



Envelope Funding for Music Companies

Program Guidelines

2020-2021

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Program Overview

1. Envelope Funding for Music Companies is allocated once a year for a recipient to undertake a suite of activities fostering the development of Canadian artists and the promotion of their music so they can build sustainable careers. This can include expenses related to the production and marketing of sound recordings, domestic and international tours and showcases, music publishing, artist management and business development activities.
2. **In response to challenges created by the COVID-19 pandemic, funding in this program is now calculated based on the applicant's revenues from the last 3 fiscal years**, compared with applications from peer companies. See How Applications Are Assessed for full details. **The percentage of FACTOR's contribution is 75% of total eligible expenses.**
3. The maximum funding level for individual companies is \$650,000; affiliated companies are capped at \$800,000.
4. Detailed review of applications will take up to 16 weeks from the application deadline. For the 2020-2021 pilot year of this program, an initial review of the application will take up to 3 weeks from the deadline. Applicants will be notified of the results of the initial review, and whether FACTOR will proceed with a detailed review, or if the applicant will stay in or move to project-based funding.
5. Funding for this program is provided by the Department of Canadian Heritage's Canada Music Fund's Individual Initiatives Component and Canada's Private Radio Broadcasters.

Application Deadline

6. Application materials must be uploaded to the Applicant Profile in the FACTOR portal by April 15, 2020, 11:59 pm Pacific Time.

Eligibility

7. For the 2020-2021 fiscal year Envelope Funding will be available to Canadian music companies that meet the following eligibility criteria, provided by the company in their FACTOR Applicant Profile:
 - Be a Canadian-owned and -controlled company with headquarters based in Canada;
 - Have a business that relates to the production and marketing of Canadian sound recordings, domestic and international touring and showcasing of Canadian artists, Canadian artist management, publishing of Canadian musical works and business and skills development;
 - Have completed 3 years of continuous operations as a Canadian music company;
 - Be able to demonstrate their financial viability;

- Have minimum annual gross revenues of \$100,000 in the most recent fiscal year from music-related activities (sound recordings, touring and showcasing, management and publishing);
- Have carried out eligible activities (production of sound recording, marketing of sound recording, tours and showcases, management) for at least 2 Canadian artists who have released at least 1 eligible Canadian sound recording within the reference period (April 1, 2018 to March 31, 2020) AND/OR for eligible publishing activities, have a minimum of 4 Canadian songwriters, who are not shareholders or officers of the company, and have promoted at least 10 new eligible Canadian musical works within the reference period (April 1, 2018 to March 31, 2020);
- Have fulfilled all their contractual obligations with respect to artist royalty payments;
- Be (and their affiliates) in good standing with the Crown as a result of agreements entered into with Canadian Heritage or any other government department as well as with third-party administrators FACTOR and Musicaction; and
- Have the receipts from Library and Archives Canada for a “Legal deposit” for each eligible Canadian sound recording released in the 2019-2020 fiscal year (April 1, 2019 – March 31, 2020).

Be advised that eligibility criteria may change in future fiscal years as the program is further developed.

Companies that are interested in this program and are new to the FACTOR system are invited to [create an Applicant Profile](#) prior to the program deadline. Please contact FACTOR to discuss.

8. Eligible applicants who do not submit an application by the deadline will be placed on hold until the application is submitted. On hold means that the applicant’s active projects will be suspended. The applicant cannot receive any approved funding nor apply for any new funding until the hold has been cleared.
9. FACTOR welcomes and encourages applications from people with disabilities. Please contact your Project Coordinator to discuss options for accommodations throughout the application process, as well as our [Application Accessibility Support Fund](#).

How This Program Works

10. 2020-2021 is the pilot year of this program. For this year, note that meeting the eligibility requirements will not guarantee funding in this program. Applicants who are not funded under Envelope Funding will be directed to project-based funding in the [Support for Eligible Music Companies](#) and [Comprehensive Music Company](#) programs. All eligibility criteria for those programs will apply. In this event, FACTOR will allow project applications and expenses to be backdated to April 1, 2020.
11. To apply, applicants must submit:
 - [Application Form](#) (Excel spreadsheet) - Uploaded to Envelope Funding tab in Applicant Profile.
 - Note: Affiliated groups must report their revenues and investments under one single form.
 - Investments do not need to be broken down by individual artists. All artist investments can be combined in one column. Within this column, do continue to break down investments by the seven eligible activities: sound recording, touring and showcasing, music publishing, artist management, artist development, business development, administrative expenses.
 - Applicants are asked to separate estimated investments related to a sound recording with a French-language majority. (If more than one project, these can be combined in a separate column.)
 - Business Plan (PDF) - Uploaded to Envelope Funding tab in Applicant Profile.
 - See detailed instructions in Application Form.

- **NEW:** Include a specific section on the Applicant's plans for the next 3 months as well as their administration needs. In particular, detail any administrative needs that remain after incorporating the Canada Emergency Wage Subsidy and the overall Envelope Funding contribution, which includes up to 15% of administrative expenses.
 - Activities and investments do not need to be separated on an individual artist basis. Applicants may combine artists plans and strategy generally.
 - Financial statements for the past 3 fiscal years (PDFs) - Uploaded to Gross Revenue section of Applicant Profile
 - Financial statements must be prepared by a Chartered Accountant. FACTOR will accept audited financial statements, review engagement reports, or notice-to-reader statements. You are required to submit audited financial statements if your 2019-2020 contribution exceeded \$250,000.
 - LAC Receipts – PDF documents - Uploaded to Envelope Funding section of Applicant Profile
 - Receipts from Library and Archives Canada for legal deposit for releases from the past fiscal year (April 1, 2019 – March 31, 2020), or confirmation of attempt to legally deposit.
12. **FACTOR projects approved prior to April 1, 2020:** Envelope Funding applicants may currently have active, approved FACTOR project components. Approved expenses that will be incurred during the 2020-2021 Envelope Funding eligibility window (April 1, 2020 – March 31, 2021) should not be included in the Envelope Funding Application Form under Planned Investments. Recipients will complete these projects under the original project agreement terms. Completions and other milestones will be due on established timelines.

In the 2020-2021 fiscal year, funding disbursed for projects approved prior to April 1, 2020, plus funding through the Envelope Funding program cannot exceed \$650,000 for individual companies or \$800,000 for affiliated companies.

13. **Envelope Funding and FACTOR's Comprehensive Artist (CA) and Marketing and Promotion for Non-FACTOR-Funded Sound Recordings (MPN) programs:** Recipients of Envelope Funding may apply to FACTOR's CA and MPN programs, subject to also meeting the eligibility requirements of the respective programs. Note the following conditions:
- A maximum of 25% of project expenses in CA or MPN can be funded by Envelope Funding, and vice versa.
 - Funding from Envelope Funding, CA, MPN, or any other public funders cannot exceed 100% of the project's total eligible budget.
 - If an applicant includes Envelope Funding investments for a project funded under CA or MPN in their Envelope Funding application, they are obligated to use their Envelope Funding funds for those expenses. Failure to comply may result in a reduction of funds.

Be advised that these allowances are not guaranteed to continue beyond the 2020-2021 pilot year.

14. **Applicants representing both French- and English-language artists:** Applicants will be asked to identify French- and English-language artists in the Application Form. If the majority of investments relate to French-language artists, applicants should submit their application to [Musicaction](#). If the majority of investments relate to English-language artists, applicants should submit their application to FACTOR. However, applicants representing both French- and English-language artists whose proportion of production/marketing of French-language musical content is less than 50% can still submit their application to Musicaction if they typically submitted their application to them in the past. FACTOR and Musicaction will collaborate to assess the investments for artists performing in a language covered by the other funder.
15. **Applications from affiliated companies:** Affiliated companies should submit one Application Form (combining revenues and planned investments) and one Business Plan (detailing information for all companies). The application will be submitted under one Applicant Profile, and if approved, funding will be disbursed to that Applicant. It is then up to the companies to divide the envelope funding.

16. In cases of artists who work with multiple companies, the applicant company must clearly identify their specific involvement with the artist to claim their portion of the investments.
17. Recipients will be asked to complete a cashflow statement (template provided by FACTOR) following FACTOR's detailed review and offer of funding.
18. Recipients will have the ability to redirect funding between expenditure categories within certain limits, particularly if the new activities are similar to those proposed in the original application. Recipients must ensure that proposed changes to activities or costs remain eligible by consulting with their Project Coordinator.
19. FACTOR restricts the transfer of ownership and control of full-length sound recordings which it funds under its sound recording programs. Recipients of sound recording funding are obliged, for a period of two years after commercial release, to notify FACTOR of their intention to sell, assign, license or otherwise transfer the control of the sound recording to another party. Please see [Business Policies: Disposition of Masters](#) or speak with your Project Coordinator for more details.

How Applications are Assessed

20. 100% of the funding contribution amount is based on **eligible revenues** from the company's 3 most recent fiscal years) in areas such as production and promotion of sound recordings, touring, publishing and Canadian artist management activities presented in the Application Form and business plan for the 2020-2021 fiscal year.
21. **Revenue Assessment:** Applicants will be compared to peer companies to establish separate funding levels for small, medium and large companies.
22. Innovative initiatives included in applications will be competitively reviewed separately and in addition to the Envelope Funding contribution.

Eligible Activities

23. Your activities must foster the development of Canadian artists, promote their music and expand their audience. Only revenues and expenses related to the activities listed below can be reported.

Sound recording production, promotion and marketing activities

24. Production and promotion activities for sound recordings (tracks) are eligible if the recordings meet the following requirements:
 - They are Canadian (see definition of eligible Canadian sound recording)
 - They are clearly and publicly attributed to an artist (solo performer, group or collective)
 - They meet legal deposit requirements.
25. Sound recordings of various formats and lengths are recognized by the program (e.g. singles, EPs=mini albums, full-length albums, downloads, streaming, vinyl records, CDs, DVDs, etc.). Sound recordings commercially released must be accompanied by a marketing plan.
26. You must own Canadian copyright for the Canadian sound recordings you produce and release or co-produce and release or hold an exclusive license assigned by the Canadian copyright owner to release the Canadian sound recordings in the Canadian market.

27. Co-production: Co-production revenues must be reported in keeping with the distribution set out in the co-production agreement.
28. The following activities are not eligible:
- Sound recordings produced for fundraising, advertising or promotional campaigns; and
 - Sound recordings produced for educational purposes.

Touring and showcasing activities

29. Activities related to touring and showcasing of eligible Canadian artists are eligible provided that they are central to the career development of the artist and meet the following requirements:
- Feature a Canadian artist that has released at least six eligible Canadian sound recording tracks no more than two years prior to the start of the tour or plan to release within six months of the performance.
30. The following activities are not eligible:
- Tour-related activities that are not for a particular artist and their career development. This includes musicals, retrospective/tribute shows, large scale shows (shows that have different programming compared to the tour), charity or corporate shows, etc.
 - Tour-related activities that are not intended to promote an artist's new sound recordings (album or multiple tracks).

Music publishing activities

31. Funding will be given to projects that aim to develop the career of artists and promote their works across multiple platforms. Canadian musical works are eligible if they meet the following requirements:
- they are central to the career development of an eligible Canadian artist; and
 - all of the works are registered with a collective rights management company
32. The following activities are not eligible:
- Publishing activities related to commissioned works for the audiovisual sector; and
 - Other activities aimed at the creation of musical works intended solely as soundtracks or background music.

Artist management activities

33. Eligible activities must support the career development of Canadian artists. These may be related to eligible activities in sound recordings, tours as well as music publishing or be more directly related with the development of artists, such as training, creative assistance activities, etc.

Business development activities

34. Business development activities such as identifying new eligible artists and developing the market for Canadian artists are eligible.

Business Travel

35. Business travel relating directly to roster artists can be claimed under Artist Development investments. Business travel on behalf of the overall company, A&R, or otherwise seeking new opportunities can be claimed under Business Development investments.

Innovation and risk taking

36. The CMF encourages innovative business practices in the industry in the development of Canadian artists' careers, promotion and audience development and recognize the risk created by the implementation of innovative initiatives with high potential, but which would not necessarily generate a high return in the short term. The Application Form contains more details on this.

Ineligible activities

37. Any activity related to the production and promotion of Canadian musical works that, in our opinion, contain or promote any of the following is deemed ineligible:
- material that is hate propaganda, obscene or child pornography, or any other illegal material, as defined in the Criminal Code;
 - pornography or other material having significant sexual content unless it can be demonstrated that there is an overriding educational or other similar purpose;
 - material that contains excessive or gratuitous violence;
 - material that is denigrating to an identifiable group; or
 - any other similarly offensive material.

Eligible Expenses

38. Eligible expenses are those related to Canadian artists for eligible activities undertaken between April 1, 2020 and March 31, 2021.
39. Sound recording expenses
- Salaries and benefits and/or Professional fees (by this is meant specific professional services provided through contracts)
 - Artist, musician and backing vocals fees
 - Arrangers
 - Artistic Director
 - Music Producer
 - Executive Producer (associate producer)
 - Studio charges
 - Mastering
 - Cover art
 - Manufacturing expenses
 - Participation expenses (co-production with producers or artists)
 - Equipment rental
 - Travel expenses (transportation, accommodation and meals, etc.) as per the [Government of Canada's Travel Directive](#)
40. Touring and showcasing expenses
- Salaries and benefits and/or Professional fees (by this is meant specific professional services provided through contracts)
 - Artist, musician and technician fees
 - Equipment rentals
 - Travel expenses (transportation, accommodation and meals, etc.) as per the [Government of Canada's Travel Directive](#)
 - Promotion expenses
41. Musical works publishing expenses
- Salaries and benefits and/or Professional fees (by this is meant specific professional services provided through contracts)
 - Music placement activities expenses (song plugging)
 - Coordination fees (i.e. subcontracted coordination (management))
42. Artists' development expenses (these expenses may relate to the activities mentioned above as well as to management activities)

- Salaries and benefits and/or Professional fees (specific professional services provided through contracts)
- Premiums, bonuses or any other forms of advances. Recipients may NOT recoup the portion of the advance used with the Government of Canada's contribution; however, they may recoup the portion they used with their money.
- Promotional material (posters)
- Media—advertising and press
- Printing of not-for-sale promotional recordings
- Stylists
- Press photos
- Translation fees (website, promotion, contracts)
- Artist showcases
- Trade shows (fairs) and professional days
- Workshops and training (e.g. writing workshop or co-writing session)
- Rental of creative space
- Rental of creative activity-related equipment
- Production of audiovisual music content for the web other than music videos (sessions, video lyrics, live performance recordings, studio recording clips)
- Other web- and social media-related artist expenses (e.g. designing and updating artist website, producing multimedia content, etc.)
- Travel expenses (transportation, accommodation and meals, etc.) as per the [Government of Canada's Travel Directive](#)

43. Promotion expenses

- Salaries and benefits and/or Professional fees (by this is meant specific professional services provided through contracts)
- Release expenses
- Promotional tour
- Posters and graphic design
- Media—advertising and press
- General promotional expenses (e.g. radio tracking)
- Music video production
- Distribution expenses (e.g. expenses incurred by a record company for the distribution of its recordings)
- Costs related to platforms and computer tools. These expenses are eligible only when they are directly related to the development of Canadian artists, audience development and promotion (purchasing and processing metadata, social media, etc.)
- Travel expenses (transportation, accommodation and meals, etc.) as per the [Government of Canada's Travel Directive](#)

44. Business development expenses

- Salaries and benefits and/or Professional fees (by this is meant specific professional services provided through contracts)
- Expenses related to finding new artists / new contracts (including travel expenses – transportation, accommodation and meals, etc.) as per the [Government of Canada's Travel Directive](#)
- Market development related expenses (including travel expenses – transportation, accommodation and meals, etc.) as per the [Government of Canada's Travel Directive](#)

45. Administrative expenses

- Salaries and benefits and/or professional fees (specific professional services provided through contracts)
- Business website
- E-commerce website
- Data and asset management software and tools

- Subscriptions [databases, SoundScan, Broadcast Data Systems (BDS), Buzzangle, etc.]
 - Management and administration of musical works
 - Subcontractor
 - Conferences and training
 - Business representation
46. Capital Expenses: Up to a maximum of 10% of the contribution may be used for capital expenditures related to the eligible activities. Eligible capital expenditures must be directly related to the development of Canadian artists, promotion and audience development. Expenses such as the purchase of buildings, vehicles, IT equipment, catalogs, etc. are not eligible.
47. Ineligible expenses: Funding provided through the Revenue and Investment Model cannot be used on the following expenses:
- Recoverable advances (e.g. that the recoverable portion funded by the government should not be refundable by the artist)
 - Salaries/benefits and overhead costs not directly related to the eligible project
 - Expenses related to concert presentation (festival production, programming series, etc.)
 - **In-house booking agent activities**
 - Merchandising
 - Grant application writing services
 - Capital expenditures that are not directly related to the development of Canadian artists, audience promotion and development (this includes the purchase of buildings, vehicles, computers, etc. including depreciation or amortization)
 - Acquisition of catalogues
 - Exchange of services
 - Audit, legal (for example, during a legal dispute) and infringement costs
 - Recoverable taxes and similar charges
 - Interest on late payments
 - Suppliers' administration fees
 - Hospitality expenses
 - Dividends, bonuses and other extraordinary compensation for company shareholders or owners.

Funding and Payments

48. Companies that received support in 2019-20 under the Music Entrepreneur Component, FACTOR's Eligible Music Companies rated 3 or 4, and recipients of Musicaction's Producteurs reconnus program that are approved for Envelope Funding will receive a contribution in 2020-2021 that, at minimum, is **80% of the CMF contribution they received in 2019-2020 (including top-up amounts)**. This one-time measure is to support the transition toward a coherent and reliable funding model while ensuring financial stability.
49. **Schedule of payments for 2020-2021 pilot year:** Following the initial review, eligible applicants will receive an advance of up to 80% of their 2019-2020 contribution. After the full detailed review of the application, recipients will receive a second payment for the balance of funds totaling 100% of the 2020-2021 contribution amount.
50. To receive FACTOR funding, you must submit banking information for [direct deposit](#).

Completion

51. As part of completion reporting, recipients will be required to provide
 - a Final Activity/Results Report to confirm that the activities proposed for each of their artists in the business plan have been or are being completed, including a description of any changes that occurred;
 - a Cashflow Report (form provided by FACTOR); and
 - financial statements prepared by a Chartered Accountant. FACTOR will accept audited financial statements, review engagement reports, or notice-to-reader statements. You are required to submit audited financial statements if your 2020-2021 contribution exceeds \$250,000.
52. Recipients may be asked to include specific information in the Final Activity/Results to assess the use and impact of the funding, and the recipient's fair and transparent payments to artists, such as
 - a breakdown of the funding per activity;
 - activities in international markets and on digital platforms;
 - success stories for some artists on the recipient's roster; and
 - a clear explanation of artists' share of download and streaming revenues in recording agreements and royalty statements.
53. FACTOR reserves the right to audit recipient accounts and records to ensure compliance with the terms and conditions of the funding agreement. FACTOR and the Department of Canadian Heritage also conduct periodic program evaluations, during which recipients may be required to present documentation.
54. You must keep any records, documents, or other information that may be required to perform an audit or an evaluation for five years. Demonstrated failure to maintain such records may result in the repayment of amounts previously received.

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

Glossary

55. **Affiliated group**

A group of companies in which the same person, group of persons, or entity holds the majority of shares with full voting rights or has control in fact of these companies.

More specifically, members of a group of companies with the following legal, economic and factual links:

- Links by way of inter-company holdings, i.e. links by way of shareholding (parent companies, subsidiaries, satellites, companies with portfolio investment, and joint ventures).
- Related party as per section 3840 of the CICA Handbook defined as follow:
 - Related parties exist when one party has the ability to exercise, directly or indirectly, control, joint control or significant influence over the other. Two or more parties are related when they are subject to common control, joint control or common significant influence. Related parties also include management and immediate family members.
- Links between individuals who are linked by blood, marriage, common-law relationship or adoption, insofar as they have the capacity to exercise, directly or indirectly, control, joint control or significant influence over another or other companies.

56. Canadian

A citizen within the meaning of the Citizenship Act or a permanent resident of Canada within the meaning of the Immigration and Refugee Protection Act.

57. Canadian artist

A citizen within the meaning of the Citizenship Act or a permanent resident of Canada within the meaning of the *Immigration and Refugee Protection Act*.

The term Artist refers to an artist solo performer, a musical group or collective. In the case of music publishing activities, an artist refers to a songwriter or composer. A group or a musical collective is considered Canadian if at least 50 % of its members including the lead singer are Canadians. In the case of an orchestra featuring no principal artist, the orchestra must be based in Canada.

58. Canadian-owned and controlled firm

A firm:

- a. that is a sole proprietorship, partnership, cooperative or corporation established under the laws of Canada or a province;
- b. whose activities are based primarily in Canada;
- c. whose firm's headquarters is based in Canada;
- d. whose chairperson or presiding officer and more than half of whose directors and other similar officers are Canadian;
- e. if a corporation with share capital, of which Canadians beneficially own or control, other than by way of shares held only as security, directly or indirectly, in the aggregate at least 50 per cent plus 1 of all the issued and outstanding votes;
- f. if a corporation without share capital, of which Canadians beneficially own or control, directly or indirectly, interests representing in monetary value at least 50 per cent plus 1 of the total value of the assets;
- g. if a partnership, trust or joint venture, of which a Canadian or Canadian corporation or any combination of the two, beneficially own or control, directly or indirectly, interests representing in value at least 50 per cent plus 1 of the total value of the assets of the partnership, trust or joint venture, as the case may be, and of which the Chairperson or other presiding officers and more than half of the directors or other similar officers are Canadian.

If at any time one or more persons that are not Canadian have any direct or indirect influence through a trust, an agreement, an arrangement or otherwise that, if exercised, would result in control in fact of the firm, the firm is deemed not to be Canadian-owned and-controlled.

59. Employee

Full- and part-time paid staff working directly for the firm. Owners are considered employees unless they have no active role in the firm. Independent contractors are not considered employees.

60. Eligible Canadian sound recording

To meet Canadian content requirements, any recording of an individual track (i.e. a song) or a collection of tracks (i.e. an EP or an album), must meet the following requirements:

- Be performed by a Canadian artist.
- Have at least 50% of the music and lyrics written by Canadians.

Exception for music "repertoire":

- The music and lyrics criterion does not apply to the repertoire of classical music, traditional jazz, world music or traditional music. The sound recording must, however, be performed by Canadian artists.

61. Eligible Canadian content for touring and showcasing

Activities related to touring and showcasing of eligible Canadian artists are eligible provided that they are central to the career development of the artist and meet the following requirements:

- Feature a Canadian artist that has released at least six eligible Canadian sound recordings (individual track or collection of tracks) no more than two years prior to the start of the tour or plan to release within six months of the performance.

62. Eligible Canadian musical works

To meet Canadian content requirements, any musical work must meet the following requirements:

- Consist of any work of music or musical composition, with or without words, and includes any compilation thereof (ref. Copyright Act) that has been authored by a Canadian and registered to a Collective Rights Management Society.
- At least 50% of a musical work (i.e. music and lyrics or music only in case of an instrumental work) must have been written by Canadians.

63. Full-length album

A full-length album has a minimum of 6 tracks, or at least 20 minutes of recorded music.

64. Indigenous person

An Indigenous person is a North American Indian or a member of a First Nation, a Métis or an Inuit. North American Indians or members of First Nations include ‘status’, ‘treaty’ and ‘registered’ Indians, as well as non-status and non-registered Indians.

65. Key management personnel

Key management personnel includes the chairperson, directors and senior employees who have financial decision-making power over the firm.

66. Legal deposit

Legal deposit is the means by which a comprehensive national collection is gathered as a record of the nation’s published heritage and development. Recipients are required, in compliance with the Legal deposit provisions of the [Library and Archives of Canada Act](#), to send a copy of the sound recordings they produce to Library and Archives Canada.

Library and Archives Canada staff would be pleased to provide more detailed information or answer any questions you may have.

Legal Deposit
Library and Archives Canada
395 Wellington Street
Ottawa ON
Canada K1A 0N4

Telephone: 819-997-9565
Toll free (Canada): 1-866-578-7777 (Select 1+7+1)
Toll free (TTY): 1-866-299-1699
Fax: 819-997-7019

Email: BAC.Depotlegal-LegalDeposit.LAC@canada.ca (Physical or Analogue Legal Deposit)
Email: BAC.Depotlegalnumerique-DigitalLegalDeposit.LAC@canada.ca (Digital Legal Deposit)
Email: bac.archivesweb-webarchives.LAC@canada.ca (Web Harvesting)

67. New artist

For the 2020-21, an artist will be considered ‘new’ if their first track was commercially released and actively supported by a promotion team after April 1, 2016 (or in the case of a songwriter, if their first track was copyrighted after April 1, 2016).

68. Official-language minority community (OLMC)

Official-language minority communities are Francophone communities outside Quebec and Anglophone communities in Quebec. For the purpose of the program, a French-language artist will be considered for this definition if they live and pursue their career outside of Quebec, or, if they identify as belonging to a francophone community, but live and pursue their career in Quebec. For an English-language artist to meet the program’s definition, they must have been born in Quebec and currently live in Quebec, **and meet the definition of a New artist.**

69. Traditional jazz/blues music

Jazz and blues works that were copyrighted prior to 1955.

70. Visible minority

A person in a visible minority group is someone (other than an Indigenous person as defined above) who is non-white in colour/race, regardless of place of birth.