
2018-2019
Report on
the Talent Fund

Investing in the Next Generation of Canadian Talent

TALENT FUND

FONDS DES TALENTS

NURTURING CANADIAN FILMMAKERS

Established by Telefilm Canada in 2012, the Talent Fund has nurtured Canadian filmmakers and content creators from all regions of the country, helping support films that have delighted audiences around the world. Through the generosity of partners and donors, the Talent Fund has raised \$16 million to date—supporting the production of 119 projects that have garnered over 120 awards. Projects funded through the Talent Fund have also achieved success on the festival circuit, garnering selections and prizes at such prestigious international events as the Berlin International Film Festival and the Toronto International Film Festival, generating critical success including Canadian Screen Awards and theatrical distribution.

VISION

The Talent Fund ensures that emerging Canadian talent is increasingly visible across the globe.

MISSION

The Talent Fund primarily supports the discovery and career progression of emerging Canadian talent in the audiovisual industry.

INVESTING IN THE NEXT GENERATION OF CONTENT CREATORS

The Talent Fund supports the production of first feature films and narrative web series through Telefilm Canada's Talent to Watch Program, an innovative approach to national film funding that is unlike any other talent development program in the world.

Through the program, the Talent Fund works with 63 designated partners from across the country, including the Canadian Film Centre, Ryerson University, Inside Out LGBT Film Festival, Montreal International Black Film Festival, Atlantic Filmmakers Cooperative, Nunavut Film Development Corporation and Regina University, among others. Through their alumni networks, these partners organizations access and recommend projects each year.

The program includes targeted streams for Indigenous and official-language minority communities, and has been especially successful in its support of women. Results show that the program is at gender parity in terms of the three leading roles of producer, director and screenwriter.

The objective of the Talent to Watch Program is to:

- fund first feature films and web projects from emerging filmmakers
- support innovation and encourage the use of digital marketing and distribution strategies
- help emerging talent develop their professional portfolio
- accelerate the careers of those with demonstrated success
- foster a culture of mentorship

TALENT FUND

2018-19 HIGHLIGHTS

Fiscal 2018-19 was an important year for the Talent Fund. Notably, Telefilm hired E.J. Alon as Talent Fund Director, to build and grow the fund for future success. In addition, Christine Magee, Co-Founder and Co-Chair of Sleep Country Canada, was appointed as the new Chair of the Talent Fund Advisory Committee, and the Committee welcomed new members Vincenzo Guzzo and Kimberley Walker.

The Fund and its backers continued to make an impact on the next generation of emerging filmmakers and helped celebrate Canadian talent at events across the country and around the world. Talent to Watch projects continued to shine, earning major awards. For example, Jasmin Mozaffari's *Firecrackers*, had its world premiere at TIFF in 2018, then was selected in over 23 festivals worldwide, where it received three international awards and went on to win two Canadian Screen Awards. At the 2019 Berlin International Film Festival, *Une colonie (A Colony)*, directed by past Talent Fund recipient Geneviève Dulude-De Celles, received the Crystal Bear Award for Best Feature Film in the Generation Kplus competition. In addition, the film received seven nominations at the Canadian Screen Awards, winning three: Performance by an Actress in a Leading Role, John Dunning Discovery Award (for the best micro-budget film of the year) and—most prestigious of all—Best Motion Picture!

Other Talent Fund highlights include:

44 PROJECTS

in 2018-19 from new, diverse voices from every corner of the country, funded through the Talent to Watch program (\$5.5 million invested in 2018-19)

OVER 40%

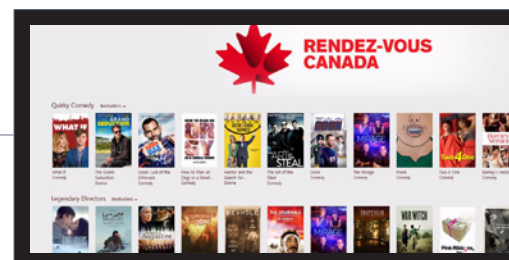
growth in philanthropic donations versus 2017-18

\$2.6 MILLION

raised in support of Talent to Watch, including support from principal partners Bell Media and Corus and the generosity of donors from across the country

Talent Fund-supported initiatives, focusing on increasing discoverability and export opportunities both at home and abroad including:

- Sprint Pré-Gala (ahead of the annual Gala Québec Cinéma)
- Telefilm's Rendez-Vous Canada iTunes boutique



SP:RI:NT
PRÉ-GALA
— QUEBECINEMA.CA —

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TALENT FUND IGNITING CAREERS



MOLLY MCGLYNN, whose Talent to Watch first feature ***Mary Goes Round*** won the **Jay Scott Prize for emerging filmmakers from the Toronto Film Critics Association**, was recently selected to direct the CBC digital series *How to Buy a Baby*. She also directed episodes of *Workin' Moms* and *Little Dog*.



ASHLEY MCKENZIE, a past Talent to Watch funding recipient, is now admissible for the new second-feature fast track stream. McKenzie's acclaimed debut feature, ***Werewolf***, won the **Toronto Film Critics Association's Rogers Best Canadian Film Award**.



Talent to Watch recipient **PASCAL PLANTE**, whose first feature, ***Les faux tatouages*** (*Fake Tattoos*), went to the Berlinale in 2018, is in pre-production for his second feature, *Nadia, butterfly*, a sports drama about a 20-year-old woman who represents Canada in swimming at the Olympic Games.

44

PROJECTS FROM COAST TO COAST WERE FUNDED IN 2018

The following titles are now entering the pre-production and production phases:

- | | |
|--|--|
| 1. 40 Acres | 23. Meilleur avant |
| 2. All-In Madonna | 24. Mercy |
| 3. Be Still | 25. Moment One |
| 4. Billy | 26. Murmur |
| 5. Bleed With Me | 27. Note de passage |
| 6. Bone Cage | 28. Once Upon a Time in Tehranto |
| 7. Cimes | 29. Out of Patience |
| 8. Damascus Dreams | 30. Québexit |
| 9. Easyland | 31. Queen of the Andes |
| 10. Esluna: The World Beyond | 32. Right Between the Eyes |
| 11. Events Transpiring Before, During, and After a High School Basketball Game | 33. Ruthless Souls |
| 12. Femmes au sommet | 34. Scarborough |
| 13. Gay Mean Girls: The Web series | 35. Songs She Sings in Shadows |
| 14. Hate | 36. Spawn and Geezer |
| 15. Islands | 37. Stanleyville |
| 16. Jump | 38. The Bannocking |
| 17. La Marina | 39. The End of Wonderland |
| 18. Le bruit des moteurs | 40. There's No Place Like This Place, Anyplace |
| 19. Le Corbeau | 41. This Place |
| 20. Learn to Swim | 42. Très belle journée |
| 21. Les livres | 43. Village Keeper |
| 22. Little Orphans | 44. Worms |

TALENT FUND

In addition to supporting the production of first features, the Talent Fund helped promote projects and expand the digital presence of filmmakers and their work.

PROMOTION ACTIVITIES AND EVENTS SUPPORTED BY THE TALENT FUND IN 2018-19

DISCOVERABILITY	
<ul style="list-style-type: none"> • Sprint Gala Québec Cinéma • Festival Plein(s) écran(s) • Canadian Screen Awards <i>soirée des finalistes 2019</i> • National unveiling of 2018 Talent to Watch Program Recipients • Social media marketing campaign to support francophone talent at the Berlinale • Social media marketing campaign to promote francophone talent and films nominated at the 2018 Canadian Screen Awards 	<ul style="list-style-type: none"> • Cartoon Connection Canada • Course des régions pancanadienne • Prix collégial du cinéma québécois • Regard sur le court métrage au Saguenay • Canadian Film in the Schools: Francophone high school French-language film screenings • Social media marketing campaign to promote emerging francophone talent
EXPORTING TALENT	
<ul style="list-style-type: none"> • Salute to the Canadian nominees for the 91st Academy Awards • South by South West (SXSW) 	<ul style="list-style-type: none"> • My French Film Festival • The Annecy international Animation Film Festival and its Market (MIFA)
INNOVATION AND DIGITAL DISTRIBUTION	
<ul style="list-style-type: none"> • Talent to Watch Program for emerging talent: digital and marketing bootcamp • Encore + • iTunes France marketing campaign 	<ul style="list-style-type: none"> • CBC Gem • NFB-ONF digital distribution support

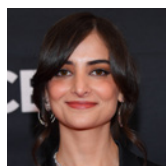
IMPACT



"Championing the careers of emerging artists – the talented directors, writers and producers

who are the future of this industry – is a worthy cause."

► **Christine Magee**, Chair, Advisory Committee
Co-Founder and Co-Chair of Sleep Country



"The Canadian industry is succeeding in giving a lot of resources to under-represented,

diverse and women's voices who 10 years ago wouldn't have maybe been able to make their first feature. And the Talent to Watch program helps with that."

► **Jasmin Mozaffari**, writer-director,
Firecrackers (Ontario)



"It's very important to tell stories of our people who are under-represented [on screen]."

► **Roxann Whitebean**, writer-director,
The Warden (Quebec / Saskatchewan)

TALENT FUND MOMENTS

Talent to Watch celebration at Pinewood Toronto Studios

On June 27, 2018, Telefilm Canada and the Talent Fund announced the first 44 English- and French-language projects selected under the new Talent to Watch Program (formerly known as the Micro-Budget Production Program). This event, co-hosted by The Talent Fund and Bell Media, was celebrated in Toronto, at Pinewood Toronto Studios.

**“Salute to the Canadian nominees for the 91st Academy Awards” pre-Oscars celebration with Canadian consul general in Los Angeles**

On February 22, 2019, Consul General Zaib Shaikh, Telefilm Canada and the Talent Fund, along with advisory committee members and donors, celebrated Canadian Oscar nominees at the consul general of Canada’s residence.

**Spotlight on Canadian talent at Palm Springs**

On January 6, 2019, advisory committee member Carol Hill and her husband, Paul, hosted a private reception celebrating Canadian talent at the Palm Springs International Film Festival.

“With all my heart, thank you for sharing in my passion for supporting Canada’s first-time filmmakers. With your immense generosity, the Talent Fund continues to grow.”

– Carol Hill



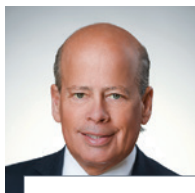
TALENT FUND

ADVISORY COMMITTEE

The Talent Fund is led by an Advisory Committee of business leaders, city-builders and philanthropists from across the country. We thank Hartley T. Richardson, who served as chair from 2012, the year of the Fund's inception, to 2018. He has now passed the torch to Christine Magee, officially appointed chair in December 2018. Telefilm is indebted to this extraordinary group of individuals for their generosity of time, donations and leadership.



Christine Magee
Chair,
Advisory Committee
Co-Founder and
Co-Chair of Sleep
Country (Ontario)



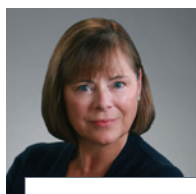
David Aisenstat
President & CEO,
Keg Restaurants Ltd.
(British Columbia)



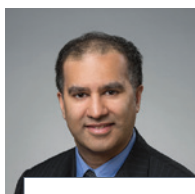
John Bitove
CEO, Obelysk Inc.
(Ontario)



Mark Dobbin
Founder & President,
Killick Capital Inc.
(Newfoundland
and Labrador)



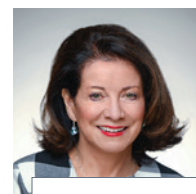
**Margaret Anne
Fountain**
Philanthropist
and art activist
(Nova Scotia)



Dr. Anil Gupta
Medical Director of
Clinical Cardiology,
Trillium Health Centre
(Ontario)



Vincenzo Guzzo
President and CEO
Cinemas Guzzo
(Quebec)



Carol R. Hill
Director of
Communications
Harvard
Developments Inc.
(Saskatchewan)



Michael E.J. Phelps
Chairman
Dornoch Capital Inc.
(British Columbia)



**Hartley T.
Richardson**
President & CEO,
James Richardson
& Sons, Limited
(Manitoba)



Sandi Treliving
Philanthropist
(British Columbia)



Kimberley Walker
Philanthropist
(Ontario)

In Memoriam – Michael E.J. Phelps

The Talent Fund, along with Telefilm Canada, express its sincerest condolences to the family and friends of Advisory Committee member Michael E.J. Phelps. To many of us, Michael was more than a colleague, he was held in high regards as a mentor and friend. His passion to help others was shown throughout his involvement in many boards across the country. As an outstanding individual, Michael received the honorary title of Officer of the Order of Canada in 2001, as his contribution to the country was well-recognized. As one of the early supporters of the Talent Fund, Michael was an advocate for emerging talent and would often go above and beyond engaging with up-and-coming filmmakers to encourage them on their journey. We are truly grateful for Michael's contribution and impact in the film industry, and he will be greatly missed.

Financial Review

REVENUES

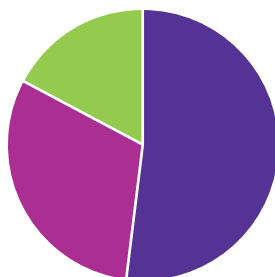
During the 2018-19 fiscal year, the Talent Fund recorded \$2,625,000 in revenues:

- \$1,366,000 from Bell Media and \$808,000 from Corus Entertainment, as per the long-term tangible benefit funding agreement signed with both entities
- \$451,000 in contributions from 98 private donors

Revenue sources

(in thousands of dollars)

\$2,625



Bell Media	\$1,366
Corus Entertainment	\$808
Other donors	\$451

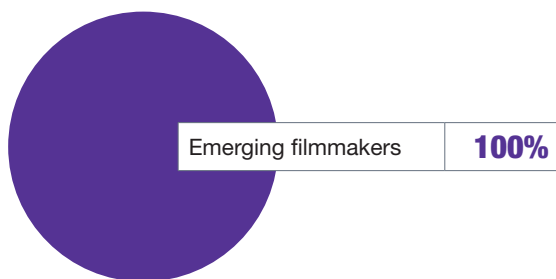
INVESTMENTS

In 2018-19, the Talent Fund allocated \$2,747,000 of financing for the production and promotion of projects. The Fund financed 34% of the Talent to Watch Program and continued to place great emphasis on discoverability activities.

Allocation of funds – Production

(in thousands of dollars)

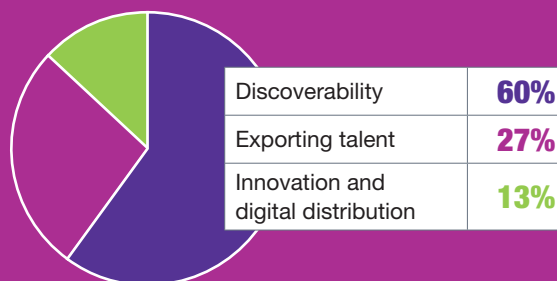
\$1,874



Allocation of funds – Promotion

(in thousands of dollars)

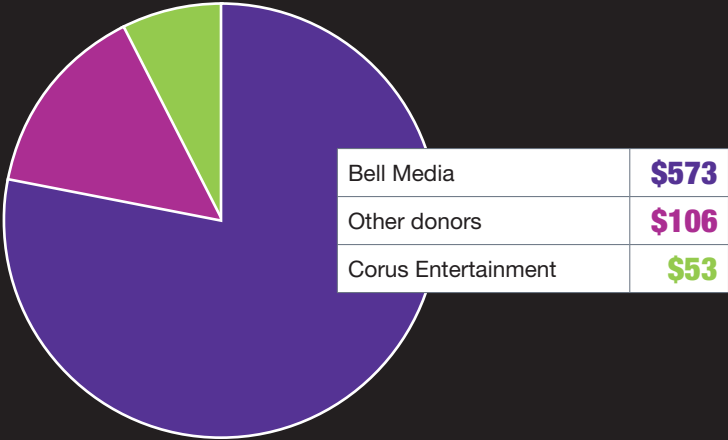
\$873



Finally, to cover previously committed funding obligations, the Talent Fund maintained a balance of close to \$732,000, assigned as follows:

Cash flow
(in thousands of dollars)

\$732



FINANCIAL

STATEMENTS

FISCAL YEAR

ENDED MARCH 31, 2019

Fiscal year ended March 31, 2019

The amounts shown in the accompanying tables to the financial statements are expressed in thousands of Canadian dollars unless otherwise indicated.

TALENT FUND

The transactions specific to the Talent Fund are shown in the tables below:

	Other donors	Bell Media	Corus Entertainment	Total 2019	Total 2018
REVENUES					
Donations	451	–	–	451	314
Contributions received	–	1,357	808	2,165	2,165
Deferred revenues	–	9	–	9	(9)
	451	1,366	808	2,625	2,470
ASSISTANCE EXPENSES					
Production programs	–	–	–	–	28
Talent to Watch program	565	714	595	1,874	1,730
Promotion program and national promotional activities	8	626	30	664	489
Innovation program – Promotion	–	–	–	–	77
International promotional activities	–	26	183	209	213
	573	1,366	808	2,747	2,537
Deficit for the year	(122)	–	–	(122)	(67)
Accumulated surplus, beginning of year	175	–	–	175	242
Accumulated surplus, end of year	53	–	–	53	175

For fiscal year ended March 31, 2019, the Corporation incurred \$257,470 in expenses related to business development and promotion of the Fund (\$251,600 for the previous fiscal year). The contributions of Bell Media and Corus Entertainment are subject to external restrictions.

	Other donors	Bell Media	Corus Entertainment	Total 2019	Total 2018
DEFERRED REVENUES					
Balance, beginning of year	–	9	–	9	–
Contributions received	–	1,357	808	2,165	2,165
Contractual commitments recognized in revenues	–	(1,366)	(808)	(2,174)	(2,156)
Balance, end of year	–	–	–	–	9
CASH – TALENT FUND					
Balance, beginning of year	487	677	301	1,465	649
Receipts	451	1,357	808	2,616	2,504
Contractual payments under financial assistance programs	(832)	(1,461)	(1,056)	(3,349)	(1,688)
Balance, end of year	106	573	53	732	1,465

As at March 31, 2019, the Talent Fund is contractually committed to pay a total amount of \$860,300 (\$1,279,235 for the previous fiscal year) and has a due from Consolidated Revenue Fund of \$183,300 (nil in 2018).

TALENTFUND

FONDS DES TALENTS

PRINCIPAL PARTNERS

BellMedia **corus.**

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