ+.

Funding provided by: Private Radio Broadcasters

Total Projects Submitted <b>105</b>	Total Projects Approved <b>75</b>	Total Requested <b>\$2,364,537</b>	Total Offered <b>\$1,209,939</b>
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## Sponsorship Recipients Table

PROJECT	APPLICANT	PROV/TER	OFFER
100 Collective Culture Conference 2023	100 Collective Entertainment	BC	\$10,000
2RMX Main Feast 2023	2 Rivers Remix Society	BC	\$30,000
Initial Shock	Aaron Scholz	QC	\$6,000
The Roots & Drums Festival	ACPA Foundation	AB	\$7,000
National Indigenous People's Day 2023	Alberta Music	AB	\$3,508
Embrace Life Tour	Alianait Arts Festival	NU	\$21,000
Side By Side Weekend 2023	Anthony Cardozo	ON	\$15,000
The Jibfest Weekender 2024	Anthony Carew	NL	\$7,500
META Arts Fest 2023	Arts & Culture Initiative of South Asia	ON	\$14,000
Vibrant Brampton 2023	Arts & Culture Initiative of South Asia	ON	\$20,000
2023 Roots and Blues	Badlands Amphitheatre	AB	\$15,000
BCAB 2023	BC Association of Broadcasters	BC	\$30,000
Big Winter Classic	Big Winter Classic	AB	\$12,500
CRAFT Live Festivals	Bling Events International Ent.	ON	\$15,000
CHRISTMAS CANTATA	BunmiPraise Outreach Inc.	MB	\$6,000
Praise Without Barriers Spring Edition	BunmiPraise Outreach Inc.	MB	\$10,000
Fall & Winter Artist Showcases	Cheryle Dueck	ON	\$10,000

#blackgurlhouse (a global showcase)	Chinedu Egwenu	ON	\$5,000
This is Brampton 2023/2024 Season	City of Brampton- Performing Arts	ON	\$30,000
Vibrant Classical 2023	Community Arts Council of Canada	ON	\$2,000
Cine & Cena(Taste Film)	Corrientes del sur colectivo southern currents film and video	ON	\$5,000
Cultivate Festival 2023	Cultivate Community Non-Profit Services	ON	\$15,000
The Road To Cultivate 2023	Cultivate Community Non-Profit Services	ON	\$10,000
Music: An Indigenous Perspective	Dauphin's Countryfest	MB	\$15,000
2023 Edmonton Pride Festival	Edmonton Pride Festival	AB	\$20,000
Reggae on the Ave 2023	Edmonton Reggae Festival Society	AB	\$20,000
New Friends Fest 2023	Egin Kongoli	ON	\$7,500
Gussapoolooza Music Festival	Jojeom Entertainment	ON	\$20,000
Season 1 - Fall Community Sessions	filltheBLNK	ON	\$15,000
BASTID'S BBQ - 2023	First Things First Entertainment Inc.	ON	\$20,000
Hatch	Head In The Sand	MB	\$15,000
Indigenous Music Office	Indigenous Music Alliance	ON	\$125,000
Levee on the Lake 2023	IntangibleCulture&HeritageCouncilofNB	NB	\$7,000
ETGD 2023	International Ave Arts & Culture Centre	AB	\$25,000
IRAL Summer Jam Fest 2023 (Brandon)	IRAL	MB	\$15,000
Alternative Waves Music Festival 2023	Keith Aucoin	AB	\$10,000
Christmas Live Music	Latincouver Cultural & Business Society	BC	\$5,000
2023 Live Music Market Festival	Latincouver Cultural & Business Society	BC	\$10,000
Nuanced Created Live Showcase	Lauriel Lewis	ON	\$2,000
Lighthouse Blues Festival	Lighthouse Blues Festival	ON	\$15,000
2023 Lunenburg Folk Harbour Festival	Lunenburg Folk Harbour Society	NS	\$5,000
Latin American Heritage Celebration	MDA Productions	ON	\$20,000
Crescendo Fest 2023	Micah Smith	NS	\$15,000
Queering Live: A Pride Project	Music Nova Scotia	NS	\$7,425
National Indigenous People's Day 2023	Music PEI	PE	\$5,000
All That Worldly Jazz Festival	Neruda Arts	ON	\$12,000

Connection 2023	Ontario Association of Broadcasters	ON	\$30,000
Scarborough Folk Fest 2023	Parampara Canada	ON	\$10,000
Do-Over Festival 2023	People's Champ Management	ON	\$15,000
Festival Quinzaine jazz	Productions Nouvelle-Orléans	QC	\$5,000
2023 Purple City Music Festival	Rain Shadow Productions Ltd	AB	\$10,000
SXSW 2023 SHOWCASE	RANGE Magazine	BC	\$10,000
Korea: A New Retro Art & Music Festival	Sara Say	QC	\$24,718
Muskoka Music Festival Sponsorship 2023	Sawdust City Music Festival	ON	\$7,000
Recess Festival	School Night	ON	\$6,000
Soul In The City @ Casa Loma	Sean Jones	ON	\$20,000
SHE-Q Mission to NAMM 2024 - Supporting Gender Equality in Production and Engineering	SHE-Q Audio	AB	\$15,000
Vibra Fest	Showzaço Artistic Productions	ON	\$7,500
GerryFest 2023	St. Norbert Arts Centre	MB	\$5,000
The Legacy Awards 2023	The Black Academy	ON	\$46,788
Four Winds Music Fest	The Happiness Mafia	ON	\$10,000
2023 Jade Music Festival	The Society of We Are Canadians Too	BC	\$30,000
Voyageur Days 2023	The Town of Mattawa	ON	\$15,000
2023 Rock on The River	Timmins Festival and Events Committee	ON	\$10,000
Ontario Place Summer Live Music Festival	Toronto Undergraduate Jazz Festival	ON	\$10,000
Rose Bowl	Tristan Clarke	ON	\$5,500
Taste of Music TO	UNCDTNL Support	ON	\$5,000
Midsummer Magic 2023	Under The Spire Music Festival	PE	\$5,000
Listen, Listen Festival 2023	Vancouver Improvised Arts Society	BC	\$5,000
Oxygen 2023 - Concert at Entrepôt 77	Volume Alliance	QC	\$2,000
WAB 2023	WAB	AB	\$30,000
Black History Month 2024	Waveland	ON	\$10,000
Live at the Guild	Waveland	ON	\$10,000
West End Micro Music Festival 2023	West End Micro Music Festival	ON	\$15,000
Operational Support 2023-24	Women in Music Canada	MB	\$125,000



# Success Stories Gayance



PHOTO BY STEF VAN OOSTERHOUT



## 2023 HIGHLIGHTS

- ✓ Releasing my debut album on my favourite indie electronic music label: Rhythm Section INL based in South-London.
- ✓ Being shortlisted for the Polaris Music Prize.
- ✓ Playing until 4:00am at Montreux Jazz Festival in Switzerland.
- ✓ Having some of my favourite artists showing me some love.
- ✓ Celebrated my album release in March 2023, in a big house alone in Rio de Janeiro.
- ✓ Having the visual album presented at Cannes in June 2023.
- ✓ Performing 2 times in Italy for the first time ever, I became in love with panzerottis.

## 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.

### Industry Events

Total Projects Submitted <b>81</b>	Total Projects Approved <b>71</b>	Total Requested <b>\$4,865,685</b>	Total Offered <b>\$3,335,329</b>
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### Showcase Production for Export-Ready Artists

Total Projects Submitted <b>65</b>	Total Projects Approved <b>61</b>	Total Requested <b>\$2,471,036</b>	Total Offered <b>\$1,778,914</b>
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### Showcase Production for Artists from Official Language Minority Communities (OLMC)

Total Projects Submitted <b>29</b>	Total Projects Approved <b>24</b>	Total Requested <b>\$1,426,166</b>	Total Offered <b>\$767,269</b>
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Total Collective Initiatives Projects Submitted <b>175</b>	Total Approved <b>156</b>	Total Requested <b>\$8,762,887</b>	Total Offered <b>\$5,881,513</b>
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#### INDUSTRY EVENTS PROJECTS

PROJECT	APPLICANT	PROV	OFFER
Do It For the Culture Con & Fest 2024	100 Collective Records Inc	BC	\$20,000
Confluence 2024	2 Rivers Remix Society	BC	\$50,000
Confluence (C2C)	2 Rivers Remix Society	BC	\$44,000
Prism Prize 2023	Academy of Canadian Cinema & Television	ON	\$20,000
2023-24 Backstage Pass - Jan - April 2024	Alberta Music	AB	\$31,240
2023-24 Backstage Pass - Sept - Dec 2023	Alberta Music	AB	\$26,848
Black Diamond Ball	Artxperiential Projects	ON	\$15,000
Black Diamond Ball 2024	Artxperiential Projects	ON	\$25,000
Empowering Women in the Music Industry	Axe Worldfest	ON	\$18,718
Pacific Contact 2024	BC Live Performance Network	BC	\$5,000
BDRB 2023-2024 Collective Initiatives	Breaking Down Racial Barriers	ON	\$99,900
CCMA 2023	Canadian Country Music Association	ON	\$200,000
Canadian Music Week 2023	Canadian Music Week	ON	\$190,000
Sustainable Futures	Canadian New Music Network	QC	\$19,000
Canadian Reggae Music conference	Canadian Reggae Music Association	ON	\$10,000
CAPACOA National Conference	CAPACOA	ON	\$15,000
JUNOS 2024	CARAS/The JUNO Awards	ON	\$200,000
2024 JUNO Awards part 2	CARAS/The JUNO Awards	ON	\$100,000

Cranium Conference 2023	CRANIUM	ON	\$12,000
C-Tribe x Music Festival & Conference	C-Tribe	AB	\$30,000
Project 2024	Cultural Industries Ontario North	ON	\$15,625
Blue Jay Sessions Summit 2023	Dan Clapson	AB	\$15,000
East Coast Music Awards 2023	East Coast Music Association	NS	\$115,000
FRMULA 2024	Ensemble / FRMULA	ON	\$20,000
Folk Music Ontario Conference	Folk Music Ontario	ON	\$40,000
SCREENxSCREEN 2023	Indie Week Inc.	ON	\$13,824
International Indigenous Music Summit 2024	Indigenous Music Alliance	ON	\$120,000
IIMS 2023	Indigenous Music Alliance	ON	\$119,200
JFC Block Booking Meetings 2023	Jazz Festivals Canada	NS	\$7,000
Lawnya Vawnya Industry Delegate Program	Lawnya Vawnya	NL	\$16,750
GirlConncted - 2024	Lola Media Group	ON	\$50,000
M for Montreal 2023	M for Montreal	QC	\$80,000
The Link Up	Manifesto Community Projects	ON	\$40,000
MB Showcase 2023	Manitoba Arts Network	MB	\$40,000
2023-24 MusicWorks PD Events	Manitoba Music	MB	\$50,000
2023 Indigenous Music Northern Residency	Manitoba Music	MB	\$27,000
Mundial 2023	Mundial Montreal	QC	\$50,000
ARC Accelerator Program Y2	Music BC	BC	\$72,000
Jumpstart Program 2024	Music BC	BC	\$20,238
Sound Off 2023	Music Calgary Inc.	AB	\$40,000
Nova Scotia Music Week 2023	Music Nova Scotia	NS	\$40,000
Mentorship & Education 2023/2024	Music PEI	PE	\$40,000
Canadian Song Conference 2023	Music PEI	PE	\$32,552
Music PEI Awards Week 2023	Music PEI	PE	\$15,925
Showcase PEI 2023	Music PEI	PE	\$5,000
Music NB Week 2023	Music/Musique NB	NB	\$30,000
Music Celebration Week 2023	MusicNL	NL	\$50,000
Club Sagacité	Musique Moonshine	QC	\$11,280
2024	Musique Moonshine	QC	\$5,000
MUTEK 2023 - Daytime Program	MUTEK	QC	\$80,000
Honey Jam 2023 Programming	PhemPhat Entertainment Group	ON	\$50,000
Honey Jam 2024 Programming	PhemPhat Entertainment Group	ON	\$50,000
Polaris Music Prize 2023	Polaris Music Prize Inc.	ON	\$200,000
POP Montreal 2023 - Industry	POP Montréal	QC	\$85,000
Mentorship Program	Regina Folk Festival	SK	\$15,000
Winter 2023 Program Application	SaskMusic	SK	\$34,216
2023 Sled Island Music & Arts Festival	Sled Island Music & Arts Festival	AB	\$3,183
GT23 Industry Events	Small World Music	ON	\$66,000
SWM Incubator 2024	Small World Music	ON	\$35,000
SW Music Incubator 2023	Small World Music	ON	\$32,150
Speaker Series 2023	The Remix Project	ON	\$23,982
The Remix Project - 2023 Workshops	The Remix Project	ON	\$23,053
2024 - Remix Workshops (May-Aug)	The Remix Project	ON	\$17,776
Remix Workshops January-April 2024	The Remix Project	ON	\$10,423
2024 - Speaker Series (May-Aug)	The Remix Project	ON	\$6,448
Blues Summit 11 & Maple Blues Awards	Toronto Blues Society	ON	\$30,000
2024 Industry Events			
Venus Fest Mentorship Program 2023	Venus Fest	ON	\$25,000
Venus Fest Mentorship Program 2024	Venus Fest	ON	\$20,000
VIFF AMP 2023	VIFF	BC	\$25,000
BOW 2023 Industry Events	WESTERN CANADIAN MUSIC ALLIANCE INC.	MB	\$120,000
Industry Events 2023-24	Women in Music Canada	MB	\$70,000

#### SHOWCASE OLMC PROJECTS

PROJECT	APPLICANT	PROV	OFFER
Canadian Music Week 2023	Canadian Music Week	ON	\$60,000
JerkFest Conference & Festival	Caribbean Promotions Arts and Culture Inc.	ON	\$15,000

OLMC 2024_Le Phoque OFF 10th Edition	Centrale Alternative/ Phoque Off	QC	\$30,000
Cranium Festival 2023	CRANIUM	ON	\$20,000
FME2023	Emerging Music Festival	QC	\$80,000
FME 2024	Emerging Music Festival	QC	\$60,000
Festival FAR 2023	FAR Festival des arts de ruelle	QC	\$15,000
Festival BleuBleu 2023	Festival BleuBleu	QC	\$19,875
Flourish 2023	Flourish Festival	NB	\$10,000
Lawnya Vawnya 13	Lawnya Vawnya	NL	\$26,775
15th anniversary - Le Festif de Baie-St-Paul	Le Festif	QC	\$30,000
M for Montreal 2023	M for Montreal	QC	\$60,000
TAVERNE TOUR 2023 - OLMC ARTIST SHOWCASE	Mothland	QC	\$30,000
TAVERNE TOUR 2024 - OLMC ARTIST SHOWCASE	Mothland	QC	\$30,000
Music 4 Cancer 2023	MUSIC 4 CANCER	QC	\$15,000
Club Sagacité	Musique Moonshine	QC	\$25,000
POP Montreal 2023- OLMC	POP Montréal	QC	\$90,000
Shivering Songs 2024	Shivering Songs	NB	\$15,000
2023 Sled Island Music & Arts Festival	Sled Island Music & Arts Festival	AB	\$20,619
OLMC Festival Santa Teresa 2023	Superbe Culture	QC	\$15,000
TOTC festival 24th edition	T.O.T.C./House of Reggae Records	QC	\$25,000
Taste of the Caribbean festival 25th Anniversary	T.O.T.C./House of Reggae Records	QC	\$25,000
Wavelength Winter Festival 2023	Wavelength	ON	\$25,000
Wavelength Winter Festival 2024	Wavelength	ON	\$25,000

#### SHOWCASE EXPORT PROJECTS

PROJECT	APPLICANT	PROV	OFFER
Do It For the Culture Con & Fest 2024	100 Collective Records Inc	BC	\$7,000
2023/ 24 Export Initiatives (Livestock)	Alberta Music	AB	\$93,601
Contact East 2023	Atlantic Presenters Association	NS	\$21,750
CCA Black Music Managers NYC 2024	Breaking Down Racial Barriers	ON	\$19,850
CAPACOA National Conference	CAPACOA	ON	\$10,000
JUNOS 2024 Block Party	CARAS/The JUNO Awards	ON	\$50,000
Production Export Ready Artists 2023	East Coast Music Association	NS	\$50,000
FME2023	Emerging Music Festival	QC	\$45,000
FME 2024	Emerging Music Festival	QC	\$30,000
IIMS 2024 Delegation	Indigenous Music Alliance	ON	\$50,000
IIMS 2023 Delegation	Indigenous Music Alliance	ON	\$44,000
Bis de Nantes 2024	Jeremy Dutcher	QC	\$14,621
Desiree Dawson / Love Sounds	Keychange	BC	\$10,547
Gaby Gauthier-Durand	Keychange	QC	\$7,148
The Garrys	Keychange	SK	\$18,654
Kingsley Swim	Keychange	ON	\$10,034
Liza Yohannes	Keychange	ON	\$10,675
Miesha and the Spanks	Keychange	AB	\$16,984
Mis En Scene	Keychange	MB	\$11,572
Nancy Lee	Keychange	BC	\$7,762
Roxanne Lemieux	Keychange	QC	\$6,562
M4M @ UK tour 2023	M for Montreal	QC	\$50,000
M4M @ New Colossus and SXSW 2023	M for Montreal	QC	\$40,000
M for Montreal 2023	M for Montreal	QC	\$25,000
M4M @ New Colossus and SXSW 2024	M for Montreal	QC	\$25,000
M @ Reeperbahn 2023	M for Montreal	QC	\$15,000
Maky Lavender	Printemp de Bourges 2023	QC	\$10,315
Manifesto Festival 2022	Manifesto Community Projects	ON	\$20,000
Manifesto Festival: Export Ready	Manifesto Community Projects	ON	\$30,000
Manifesto At A3C	Manifesto Community Projects	ON	\$23,300
2023- 24 Export Market Development	Manitoba Music	MB	\$100,000
Taverne Tour 2024 - Export Ready	Mothland	QC	\$11,275
Mundial @ Womex 2023	Mundial Montreal	QC	\$40,000
Mundial 2023	Mundial Montreal	QC	\$20,000



Mundial @ FAI 2023	Mundial Montreal	QC	\$11,275
Mundial @ FAI 2024	Mundial Montreal	QC	\$15,000
Music BC Export Development 2023/24	Music BC	BC	\$96,000
IBD FY 2023/24	Music Nova Scotia	NS	\$81,941
Export Development Plan 2023-24	Music PEI	PE	\$80,000
ExportNB 2023-24	Music/Musique NB	NB	\$35,000
Export 2023-24	MusicNL	NL	\$50,000
APAC2023UPDATED	Musik Iz The Motive Entertainment	NB	\$24,163
MUTEK 2023	MUTEK	QC	\$80,000
POP Montreal 2023- Export Ready	POP Montréal	QC	\$25,000
POP Montréal and SXSW 2024	POP Montréal	QC	\$14,000
Rastafest Showcase Buffalo	Rastafest Inc	ON	\$5,000
Winter 2023 Program Application	SaskMusic	SK	\$5,959
School Night Toronto Q1 2024	School Night	ON	\$15,400
School Night Toronto 05 - 08 2024	School Night	ON	\$7,000
GT23 Showcase Production	Small World Music	ON	\$33,000
Going Global Sept 15-Dec 31 2023	Small World Music	ON	\$30,000
Going Global Jan 1 - Apr 30, 2024	Small World Music	ON	\$20,000
Going Global - May 1-Oct 31 2023	Small World Music	ON	\$19,370
SWM GG May 1-Aug 31 2024	Small World Music	ON	\$7,000
Blues Summit 11 Showcase for Export Ready Artists	Toronto Blues Society	ON	\$12,500
VIFF AMP 2023	VIFF	BC	\$10,000
2022 Showcase Prod for Export Ready	WESTERN CANADIAN MUSIC ALLIANCE INC.	MB	\$65,000
BOW 2023 Export Ready	WESTERN CANADIAN MUSIC ALLIANCE INC.	MB	\$60,000
BOW 2023 Export Ready Outbound	WESTERN CANADIAN MUSIC ALLIANCE INC.	MB	\$6,625
BOW 2023 Export Ready Outbound 2	WESTERN CANADIAN MUSIC ALLIANCE INC.	MB	\$2,875
Export Showcase Support 2023-24	Women in Music Canada	MB	\$16,791

## 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. FACTOR provides funding support to the Canadian Independent Music Association (CIMA), the Canadian Live Music Association (CLMA), Music Managers Forum Canada (MMF), Music Publishers Canada (MPC), and Songwriters Association of Canada (SAC) via this program.

Total NSOs Funded <b>5</b>	Total Offered <b>\$1,397,000</b>
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# Success Stories

# Charlotte Cornfield

PHOTO BY TESS ROBY



**In May of 2023, in harmony with becoming a new mom, Charlotte Cornfield brought her fifth album, *Could Have Done Anything*, into the world. Recorded with producer Josh Kaufman and released via Next Door Records in Canada and Double Double Whammy / Polyvinyl internationally, the album earned rave reviews from Pitchfork, Exclaim, Dominated, Paste, Flood, and more. The single “Gentle Like The Drugs” hit #1 on CBC Radio 3’s chart and Charlotte toured Canada, the US, Europe, and the UK, playing festivals including Nelsonville, Winnipeg Folk Festival, and End of the Road Festival.**

FACTOR funding was critical in supporting the recording of *Could Have Done Anything* and the attendant Marketing and Video campaigns have resulted in exponential growth in followers and subscribers across music streaming, social media, and video platforms. Once declared by Rolling Stone to be “Canada’s best-kept secret,” Charlotte is now a save-to-playlist favourite to the half-million-plus fans streaming her music millions of times across 130 countries.

*Could Have Done Anything* is a testament to Cornfield’s uncommon life and all its possibilities, an acknowledgment that the best musicians can turn fleeting moments into timeless songs. Recorded over six days, working swiftly and impulsively in an aim to shrink the gap between having an idea and putting it on tape, the resulting sound is at once elaborate and unrehearsed; there’s a sense that it’s coming together - and coming alive - at the very moment it’s being made.

# Success Stories

# Blue Moon Marquee

PHOTO BY LINDSAY DAKIN



**The Cowichan Valley - Coast Salish Territory, BC, indie blues duo of guitarist/vocalist A.W. Cardinal and bassist/vocalist Jasmine Colette were double-category nominees at the 2024 JUNOs and took home the statuette for Blues Album of the Year, the culmination of a string of successes emanating from the 2022 #FACTORfunded album "Scream, Holler & Howl".**

The 13-song collection set Blue Moon Marquee to a sweep of the 2023 Maple Blues Awards where the same album earned them Entertainer of the Year, Acoustic Act of the Year, Songwriter of the Year and Record/Producer of the Year - the first time a single artist has carried those categories and Cardinal is also the first Indigenous artist to win those 'big four' awards.

Over the airwaves, the album went #1 on the Earshot Folk/Roots/Blues chart, #3 on the Earshot National Top 50, #5 on the NACC International chart and #8 on the coveted Living Blues chart to name a few!

"FACTOR funding was at the core of supporting our strategy, allowing us to create many wonderful music videos which were distilled into shareable snippets to spread their message organically and authentically," says their manager, Ken Simms. "The Marketing component gave us the budget needed to drive discovery and spins on Spotify and Apple and views on YouTube, as well as amplifying upcoming tour dates which were buoyed with Tour Support before hitting the triple-play across harder-to-reach markets with Radio Marketing. The resulting fan growth has been phenomenal, leading to more direct news subscribers who are loyal, engaged, and so supportive."

These "two small-town Alberta kids" aren't just going places- they've clearly arrived.

# **Foundation Assisting Canadian Talent on Recordings**

Financial Statements

**March 31, 2024**

(expressed in Canadian dollars)



## Independent auditor's report

To the Board of Directors of Foundation Assisting Canadian Talent on Recordings

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### Our opinion

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Foundation Assisting Canadian Talent on Recordings (the Foundation) as at March 31, 2024 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, 2024;
- 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.

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### 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.

PricewaterhouseCoopers LLP  
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T.: +1 416 863 1133, F.: +1 416 365 8215, Fax to mail: ca\_toronto\_18\_york\_fax@pwc.com

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



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

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

In preparing the financial statements, management is responsible for assessing the 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.

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## **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.

*PricewaterhouseCoopers LLP*

Chartered Professional Accountants, Licensed Public Accountants

Toronto, Ontario  
September 19, 2025

# Foundation Assisting Canadian Talent on Recordings

## Statement of Financial Position

As at March 31, 2024

(expressed in Canadian dollars)

				2024	2023
	General fund \$ (unrestricted)	Capital asset fund \$	Restricted reserve fund \$	Total \$	Total \$
<b>Assets</b>					
<b>Current assets</b>					
Cash	2,250,229	-	-	2,250,229	1,112,319
Accounts receivable	2,885,486	-	-	2,885,486	-
Short-term investments	19,506	-	-	19,506	1,004,000
Other assets	86,786	-	-	86,786	90,380
	5,242,007	-	-	5,242,007	2,206,699
<b>Investments</b>	-	-	47,946,243	47,946,243	54,832,754
<b>Property and equipment</b> (note 4)	-	96,493	-	96,493	101,133
<b>Intangible assets</b> (note 5)	-	67,079	-	67,079	78,259
	5,242,007	163,572	47,946,243	53,351,822	57,218,845
<b>Liabilities</b>					
<b>Current liabilities</b>					
Accounts payable and accrued liabilities (note 6)	304,040	-	-	304,040	216,463
<b>Net Assets</b>	4,937,967	163,572	47,946,243	53,047,782	57,002,382
	5,242,007	163,572	47,946,243	53,351,822	57,218,845
<b>Commitments</b> (note 7)					
<b>Subsequent event</b> (note 12)					

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

\_\_\_\_\_  
Director \_\_\_\_\_ 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, 2024

(expressed in Canadian dollars)

	2024			2023	
	General fund \$	Capital asset fund \$	Restricted reserve fund \$	Total \$	Total \$
<b>Revenue</b> (schedule 1)	32,846,767	-	-	32,846,767	50,810,517
<b>Expenditures</b>					
Grants (schedule 2)	37,461,219	-	-	37,461,219	51,345,826
Administrative expenses (schedule 3)	3,615,629	-	-	3,615,629	3,300,332
	41,076,848	-	-	41,076,848	54,646,158
<b>Deficiency of revenue over expenditures before the following</b>	(8,230,081)	-	-	(8,230,081)	(3,835,641)
<b>Investment income</b>	211,630	-	(78,645)	132,985	211,344
<b>Unrealized gain (loss) on investments</b>	-	-	4,186,360	4,186,360	(1,299,415)
<b>Depreciation of property and equipment</b>	-	(32,684)	-	(32,684)	(21,633)
<b>Amortization of intangible assets</b>	-	(11,180)	-	(11,180)	(13,044)
	211,630	(43,864)	4,107,715	4,275,481	(1,122,748)
<b>(Deficiency) excess of revenue over expenditures for the year</b>	(8,018,451)	(43,864)	4,107,715	(3,954,600)	(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, 2024

(expressed in Canadian dollars)

				2024	2023
	General fund \$ (unrestricted)	Capital asset fund \$	Restricted reserve fund \$	Total \$	Total \$
<b>Balance – Beginning of year</b>	1,990,236	179,392	54,832,754	57,002,382	61,960,771
(Deficiency) excess of revenue over expenditures for the year	(8,018,451)	(43,864)	4,107,715	(3,954,600)	(4,958,389)
Interfund transfers (note 8)	10,966,182	28,044	(10,994,226)	-	-
<b>Balance – End of year</b>	<b>4,937,967</b>	<b>163,572</b>	<b>47,946,243</b>	<b>53,047,782</b>	<b>57,002,382</b>

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, 2024

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(expressed in Canadian dollars)

	2024 \$	2023 \$
<b>Cash provided by (used in)</b>		
<b>Operating activities</b>		
Deficiency of revenue over expenditures for the year	(3,954,600)	(4,958,389)
Items not affecting cash		
Depreciation of property and equipment	32,684	21,633
Amortization of intangible assets	11,180	13,044
Unrealized (gain) loss on investments	(4,243,522)	1,299,415
Realized loss on investments	78,645	32,470
	<hr/>	<hr/>
	(8,075,613)	(3,591,827)
Changes in non-cash working capital items		
Accounts receivable	(2,885,486)	-
Other assets	3,594	(27,472)
Accounts payable and accrued liabilities	90,479	(26,759)
	<hr/>	<hr/>
	(10,867,026)	(3,646,058)
<b>Investing activities</b>		
Purchase of investments	(11,919,581)	(4,000)
Purchase of short-term investments	(1,019,506)	-
Sale of investments	22,954,338	14,746
Sale of short-term investments	2,017,729	-
Purchase of property and equipment	(28,044)	(19,927)
	<hr/>	<hr/>
	12,004,936	(9,181)
<b>Increase (decrease) in cash during the year</b>	1,137,910	(3,655,239)
<b>Cash – Beginning of year</b>	1,112,319	4,767,558
	<hr/>	<hr/>
<b>Cash – End of year</b>	2,250,229	1,112,319
	<hr/>	<hr/>

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

# Foundation Assisting Canadian Talent on Recordings

## Notes to Financial Statements

March 31, 2024

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(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's objective is to help foster the development of music by supporting sound recording production and promotion as well as collective promotion and professional development activities. For this purpose, FACTOR offers financial contribution programs to artists, recording companies, producers, publishers, managers, songwriters and composers, as well as to associations, organizations and events. FACTOR provides funding to eligible recipients, Canadian individuals and groups in the music sector, through funds received by Canada's private radio broadcasters and the Canada Music Fund through the Department of Canadian Heritage.

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

### 2 Basis of presentation

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

### 3 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.

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 unless overages above \$50M are incurred and is not available 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.

# Foundation Assisting Canadian Talent on Recordings

## Notes to Financial Statements

March 31, 2024

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(expressed in Canadian dollars)

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 cash on hand and 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, the net carrying amount of the long-lived assets is written down to the asset's fair value or replacement cost. The writedown of long-lived assets are recognized in the statement of operations. Writedowns are not subsequently reversed.

### **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.

# Foundation Assisting Canadian Talent on Recordings

## Notes to Financial Statements

March 31, 2024

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(expressed in Canadian dollars)

### 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 as 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 from the reporting date. Investments comprise pooled funds.

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

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

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

### Related parties

Financial assets originated or acquired, and financial liabilities issued or assumed in a related party transaction are initially measured at cost. For financial instruments with repayments terms, cost is determined as the sum of undiscounted cash flows less any impairment losses previously recognized by the transferor. For financial instruments with no repayment terms, cost is determined by reference to the consideration transferred or received by the Foundation in the transaction.

## 4 Property and equipment

	<b>2024</b>		
	<b>Cost \$</b>	<b>Accumulated depreciation \$</b>	<b>Net \$</b>
Computer equipment	451,527	437,055	14,472
Furniture and equipment	318,404	277,045	41,359
Leasehold improvements	164,097	123,435	40,662
	<b>934,028</b>	<b>837,535</b>	<b>96,493</b>

# Foundation Assisting Canadian Talent on Recordings

## Notes to Financial Statements

March 31, 2024

(expressed in Canadian dollars)

	<b>2023</b>		
	<b>Cost</b>	<b>Accumulated depreciation</b>	<b>Net</b>
	\$	\$	\$
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
	<u>905,984</u>	<u>804,851</u>	<u>101,133</u>

### 5 Intangible assets

	<b>2024</b>		
	<b>Cost</b>	<b>Accumulated amortization</b>	<b>Net</b>
	\$	\$	\$
Computer software	554,204	487,125	67,079

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

### 6 Accounts payable and accrued liabilities

Accounts payable and accrued liabilities comprise the following amounts:

	<b>2024</b>	<b>2023</b>
	\$	\$
Trade accounts payable	141,247	48,998
Professional fees	93,929	80,152
Vacation accrual	43,864	62,313
Bonus accrual	25,000	25,000
	<u>304,040</u>	<u>216,463</u>

# Foundation Assisting Canadian Talent on Recordings

## Notes to Financial Statements

March 31, 2024

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(expressed in Canadian dollars)

### 7 Commitments

#### Offers

As at year-end, FACTOR is committed to advancing funds in the future totalling approximately \$5,944,002 (2023 – \$9,885,287) as offers to recipients. Because certain conditions must be met before such funds are released, these amounts have not been recorded as liabilities.

The following is the breakdown of the amounts that remain outstanding as at March 31, 2024:

	Initial commitment \$	Payment made to date \$	Remaining commitment balance \$
Before April 1, 2023	1,239,640	768,581	471,059
April 1, 2023 – December 31, 2023	17,582,691	13,758,784	3,823,907
January 2024 – March 31, 2024	3,698,742	2,049,706	1,649,036
	<u>22,521,073</u>	<u>16,577,071</u>	<u>5,944,002</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 \$
2025	281,700
2026	285,000
2027	288,500
2028	<u>73,000</u>
Total	<u>928,200</u>

### 8 Interfund transfers

During the year, \$28,044 (2023 – \$19,927) was transferred to the capital asset fund from the general fund. In addition, \$10,994,226 (2023 – \$nil) was transferred from the investments of the restricted reserve fund to the investments of the unrestricted general fund. The transfer was approved by the board of directors.

# Foundation Assisting Canadian Talent on Recordings

## Notes to Financial Statements

March 31, 2024

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(expressed in Canadian dollars)

### 9 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 60% (2023 – 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 40% (2023 – 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 29% (2023 – 30%) of the Foundation's investment portfolio.

# Foundation Assisting Canadian Talent on Recordings

Notes to Financial Statements

March 31, 2024

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(expressed in Canadian dollars)

## 10 Related party transactions

During the year, FACTOR approved offers, in the normal course of operations, to related organizations in the amount of \$1,632,897 (2023 – \$2,301,243) and extended payments in the amount of \$1,461,512 (2023 – \$1,745,499), which are included in the statement of operations as grants. Total outstanding commitments to these parties amounted to \$171,385 as at March 31, 2024 (2023 – \$555,744), 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.

## 11 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.

## 12 Subsequent event

On June 13<sup>th</sup>, 2024, FACTOR made Scotiabank aware of the inability to access their online account at ScotiaConnect. On June 14<sup>th</sup>, 2024, FACTOR was made aware by Scotiabank that on June 12<sup>th</sup>, 2024, a one-time wire of \$9,772,875.33 was made by an unauthorized new user from FACTOR's bank account to another Scotiabank customer account unassociated with FACTOR, and from there to a third party account outside Scotiabank.

FACTOR has attempted to get the funds returned and has launched a civil case against Scotiabank and two other parties. To date, FACTOR is still in court proceedings for the return of the funds and the case remains an ongoing investigation with law enforcement.

# Foundation Assisting Canadian Talent on Recordings

Schedule of Revenue

Schedule 1

For the year ended March 31, 2024

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(expressed in Canadian dollars)

	2024 \$	2023 \$
<b>Public</b>		
Canada Music Fund contributions		
Individual Initiatives	17,637,008	16,014,539
Collective Initiatives Program	6,835,018	5,895,000
Festival Reopening Fund	-	4,200,000
Music Venues and Concert Promoters Support	-	10,500,000
	<hr/>	<hr/>
	24,472,026	36,609,539
<b>Private</b>		
Broadcasters' contributions		
Tangible benefits	2,766,061	3,988,106
Canadian content development		
Basic	1,079,683	1,253,641
Over and above	81,160	158,808
Canadian Radio-television and Telecommunications Commission	-	4,223,868
Music subscription	4,447,837	4,576,555
	<hr/>	<hr/>
	8,374,741	14,200,978
	<hr/>	<hr/>
	32,846,767	50,810,517

# Foundation Assisting Canadian Talent on Recordings

## Schedule of Grants

Schedule 2

For the year ended March 31, 2024

(expressed in Canadian dollars)

	2024 \$	2023 \$
<b>Sound recording production</b>		
Comprehensive Music Company	151,649	563,302
Comprehensive Artist	169,085	471,200
Jury Honorarium	14,525	-
Artist Entrepreneur	896,670	-
Juried Single E/P	689,720	-
Artist development	273,557	707,904
Juried sound recording	806,980	1,135,609
	3,002,186	2,878,015
<b>Marketing</b>		
Comprehensive music company	425,433	1,045,233
Comprehensive artist	862,054	999,696
Juried sound recording	5,238,381	5,590,861
Marketing and promotion non-FACTOR funded sound recordings	157,919	481,432
Tour support	2,265,785	2,006,481
Showcase	908,925	817,567
Video	579,120	514,363
	10,437,617	11,455,633
<b>Envelope</b>		
Envelope – music companies	11,523,946	13,371,385
Envelope – mid tier music companies	1,371,380	-
Musicaction transfer	1,000,000	1,000,000
	13,895,326	14,371,385
<b>Emergency COVID-19 music industry relief programs</b>		
Support for live concerts	-	995,686
Support for live music events	-	1,238,529
Support for music venues and concert promoters	-	9,609,760
Festival reopening fund	323,145	3,308,875
	323,145	15,152,850
<b>Other</b>		
Business travel	279,459	487,146
Business development	43,539	111,086
Program travel expenses	89,435	91,658
Accessibility support	8,957	4,468
Songwriter's workshop	35,205	33,814
Sponsorship	1,231,939	1,172,411
Regional affiliates	549,730	573,500
Radio marketing	302,889	371,407
	2,541,153	2,845,490
<b>Collective initiatives program</b>		
Envelope for collective initiative national and provincial music associations	1,418,161	829,656
Industry events	3,508,246	2,221,401
Showcase production for artists from official language minority communities	740,213	491,514
Showcase production for export ready artists	1,595,172	1,099,882
	7,261,792	4,642,453
	37,461,219	51,345,826

# Foundation Assisting Canadian Talent on Recordings

Schedule of Administrative Expenses

Schedule 3

For the year ended March 31, 2024

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(expressed in Canadian dollars)

	<b>2024</b>	<b>2023</b>
	<b>\$</b>	<b>\$</b>
<b>Salaries and benefits</b>	1,896,891	1,791,002
<b>Occupancy costs</b>	247,748	255,726
<b>Equipment rentals and repairs</b>	100,629	131,810
<b>Automobiles and travel</b>	45,599	29,047
<b>Publicity, promotion and meetings</b>	58,747	105,145
<b>Professional fees</b>	148,584	140,940
<b>Office and general</b>	138,350	19,815
<b>Consulting</b>	218,000	235,621
<b>Subscription</b>	30,199	17,097
<b>Professional development</b>	16,904	19,330
<b>Courier and postage</b>	-	31
<b>IT development and maintenance</b>	680,368	512,930
<b>Telephone and communications</b>	17,537	21,883
<b>Insurance</b>	16,073	19,955
	<hr/>	<hr/>
	3,615,629	3,300,332



# FACTOR

THE FOUNDATION ASSISTING CANADIAN TALENT ON RECORDINGS  
WITH SUPPORT FROM CANADA'S PRIVATE RADIO BROADCASTERS

[factor.ca](http://factor.ca)

Canada