

Newfoundland and Labrador Film Development Corporation

Annual Report 2022-23

Message from the Chair

As Chair of the Newfoundland and Labrador Film Corporation (NLFDC), I am pleased to submit the annual report for fiscal year 2022-23. This report has been prepared in accordance with the **Transparency and Accountability Act**, pursuant to which the Corporation has been categorized as a category two government entity. The Board of Directors of the NLFDC is accountable for the preparation of this annual report as well as for the achievement of the specific goals and objectives contained therein. As Chairperson of the NLFDC, my signature indicates the Corporation's accountability for the goals and objectives detailed in this document.

In 2022, Canada's film and television production industry generated over \$11 billion in production volume, contributed \$13.7 billion to the GDP, and created approximately 240,760 jobs. This is a high-growth industry and that has become an important contributor to the economy Canada and that of Newfoundland and Labrador. Production volume in our province reached an all-time high of just over \$97.5 million. With an increasing skilled labour pool, epic landscapes and competitive incentives, Newfoundland and Labrador is a prime filming location for local, national and international production.

Looking forward to 2023-24, the early numbers indicate another increase in total production activity for the province.

Sincerely,



Mark Sexton

Chairperson, Board of Directors (NLFDC)

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Entity Overview

Organizational Structure

The Newfoundland and Labrador Film Development Corporation (NLFDC) was established in February 1997, under the **Corporations Act**, and the offices of the Corporation opened in the fall of that same year.

The NLFDC was created to grow the local screen industries of the province, both through the creation of local film and television productions for national and international markets, and as a destination for guest productions to shoot in Newfoundland and Labrador. The NLFDC is the first point of contact for local screen industries on a daily basis, as well as potential outside partners interested in investing in the province through various screen industry projects.

Mandate

The NLFDC is a Crown Corporation of the Government of Newfoundland and Labrador with a mandate to promote the development of the film and video industry, and the province's film and television products and locations both nationally and internationally.

The NLFDC is a representative of the province's film industry to local, national and international viewers, and industry members. It fields inquiries concerning shooting locations within the province and acts as a liaison between local filmmakers, production companies, and crews. The NLFDC provides information on all elements of the film industry, including its own programs, those of other local organizations, as well as information regarding national funders, broadcasters, and distributors.

Lines of Business

The NLFDC is an entity that fosters and supports local screen industries. Through its six programs, the NLFDC offers local producers and outside producers/productions the support needed to help the province's production sector to flourish. The NLFDC's Lines of Business are outlined below:

The Equity Investment Program (EIP): The EIP provides funding in the form of equity investment to eligible producers for the financing of productions. The NLFDC will normally provide a maximum contribution of 20 per cent of the total production budget. In order to access these funds, applicant companies must be incorporated in the province and must be owned 51 per cent or more by residents of Newfoundland and Labrador. Within the EIP, the NLFDC administers the Development Program, which may provide up to a maximum of 33 per cent of an eligible development project budget.

Film and Video Tax Credit Program: The Government of Newfoundland and Labrador offers a Film and Video Industry Tax Credit, which is co-administered by the NLFDC with the provincial Department of Finance. It is a fully refundable corporate income tax credit based on the amount spent on eligible Newfoundland and Labrador labour.

The All Spend Film and Video Industry Tax Credit Program: The Government of Newfoundland and Labrador offers an All Spend Film and Video Industry Tax Credit, which is co-administered by the NLFDC with the provincial Department of Finance. It is a fully refundable corporate income tax credit based on the amount spent on eligible Newfoundland and Labrador costs. The credit is available to eligible corporations at the rate of 40 per cent of eligible production costs, to a maximum tax credit of \$10 million annually per project.

Sponsorship Program: The NLFDC's Sponsorship Program is designed to foster and promote the development and growth of the local film and video industry. The program provides qualified individuals and organizations with funding assistance, which enables them to promote the products of the local industry. This will be achieved through three

distinct sub-programs: Promotional Travel, Marketing and Distribution, and Workshop Assistance.

Professional Development: The NLFDC has a full-time Industry Analyst who works on behalf of crew, producers, and filmmakers to organize and support specific workshops, training opportunities, job placements, and other projects designed to increase the local industry's capacity. The industry analyst also administers the Deeming Provision of the Film and Video Tax Credit Program (described above) which supports these efforts.

Marketing Newfoundland and Labrador: As the Film Commission for the province, the NLFDC supports the provincial film industry's ability to attract business through national and international marketing of the industry and the province as a location for production and post-production. The NLFDC partners with the Atlantic Canada Opportunities Agency and the Government of Newfoundland and Labrador to provide access for production companies to international markets.

Vision

A viable, healthy, and stable screen industry in Newfoundland and Labrador.

Staff and Budget

As of March 31, 2023, the NLFDC had four staff members - three female and one male. The NLFDC administers a provincial Equity Investment Fund, for development and equity investments in film and television, currently valued at \$10 million. The NLFDC, in addition, acts as co-administrator with the provincial Department of Finance to vet tax credit applications for film and television projects.

In 2022-23, the NLFDC had a total budget of \$799,696. For its operations budget, the NLFDC received \$625,600 from the Provincial Government and an additional \$174,096 was received from the Atlantic Canada Opportunities Agency (ACOA) for projects.

Board of Directors

As of March 31, 2023, the Board consisted of the following members:

Chairperson:

Mark Sexton, St. John's

Members:

Noreen Golfman (Vice-Chair), St. John's

Cheryl Stagg, Stephenville

Colleen Kennedy, Rocky Harbour

Craig Goudie, Grand Falls-Windsor

Cyndy Stead, Port Rexton

Ben Gardner, St. John's

Physical Location

Newfoundland and Labrador Film Development Corporation

70 Portugal Cove Road, St. John's, NL A1B 2M3

Telephone: (709) 738-3456 or toll-free: 1-877-738-3456 (within Canada)

Facsimile: (709) 739-1680

General Email: info@picturenl.ca

Website: www.nlfdc.ca

Highlights and Partnerships

Highlights

The NLFDC had the strongest year for production activity since its inception. In 2022-2023, the film and television industry generated \$97.5 million in economic activity, which resulted in over 1,650 full-time employment opportunities.

In 2022-23, the Equity Investment Program helped fund 35 production projects and 13 script development projects. Newfoundland and Labrador's film and television industry continues to produce home-grown content with the continuation of Hudson and Rex and Son of Critch television series and local feature films.

The Bonavista peninsula continues to be a region of interest for production, having hosted two feature film productions, one of which was a large budget Telefilm, Ontario-Newfoundland & Labrador co-production, The King Tide. There has also been a steady stream of genre films (i.e. thriller and Christmas films) being produced in St. John's that has been helpful with crew development and growth in this market.

Newfoundland and Labrador continues to provide productions with professional skilled crew and epic locations. Combined with our competitive incentives, more and more productions are looking to film in this province. With the increase of our All-Spend Tax Credit to 40 per cent, the NLFDC has seen a record number of locations requests and interest of what the province has to offer.

Partnerships

The NLFDC partners directly and indirectly with a number of federal entities including the Canada Revenue Agency and the Canada Audio-visual Certification Office. The NLFDC continues to be a member of the National Tax Credit Committee and, alongside the media corporations of other provinces and territories, is a member of the

Association of Provincial and Territorial Funding Agencies. In the creation of Newfoundland and Labrador film and television projects, federal partners are vital. These partners include Telefilm Canada, the Canada Media Fund, the Canada Council, and the National Film Board.

In Atlantic Canada, ACOA has been instrumental in the NLFDC's ability to get producers to film and television markets and in front of international decision makers in the industry.

NLFDC partners with key stakeholders in finding the skilled filmmakers, business people, and specialized labourers needed to create film and television projects. Partnerships with other provincial organizations within the Newfoundland and Labrador film and television industry remain essential. These partnerships include: the Nickel Independent Film Festival, the St. John's International Women's Film Festival, the Newfoundland Independent Filmmakers Co-operative, College of the North Atlantic, ArtsNL, the Department of Tourism, Culture, Arts and Recreation, the Department of Industry, Energy and Technology, and the Department of Finance. These partners' programs are vital to the success of the Newfoundland and Labrador film industries and the NLFDC's mandate. Local, national, and international broadcasters and distributors are also essential partners, as they initiate productions.

Significant growth and career opportunities in the film and television industry are available right here in Newfoundland and Labrador. To help expand local talent, the NLFDC has partnered with College of the North Atlantic in the development of the new Film and Television Production campus in St. John's. The program helps meet labour market demands and addresses current skills gaps within the film industry. The campus offers four program streams: Technical Production, Post Production, Film and Television Creation and Production Management.

In 2022-23, the NLFDC worked with CBC Atlantic to help structure a new program for Black, Indigenous and People of Colour (BIPOC). Through this partnership the NLFDC

held consultations with BIPOC creators to help discover and implement ways to remove barriers to NLFDC programs for racialized individuals.

The NLFDC has partnered with local unions IATSE 709, DGC-NL and CNA to create a best practices document for sustainable production for local the film and television industry, as this has become a priority for production on a global scale. This document will be shared industry wide and circulated to all productions filming within the province.

Report on Performance

Issue # 1: Promote Newfoundland and Labrador as a Destination for Film and Television Productions

There are many positive and encouraging signs that Newfoundland and Labrador has the potential and ability to sustain and expand its Film and Television industry productions.

As the film commission for the province, the NLFDC supports the provincial film industry's ability to attract business through national and international marketing of the industry and of the province as a location for production and post-production.

Goal Statement

By March 31, 2023, the NLFDC will have effectively promoted Newfoundland and Labrador as a destination for film and television productions.

2022-23 Objective

By March 31, 2023, the NLFDC will have supported and invested in film and television development and production.

Indicator 1: Worked with partners and industry stakeholders to develop and manage a renewed plan for international market attendance by local production companies.

The NLFDC leads international market participation for the Atlantic Canadian film and television industry and has been approved for a new slate of activities in partnership with ACOA for international market attendance. The first project in this slate of activities was the European Film Market in Berlin during February 2023, where four Newfoundland and Labrador producers worked with a consultant to identify meeting targets and attended the market for co-production opportunities. The remaining

activities will take place in 2023-24 fiscal and include market attendance in Cannes, Los Angeles, Toronto and London.

Indicator 2: Supported the marketing of Newfoundland and Labrador as a location for film and television production and post-production.

The NLFDC, in partnership with the Department of Tourism, Culture, Arts and Recreation, developed a look-book to help market and sell Newfoundland and Labrador as a destination to film. The look-book featured incredible and dramatic imagery of the province, illustrating the unique and varied areas throughout the province and has proven to be a useful marketing tool.

In June 2022, the NLFDC traveled to Los Angeles with The Honourable Dr. Andrew Furey, Premier of Newfoundland and Labrador and the Minister of TCAR and met with various major studios (Disney, Amazon, Paramount, Sony, Netflix, Warner Brothers and Universal) to showcase our production and post-production capabilities.

Indicator 3: Supported projects in the film and television sector.

In 2022-23, the NLFDC supported 48 projects by Newfoundland and Labrador production companies - 35 productions and 13 development projects. Twenty-five projects were supported through the NLFDC's professional development and sponsorship programs, on a budget of \$56,500. Through its co-administration of the film and television tax credit, the NLFDC recommended 20 part-one applications (verification of project eligibility) and six part-two applications (verification of labour actuals) for approval by the Department of Finance.

Goal Statement

By March 31, 2023, the NLFDC will have effectively promoted Newfoundland and Labrador as a destination for film and television productions.

Indicator 1: Conducted industry study to renew and implement best practices

During 2020-23, The NLFDC retained Olsberg•SPI to undertake a strategic roadmap of the future of the Newfoundland and Labrador film and television industry. This study objectively assessed how the industry has evolved since the inception of the Corporation, and developed appropriate plans for the next phase of growth. The study contained three key areas:

1. *Analysis* of the current state of the NL Screen industry within national and international contexts
2. *Assessment* of the future needs and best practices required to ensure the continued growth of the Screen industry in the province
3. *Recommendations* to unlock the potential of the Screen industry in NL and to define next steps toward preparing a strategic action plan.

The study also addressed the aim of expanding the industry's annual value from around \$50 million, to \$100 million. Incredibly, during fiscal year 2022-23, the production activity in the province reached \$97.5 million. The roadmap considered the opportunity to develop domestic production capacity and talent alongside the facilitation of incoming productions. Both elements are closely linked; the development of Newfoundland and Labrador production and talent benefits both incoming and provincial productions.

Although Newfoundland and Labrador is at an earlier stage of development than some other Canadian provinces, a solid foundation has been established which can be leveraged for future growth. This includes its unique cultural and creative offerings, as well as the industry progress that has occurred to date. The NLFDC board of directors and staff are very pleased with the findings within the study and with the great work completed by Olsberg.

Indicator 2: Supported industry partners in film and television development

During 2020-23, the NLFDC supported 55 development projects. These projects consisted of script development in various stages.

Period Covering	# of Projects Supported
Fiscal 2020-21	22
Fiscal 2021-22	20
Fiscal 2022-23	13
Totals	55

Indicator 3: Supported industry partners in film and television production

During the period, 2020-23, the NLFDC supported 88 productions with a total production activity of \$233,599,439.

Period Covering	# of Projects Supported	Production Activity
Fiscal 2020-21	11	\$51,892,280
Fiscal 2021-22	42	\$84,195,651
Fiscal 2022-23	35	\$97,511,508
Totals	88	\$233,599,439

Opportunities and Challenges

The NLFDC plays a vital role in fostering industry growth. It is crucial to regularly assess the corporation's function and be adaptable to key industry catalysts, including production incentives and workforce capabilities. To effectively boost production levels, the NLFDC must be prepared to manage the growth of the industry and need for film and television content on an international scale. Additionally, the NLFDC should fulfill its film commission responsibilities and align with international industry benchmarks.

Opportunities

The NLFDC has several opportunities to capitalize on in the film industry. These opportunities include:

Location and Scenic Beauty: Newfoundland and Labrador offers stunning natural landscapes, picturesque coastlines, and unique cultural settings. These assets provide opportunities for filmmakers to utilize the region's distinctive locations in their productions, attracting both domestic and international filmmakers.

Film and Television Production Incentives: The NLFDC can leverage incentives and tax credits available for film and television productions. By promoting these incentives effectively, the corporation can attract more productions to the region, stimulating economic growth and creating employment opportunities.

Talent Development: The NLFDC has the opportunity to invest in talent development programs to nurture local filmmakers, actors, and crew members. By providing training, workshops, and mentorship, the corporation can enhance the skills of the local workforce, making them more competitive and increasing the chances of local talent being employed in film and television productions.

Co-Production Partnerships: The NLFDC can explore co-production partnerships with other regions or countries. Collaborating with international production companies can bring in new projects, expertise, and funding, expanding the reach and impact of the NLFDC's activities.

BIPOC Stories and Representation: Newfoundland and Labrador has rich Indigenous heritage and diverse cultural communities. The NLFDC can promote and support the production of films and television shows that showcase these stories, providing opportunities for BIPOC filmmakers and promoting cultural diversity in the industry.

By capitalizing on the opportunities outlined above, the NLFDC can further develop the film industry in Newfoundland and Labrador, attracting more productions, creating jobs, fostering talent, and enhancing the region's cultural and economic landscape.

Challenges

The NLFDC faces several challenges in its efforts to develop and promote the local film and television industry. These challenges include:

Competition from Other Jurisdictions: The NLFDC faces competition from other regions and countries that offer attractive incentives and infrastructure for film and television productions. In order to attract projects, the NLFDC must differentiate itself and demonstrate the unique advantages of filming in Newfoundland and Labrador.

Infrastructure and Technical Resources: The region may have limitations in terms of studio spaces, equipment, and technical resources required for large-scale productions. Insufficient infrastructure can make it challenging to accommodate and support high-budget projects, potentially leading to missed opportunities.

Seasonal Filming Constraints: The region's climate and weather conditions can present challenges for year-round filming. Harsh winters, limited daylight hours, and

unpredictable weather patterns may impact production schedules and increase costs for filmmakers.

Retention of Local Talent: There is a risk of losing local talent to larger film markets, such as Toronto or Vancouver, where more opportunities may be available. Retaining skilled professionals in Newfoundland and Labrador can be a challenge, and the NLFDC must work to provide incentives and career development opportunities to encourage talent to stay in the region.

Market Fragmentation: The fragmentation of the film and television industry due to the rise of streaming platforms and digital content creation presents challenges in terms of distribution and monetization. The NLFDC needs to adapt its strategies to support the creation and distribution of content across various platforms.

By addressing these challenges through strategic planning, partnerships and advocacy the NLFDC can overcome obstacles and work towards sustainable growth and development of the film industry in Newfoundland and Labrador.

Financial Information

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Financial Statements
Year Ended March 31, 2023

ANNUAL REPORT 2022-23

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION Index to Financial Statements Year Ended March 31, 2023

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MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The financial statements of Newfoundland and Labrador Film Development Corporation have been prepared in accordance with Canadian public sector accounting standards. When alternative accounting methods exist, management has chosen those it deems most appropriate in the circumstances. These statements include certain amounts based on management's estimates and judgments. Management has determined such amounts based on a reasonable basis in order to ensure that the financial statements are presented fairly in all material respects.

The integrity and reliability of Newfoundland and Labrador Film Development Corporation's reporting systems are achieved through the use of formal policies and procedures, the careful selection of employees and an appropriate division of responsibilities. These systems are designed to provide reasonable assurance that the financial information is reliable and accurate.

The Board of Directors is responsible for ensuring that management fulfills its responsibility for financial reporting and is ultimately responsible for reviewing and approving the financial statements. The Board carries out this responsibility principally through its Audit Committee. The Audit Committee is appointed by the Board and meets periodically with management and the shareholders' auditors to review significant accounting, reporting and internal control matters. Following its review of the financial statements and discussions with the auditors, the Audit Committee reports to the Board of Directors prior to its approval of the financial statements. The Committee also considers, for review by the Board and approval by the shareholders, the engagement or re-appointment of the external auditors.

The financial statements have been audited on behalf of the shareholders by Pinsent Bartlett, CPA, in accordance with Canadian generally accepted auditing standards.



Ms. Laura Churchill, Chief Executive
Officer

St. John's, NL
July 11, 2023

INDEPENDENT AUDITOR'S REPORT

To the Shareholders of Newfoundland and Labrador Film Development Corporation

Opinion

We have audited the financial statements of Newfoundland and Labrador Film Development Corporation (the Corporation), which comprise the statement of financial position as at March 31, 2023, and the statements of revenues and expenditures, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Corporation as at March 31, 2023, and the results of its operations and cash flows for the year then ended in accordance with Canadian Public Sector Accounting Standards (PSAS).

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 are independent of the Corporation in accordance with ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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

Those charged with governance are responsible for overseeing the Corporation's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

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

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

(continues)

Independent Auditor's Report to the Shareholders of Newfoundland and Labrador Film Development Corporation (*continued*)

- 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 Corporation'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 Corporation'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 Corporation 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.

St. John's, Newfoundland and Labrador
July 11, 2023


CHARTERED PROFESSIONAL ACCOUNTANTS

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Statement of Revenues and Expenditures
Year Ended March 31, 2023

	Budget 2023	Total 2023	Total 2022
REVENUES	\$ 625,600	\$ 625,600	\$ 623,100
EXPENSES			
Salaries and wages	376,095	412,367	384,600
Consultancies (Note 3)	133,648	139,290	90,744
Office (Note 4)	85,695	107,024	74,964
Training	56,500	50,017	53,045
Professional fees	25,202	30,951	16,712
Sponsorships	25,000	25,000	23,446
Advertising and promotion	21,500	16,059	20,889
Miscellaneous	2,350	8,286	2,662
	725,990	788,994	667,062
DEFICIENCY OF REVENUES OVER EXPENSES FROM OPERATIONS	(100,390)	(163,394)	(43,962)
OTHER INCOME	-	5,366	-
DEFICIENCY OF REVENUES OVER EXPENSES	\$ (100,390)	\$ (158,028)	\$ (43,962)

See notes to financial statements

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Statement of Financial Position
March 31, 2023

ASSETS

Cash (Note 5)	\$ 2,129,511	\$ 1,176,034
Accounts receivable (Note 6)	2,455,861	12,100
Harmonized sales tax recoverable	12,963	8,193
Prepaid expenses	6,101	6,101
	\$ 4,604,436	\$ 1,202,428

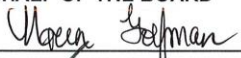

LIABILITIES AND NET ASSETS

Accounts payable (Note 6)	\$ 2,504,603	\$ 36,152
Payables and accruals - Equity Investment Program	1,559,530	1,052,054
Advances received (Note 7)	400,000	-
	4,464,133	1,088,206

NET ASSETS

Share capital (Note 8)	3	3
Net assets	140,300	114,219
	140,303	114,222
	\$ 4,604,436	\$ 1,202,428

ON BEHALF OF THE BOARD

 _____ Director
 _____ Director

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Statement of Financial Position
March 31, 2023

ASSETS

Cash (<i>Note 5</i>)	\$ 2,129,511	\$ 1,176,034
Accounts receivable (<i>Note 6</i>)	2,455,861	12,100
Harmonized sales tax recoverable	12,963	8,193
Prepaid expenses	6,101	6,101
	\$ 4,604,436	\$ 1,202,428

LIABILITIES AND NET ASSETS

Accounts payable (<i>Note 6</i>)	\$ 2,504,603	\$ 36,152
Payables and accruals - Equity Investment Program	1,559,530	1,052,054
Advances received (<i>Note 7</i>)	400,000	-
	4,464,133	1,088,206

NET ASSETS

Share capital (<i>Note 8</i>)	3	3
Net assets	140,300	114,219
	140,303	114,222
	\$ 4,604,436	\$ 1,202,428

ON BEHALF OF THE BOARD

_____ *Director*

_____ *Director*

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Statement of Changes in Net Assets
Year Ended March 31, 2023

	2022 Balance	Deficiency of revenues over expenses	Contributions	2023 Balance
Operations Fund	\$ (9,412)	\$ (158,028)	\$ -	\$ (167,440)
Equity Fund (Schedule 1)	123,631	-	184,109	307,740
	\$ 114,219	\$ (158,028)	\$ 184,109	\$ 140,300

	2021 Balance	Deficiency of revenues over expenses	Contributions	Withdrawals	2022 Balance
Operations Fund	\$ 34,550	\$ (43,962)	\$ -	\$ -	\$ (9,412)
Equity Fund (Schedule 1)	23,318	-	100,313	-	123,631
	\$ 57,868	\$ (43,962)	\$ 100,313	\$ -	\$ 114,219

See notes to financial statements

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Statement of Cash Flows
Year Ended March 31, 2023

	2023	2022
OPERATING ACTIVITIES		
Deficiency of revenues over expenses	\$ (158,028)	\$ (43,962)
Item not affecting cash:		
Excess of receipts over commitments (commitments over receipts) - Equity Fund	184,109	100,313
	26,081	56,351
Changes in non-cash working capital:		
Accounts receivable	(2,443,761)	(12,100)
Accounts payable	2,468,451	(9,484)
Harmonized sales tax payable	(4,770)	2,953
Payables and accruals - Equity Investment Program	507,476	779,443
Advances received	400,000	(79,475)
	927,396	681,337
INCREASE IN CASH FLOW	953,477	737,688
Cash - beginning of year	1,176,034	438,346
CASH - END OF YEAR (Note 5)	\$ 2,129,511	\$ 1,176,034

See notes to financial statements

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Notes to Financial Statements
Year Ended March 31, 2023

1. PURPOSE OF THE CORPORATION

Newfoundland and Labrador Film Development Corporation (the "Corporation") is incorporated provincially under the Corporations Act of Newfoundland and Labrador. Management has determined that they are exempt from payment of income tax under Section 149(1) of the Income Tax Act.

The Corporation's purpose is to promote the development of, and to stimulate employment and investment in, the Provincial film and video industry by providing financial and other assistance.

The Corporation has been designated by the Province's Finance Minister to co-administer the Newfoundland and Labrador Film Tax Credit Program, including registration of productions, review of tax credit applications and recommendations to the Department of Finance.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The financial statements were prepared in accordance with Canadian Public Sector Accounting Standards for not-for-profit organizations (ASNPO). Canadian Public Sector Accounting Standards for not-for-profit organizations are part of Canadian GAAP.

Contributed services

The operations of the organization depend on the contribution of time by volunteers. The fair value of services cannot be reasonably determined and are therefore not reflected in these financial statements.

Fund accounting

Newfoundland and Labrador Film Development Corporation follows the restricted fund method of accounting for contributions.

Revenues and expenses related to program delivery and administrative activities are reported in the Operating Fund.

The Equity Fund reports the assets, liabilities, revenues, and expenses related to Newfoundland and Labrador Film Development Corporation's equity investment.

Revenue recognition

Government funding and support - Revenues are recognized as defined by the funding agreements for the period of which they cover.

Interest revenue are recognized using the accrual method in the period of which it is earned.

Measurement uncertainty

The preparation of financial statements in conformity with Canadian Public Sector Accounting Standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

(continues)

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION

Notes to Financial Statements

Year Ended March 31, 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Comparative figures

Certain comparative amounts have been reclassified to conform to the current year's presentation.

Financial instruments policy

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, financial assets with actively traded markets are reported at fair value, with any unrealised gains and losses reported in income. All other financial instruments are reported at amortized cost, and tested for impairment at each reporting date. Transaction costs on the acquisition, sale, or issue of financial instruments are expensed when incurred.

Cash

Cash includes cash in bank.

3. ATLANTIC CANADA OPPORTUNITIES AGENCY

During the year, marketing events and initiatives were completed to increase the marketability and growth of local film and TV industry professionals. Newfoundland and Labrador producers and filmmakers greatly benefited with the help of a consultant who navigated these markets. The NLFDC partnered with the Atlantic Canada Opportunity Agency (ACOA) and local production companies. During the pandemic, these consultancies have been administered virtually.

Total funding received from ACOA during the year was \$174,096 (2022 - \$78,840). The amount of funding has been credited against consultancies expense.

4. OFFICE

Office expense consists of the following:

	2023	2022
Rent	\$ 66,004	\$ 33,600
Board meeting expense	16,218	12,745
Communications	10,295	9,961
Office Equipment purchases/leases	2,478	5,511
Office Supplies	2,022	3,429
Computer maintenance/software	4,857	3,037
Couriers/Taxis	2,058	2,021
Bank fees	1,080	1,911
Meeting Supplies/consumables	1,335	1,649
Printing charges	438	625
Postage	138	375
Annual Returns	100	100
	\$ 107,023	\$ 74,964

5. CASH

	2023	2022
Cash	\$ 2,129,511	\$ 1,176,034

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION

Notes to Financial Statements

Year Ended March 31, 2023

6. PRODUCTION REBATE

During the 2021 - 2022 fiscal year, the Corporation reached an agreement to offer a rebate to Pixie Dust Productions Ltd. based on specific production costs incurred in the Province of Newfoundland and Labrador. A rebate totaling \$2,455,861 has been recognized as a receivable from the Government of Newfoundland and Labrador and as a payable due to Pixie Dust Productions Ltd.

7. ADVANCES RECEIVED

Advances received consist of operational funding received from the Government of Newfoundland and Labrador relating to the 2023-2024 fiscal year.

8. SHARE CAPITAL

Authorized:

600 Common voting shares

	2023	2022
Issued:		
600 Common shares	\$ 3	\$ 3

9. EQUITY INVESTMENTS

Production assistance in the form of equity investment is provided to eligible producers for the financing of productions that will provide employment and economic benefits to Newfoundland and Labrador. Equity investments are made with the condition of repayment through participation in revenue generated by projects. Revenue is recorded as recoupment when received.

Based on the Corporation's low recoupment rate, an allowance has been set up to write-off the cumulative equity investment, net of recoupment.

	2023	2022
Equity Investment	\$ 79,518,551	\$ 69,704,712
Allowance against Equity Investment	(77,526,931)	(68,461,518)
Recoupment	(1,991,620)	(1,243,194)
	\$ -	\$ -

10. RECOUPMENT

	2023	2022
Pope Rex Season 1 Inc. and Pope Rex Season 2 Inc.	\$ 519,771	\$ 390,060
Braven NL Inc.	228,654	116,580
	\$ 748,425	\$ 506,640

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Notes to Financial Statements
Year Ended March 31, 2023

11. LEASE COMMITMENTS

The Corporation has a long term lease with respect to its premises. The lease contains renewal options and provides for payment of utilities, property taxes and maintenance costs. Future minimum lease payments as at year end are as follows:

2024	\$	41,045
2025		10,261
	<u>\$</u>	<u>51,306</u>

12. PROJECT DEVELOPMENT LOANS

The Corporation provides loans to qualified applicants to support the process of film and video development that takes an idea through the stages of research, writing, market analysis and budget development. This work must precede the completion of production financing arrangements. Support for the development of a project does not necessarily imply support for a production

Project development loans are interest free and are to be repaid on the earlier of the first day of principal photography or on the optioning, sale, or transfer of the property to a third party.

An allowance has been made to write-off the cumulative amount of these development loans.

	2023	2022
Development Loans	\$ 8,501,000	\$ 7,765,521
Allowance against development loans	(8,501,000)	(7,765,521)
	<u>\$ -</u>	<u>\$ -</u>

13. COMMITMENTS

Because of the lead times required to obtain all the resources necessary to complete film and video productions, the corporation approves applications for funding which will, on occasion, result in program disbursements in subsequent fiscal periods, pending availability of funds.

As at March 31, 2023, the Corporation was contractually committed to advance funds totaling \$20,124,395 - (2022 - \$15,660,559) from the Equity Investment Program as investments and loans in respect of current and future projects subject to the availability of funds in subsequent years and other terms and conditions as outlined in the funding agreements.

14. ECONOMIC DEPENDENCE

The Corporation is economically dependant on the Government of Newfoundland and Labrador for annual funding.

15. PENSION CONTRIBUTIONS

The employees of the company are subject to the Public Service Pensions Act, 2019 (the Act). The Pension plan is administered by Provident¹⁰, including payment of pension benefits to employees to whom the Act applies.

(continues)

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Notes to Financial Statements
Year Ended March 31, 2023

15. PENSION CONTRIBUTIONS *(continued)*

The plan provides a pension upon retirement based on the age of its members at retirement, length of service and rates of pay. The maximum contribution rate for eligible employees was 11.85% (2022 - 11.85%). The company contributes an amount equal to the employee contributions of the plan. The total pension expense for the company for the year ending March 31, 2023 was \$18,885.75 (2022 - \$30,785).

16. FINANCIAL INSTRUMENTS

The Corporation is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the Corporation's risk exposure and concentration as of March 31, 2023.

(a) Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Corporation is exposed to this risk mainly in respect of its receipt of funds from contracted agreements and other related sources and accounts payable.

Unless otherwise noted, it is management's opinion that the Corporation is not exposed to significant other price risks arising from these financial instruments.

17. ADJUSTMENT TO OPENING BALANCE OF EQUITY INVESTMENT PROGRAM

Due to the lead times required to obtain the resources necessary to complete film and video productions, amounts disbursed often differ from those originally committed. Therefore, amounts reported as committed in any given fiscal period may differ on a film by film basis. These adjustments to prior period commitments are reflected as one adjustment in the current year.

18. BUDGETED FIGURES

Budgeted figures have been provided for comparison purposes and have been derived from estimates approved by the Board of Directors of the Commission.

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION
Schedule of Receipts and Commitments - Equity Investment Program (Schedule 1)
Year Ended March 31, 2023

	2023	2022
RECEIPTS AND DISBURSEMENTS		
Province of Newfoundland and Labrador Funding	\$ 10,000,000	\$ 10,000,000
Recoupment (Note 10)	748,425	506,623
Interest earned	87,851	-
Adjustment to opening balance (Note 17)	52,626	-
Professional fees	(15,775)	-
	-	-
	10,873,127	10,506,623
Current year commitments		
2022 Productions NL Inc. - Surrealestate (Season 2)	500,000	-
A&L NL Season 1 Inc. - Astrid and Lilly Save the World	1,200,000	1,100,000
ACRNO Season One Productions Inc. - AC RNO	19,800	-
Adventures Unknown Season 2 Inc. - Adventures Unknown (Season 5)	20,000	-
Adventures Unknown Season 2 Inc. - Adventures Unknown Season 4	-	30,000
Andie Makes Media Inc. - Isthianology	-	15,000
Andie Makes Media Inc. - Tales From the Floorrobe	-	15,000
Ark Films - The Hunt	23,000	-
Baking It Up a Notch 2022 Co. Ltd. - Baking It Up A Notch	-	18,852
Bedlam Pictures Inc. - The Seventh Skin	20,000	-
Black River Pictures Inc. - Southern Shore	29,700	-
Black River Pictures Inc. - The Good Work of My Father	-	44,550
Black River Pictures Inc. - This Hour of Might and Sorrow	-	6,126
Black Shore Productions Inc. - Ballad of North Whale	19,700	-
Black Shore Productions Inc. - Fishbowl	-	18,150
Black Shore Productions Inc. - The Golden League	-	21,830
Blue Pinion Films - What Odds	42,878	-
Blue Pinion Films Inc. - Blueberries for Iris	29,700	-
Blue Pinion Films Inc. - Only the Night Knows	47,800	-
Blue Pinion Films Inc. - The Adventures of Gary and Lou	-	33,000
Blue Pinion Films Inc. - We Are Here	-	14,850
Blue Pinion Films Inc. - What Odds	-	5,718
Brain Fog Films Inc. - Bounce	-	18,150
Butter Pictures Inc. - Animal Arrangements	10,000	-
Circa16 Films Ltd. - Edges of the World	-	11,567
Come Home Queer 2023 Co. Ltd. - Come Home Queer	38,890	-
Commute Doc NL Inc. - The Mortion of Labour	-	14,000
Davis Film Inc. - That Halloween	-	20,000
Deadly Productions Inc. - Wonderful Grand	-	11,055
Diving Gannet Productions Inc. - The Trout River Blue Whale Story	33,020	-
Door to Door Downsizing Co. Ltd. - Door to Door Downsizing	-	20,720
East Coast Forager 2021 Co Ltd. - East Coast Forager	-	19,760
East Coast Forager 2023 Co. Ltd. - East Coast Forager (Season 2)	32,920	-
F. James TV Film Co Ltd. - Chef Swap	-	30,000
F. James TV Film Co Ltd. - My Home Kitchen	-	30,000
February 2024 Co. Ltd. - February	21,450	-
Films 4 Square Inc. - None to Fear	-	20,000
Floating After Farley Inc. - Floating After Farley (Season 2)	39,603	-
Fort James Season 2 (NL) Inc. - Frontier Season 2	1,000,000	500,000

(continues)

See notes to financial statements

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION

Schedule of Receipts and Commitments - Equity Investment Program (continued)
(Schedule 1)

Year Ended March 31, 2023

	2023	2022
From Inside the Circle 2019 Co. Ltd. - From Inside the Circle (Documentary)	-	22,000
From Inside the Circle 2023 Co. Ltd. - From Inside the Circle: Lake City/Stephenville	112,663	-
God's Country 2021 Co. Ltd. - God's Country	-	30,000
Grind Mind Inc. - Scalp's Cove	9,900	-
Halfhandsome Inc. - Jack TV	-	24,000
Hawco Procutions Inc. - Only Saints Among Us	35,000	-
Hawco Productions Inc. - The Other Side	-	8,055
Health Explored Inc. - The Wahl Show (Season 2)	52,398	-
Home Is Where The Art Is 2022 Co. Ltd. - Home is where the art is	57,492	-
Home is Where the Art Is 2023 Co. Ltd. - Home is Where the Art Is (Season 2)	54,220	-
Innovative Media Productions Inc. - Dead Wife Club	-	19,500
Island Horse Procutions Inc. - Clifford George: Traditional Madman	-	31,905
Island Horse Productions Inc. - Devotion in a World of Distraction	-	32,219
Island Horse Productions Inc. - Stan Hill Jr. L. Art & Identity	32,905	-
Island Knights 2022 Co. Ltd. - Island Knights	-	20,560
King Tide NL Inc. - The King Tide	900,000	-
Little Scout Films - Vegas	-	20,594
Media Connections Film Inc. - Betwixt and Between	-	35,000
Media Connections Film Inc. - Elfreda (Phasell)	-	13,860
My Home Kitchen 2021 Co Ltd. - My Home Kitchen (Season 2)	-	18,960
Nick Master's Content Inc.	-	22,500
North Rock Inc. - Northerner	20,000	-
Odd Sock Films Inc. - The Jones	-	35,000
Of This Place Season 7 Ltd. - Of This Place (Season 7)	-	39,994
Out on Bail 2023 Co. Ltd. - Out on Bail	40,626	-
Panoramic Pictures Inc. - Choke Cherry Heights	-	10,000
Panoramic Pictures Inc. - Final Breath	34,980	-
Panoramic Pictures Inc. - Take Care	-	35,000
Panoramic Pictures Inc. - The Boy Who Belonged to the Sea	-	25,657
Panoramic Pictures Inc. - The Kraken	-	14,850
Panoramic Pictures Inc. - Untitled Ocean Quest Project	49,500	-
Pearls, Pearls, Pearls Inc. - Pearls	20,000	-
Pope Departures Season 3 Inc. - Departures 3	-	500,000
Pope Productions Ltd. - Grand Harbour Deep	-	23,486
Pope Productions Ltd. - Walker Manor	-	35,000
Pope Rex Season 1 Inc. - Hudson and Rex (Season 1)	-	800,000
Pope Rex Season 2 Inc. - Hudson and Rex (Season 2)	1,420,000	620,000
Pope Rex Season 4 Inc. - Hudson and Rex (Season 4)	351,847	2,165,000
Pope Rex Season 5 Inc. - Hudson and Rex (Season 5)	1,780,213	-
Party Pirate Films Inc. - Party Pirate	-	210,000
Party Pirate Films Inc. - Party Pirate additional	-	50,000
Party Pirate Films Inc. - Red is not an Easy Colour	-	13,750
Rick Rat Productions Inc. - Game (Phase III)	-	22,750
Ride the Rock 2021 Co. Ltd. - Ride the Rock	-	30,000
Rink Rat Productions Inc. - A Halloween Fury	-	15,000
Rink Rat Productions Inc. - A Halloween Fury (Phase II)	-	14,295
Rink Rat Productions Inc. - By The People (Phase II) aka Postal	14,543	-
Rink Rat Productions Inc. - George Street	-	32,622

(continues)

See notes to financial statements

NEWFOUNDLAND AND LABRADOR FILM DEVELOPMENT CORPORATION

Schedule of Receipts and Commitments - Equity Investment Program (continued)
(Schedule 1)

Year Ended March 31, 2023

	2023	2022
Rink Rat Productions Inc. - Halloween Fury (Phase III)	17,117	-
Rink Rat Productions Inc. - Seven Proven Methods	14,823	-
Rink Rat Productions Inc. - Sweet Release	-	16,000
Road de Luxe Productions Inc. - It Must Be Nice	-	15,000
Rogue Rock Pictures Inc. - Aberrant	17,874	-
Ruby Line Productions Inc. - Lauda - The Documentary	110,310	-
SOC NL Season 1 Inc. - Son of a Critch	-	2,500,000
SOC NL Season 2 Inc. - Son of a Critch (Season 2)	1,250,000	-
Sara Fost Pictures Inc. - Rubber Whales	-	7,400
Sara Fost Pictures Inc. - Tunnel Vision	-	7,400
Seachange Films Inc. - Geoff Stirling Documentary	20,000	-
Skeet Pictures Inc. - Skeet	-	191,000
Sibelle Productions Inc. - Justine a St. John's	-	32,130
Skeet Pictures Inc.	200,000	-
Sonny's Production 2024 Co. Ltd. - The Good Thief	34,650	-
Sweaty Neon Nightmares - What I Come From	10,000	-
SAB Films Inc. - Sweet Angel Baby	330,000	-
Sweetland Films Inc. - Sweetland	-	280,000
TBD - The Age of Reality	-	19,000
TODOS Media Productions Inc. - We Have ... Newfoundland	-	9,998
The Hag 2023 Co. Ltd. - The Hag	24,760	-
The Hunting Party Inc. - Mother's Land	35,000	-
The Hunting Party Inc. - Showdown at Ashuanipi Lake	-	14,190
The Hunting Party Inc. - The Canoe Project	-	35,000
The Hunting Party Inc. - The Dogs of Petty Harbour	-	27,000
The Last Picture Inc. - Ukraine War	46,464	-
NL Productions Inc. - The Silent Planet	425,000	-
Torbay Ponies Inc. - Missus Downstairs	-	32,000
Torbay Ponies Inc. - Missus Downstairs (Season 2)	-	50,436
Tyndrum Media Co. Ltd. - Abandoned NL	-	18,610
Up Sky Down Films Inc. - Setting His Own Limits	-	19,800
UpSkyDown Films - The Forgotten Warriors	32,101	-
Visionary Hag Productions Inc. - Anarchy Camp	-	6,235
Wahl Media Inc. - The Wahl Show	-	38,916
Want Machine Inc. - Berries for Sale	6,171	-
What Machine Inc. - Berries for Sale	-	24,750
Wreckhouse Procutions - Another Beautiful Day (P3) aka Limelight	-	8,250
Wreckhouse Productions Inc. - Our Joan (Phase 2)	-	15,510
Wreckhouse Productions Inc. - Party Pirate	-	8,250
Zamura Films Inc. - The Beothuk Story	-	19,550
Total committed	10,689,018	10,406,310
Contributions	184,109	100,313
Opening balance	123,631	23,317
EXCESS OF RECEIPTS OVER COMMITMENTS	\$ 307,740	\$ 123,630

See notes to financial statements

