

OMDC building businesses and creating opportunities across and within cultural industries, including book and magazine publishing, music, interactive digital media, film and television

Ontario Digital Delegation Makes an L.A. Connection

The OMDC's recent Market Access Program—L.A. Mission (March 25-28), sponsored by Telefilm Canada, gave five Ontario digital media producers a chance to meet with key U.S. digital media companies.

"The L.A. Mission was essentially a fact-finding and networking mission," commented Kim Gibson, Program Consultant with the OMDC's Business Innovation Group, who accompanied the delegation. "The intention was to allow participants the opportunity to establish contacts and connections with U.S.-based companies for future collaborations."

The OMDC worked with Franke James, Co-founder of The James Gang and Nerdheaven, who led the L.A. Mission and scheduled meetings and networking events on behalf of the participating delegates. Delegates met with content producers, lawyers, agents and publishers in meetings with the following U.S.-based companies: Film Roman, Google, The WB Network, Disney Online, ICM, Creative Artists Agency, William Morris, Universal Consumer Products, Morrison and Foerster, Warner Bros. and Yahoo.

Brian Katz, Head of Business Development, Interactive and Broadcast Media at Immersion Studios, considers the event a success. "The specific focus on gaming resonated with all the companies that we visited. They seemed impressed with Canadian abilities, and they were eager to hear about our company's developments," says Katz. "I definitely had a sense that with (these small group meetings) you were able to conduct a business opportunity better than you would at a trade show. There were fewer distractions; you weren't competing for their attention."

"There is much more cachet associated with participating in a mission like this, so it is easier to arrange face time with the key decision makers," says Gibson. "Although the OMDC did provide some financial support to these producers to travel to L.A., the program's true value is the access and ability to coordinate so many meetings to ensure maximum impact in such a short time."

Barbara Jones, Owner and Executive Producer at SailorJones Media, was impressed with the other Ontario companies. "I think it was a great opportunity, and strong relationships have been struck with the other participants. I think we'll find some ways to work together, to develop ideas together," says Jones. As for the American contacts, she says, "It may take some time to see [new deals] to fruition, but I have some amazing new names in the Rolodex."

"In Canada we tend to look outwards to validate our own talent, our technical and creative abilities," says Agnes M. Zak, Senior Investment Analyst-New Media at Telefilm Canada. "This mission has been a unique opportunity to attest to our own exceptional expertise in the New Media, especially in the area of broadband development, Wireless, and ITV."

The OMDC's Market Access Program (MAP) provides financial and strategic support for cultural entrepreneurs to attend events that provide industry net-working opportunities and a chance to learn more about business strategies, market potential, financing and distribution. Go to www.omdc.on.ca and click on "Think BIG" learn about the latest initiatives and opportunities available to Ontario's cultural entrepreneurs!

E-mail your news and events by the third Thursday of the month to newsletter@omdc.on.ca

To add or remove yourself from this newsletter list, e-mail mail@omdc.on.ca

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OMDC Launches New Programs

Leadership Program Opportunity Announced

The Business Innovation Group (BIG) has just announced **Executive Forum: Leading the Business of Culture**, which will take place from May 11-15 in Toronto. To present this program, the OMDC has partnered with Banff Executive Leadership Inc., one of Canada's foremost practitioners in the field of competency-based leadership development. Executive Forum is designed to enhance the leadership and management practices of owners and senior managers of small to medium-sized Canadian-owned, Ontario-based companies in the book, film, interactive digital media, magazine, music and television industries. This intensive four day program provides participants with the opportunity to identify and build on personal strengths to

address the leadership challenges of managing and growing their businesses. Executive Forum offers a mix of essential business theory and practice, made relevant with specific case study material and guest speakers from across the cultural media industries. Unique to Executive Forum is the opportunity to network with cultural entrepreneurs from a range of creative businesses. This dynamic learning environment will encourage meaningful exchange between participants and faculty, offering participants an appreciation of common challenges and the potential for future collaborative ventures. For complete program information and applications, see the OMDC Web site at www.omdc.on.ca, or phone BIG at 416-314-6858. The application deadline for this program is April 11, 2003 at 5 p.m.

OMDC Updates and News

Executive Exchange at the London Book Fair

Business Innovation Group (BIG) Acting Director James Weyman and four Ontario publishers participated in an Executive Exchange in partnership with the U.K. Publishers' Association prior to the London Book Fair. The four publishers, Anna Porter of Key Porter Books, Martha Sharpe of House of Anansi Press, Kirk Howard of Dundurn Press and Althea Prince of the Canadian Scholars' Press and Women's Press, had two days of meetings with companies including Hodder Headline, Penguin UK, Arcadia and Serpent's Tail. The group also attended a networking dinner co-hosted by the Canadian High Commission with London-based editors, publishers, trade organizations and consultants. The publishers spent the next three days attending the London Book Fair.

Pioneering Content Program Hosts Info Session

On March 14, 150 professionals from across Ontario's cultural industries attended a lively information session about the OMDC's Pioneering Content program. Participants in this session heard about this new program and had their questions answered. A randomly drawn group of attendees also had the opportunity to give a brief overview of their projects and make a pitch for the type of partners they would be looking for in taking advantage of this program.

Attendees who registered for this event were invited to complete a Networking List Form outlining the nature of their business and an overview of their projects in development. This information was distributed at the session; it is available online to facilitate cross-sector connections and collaboration required for the Pioneering Content program. Information on technology partners affiliated with the OMDC's program partner CITO in the Researchers Network List is also available. See www.omdc.on.ca for more information.

Comings and Goings

The OMDC Tax Credits Department is pleased to welcome Albert Tan as a Tax Credits Business Officer who will be processing applications for the Ontario Book Publishing Tax Credit (OBPTC). Albert has worked as Projects Manager at the Association of Canadian Publishers, he has worked for Whitecap Books and most recently Lobster Press. He can be reached at 416-642-6657.

BIG is proud to welcome Cynthia Lynch (formerly a Business Officer in the Tax Credit department) as Acting Program Consultant. Before coming to the OMDC, Cynthia worked in the production department at McClelland & Stewart. Her new telephone number is 416-642-6654.

OMDC Program Deadlines and Events

April 11 | Applications due for the OMDC's **Executive Forum**, designed to enhance the leadership and management practices of owners and senior managers of small to medium-sized, Canadian-owned, Ontario-based companies in the book, film, interactive digital media, magazine, music and television industries. See www.omdc.on.ca or call 416-314-6858.

April 11 | Deadline to apply for the **Market Access Program to E3, the Electronic Entertainment Expo** in Los Angeles from May 13-16. Successful applicants receive registration for the conference program and a \$1,000 travel subsidy. See www.omdc.on.ca or call 416-314-6858 for more information.

April 14 | Application deadline for the **Market Access Program to BookExpo America** in Los Angeles, May 28-June 1. Successful applicants receive a \$1,000 travel subsidy. See www.omdc.on.ca or call 416-314-6858.

April 15 | Deadline for Expressions of Interest for the **Pioneering Content** program, which supports the creation of innovative cultural media content products. Eligible projects, which must involve at least two collaborating organizations from different cultural media sectors, will receive funding of up to \$70,000 each. For more information see www.omdc.on.ca or call 416-314-6858.

April 16 | **The BIG Event: Going Global—Export Development Readiness**. Takes place in Toronto at the Arts and Letters Club, 14 Elm Street, from 4-6 p.m. Followed by a networking reception. See www.omdc.on.ca for information.

May 1 | New deadline for the **Stanford Professional Publishing Course Training Bursary**. One \$2,500 bursary is available for a book publishing professional and one is available for a magazine publishing professional. For information call 416-314-6858. Apply directly to Stanford online at <http://publishingcourses.stanford.edu/>

OMDC Supported Events and Program Deadlines

April 2-6 | **Reelworld Film Festival**, Toronto. The Festival is the premiere celebration of Canada's culturally and racially diverse film, video and new media production. The Festival provides entertainment to filmgoing audiences and stimulating interaction for industry professionals. Visit www.reelworldfilmfest.com for schedules and ticket information.

April 4-25 | **Music and Film in Motion Winter/Spring Workshop Series** takes place on weekends in Sudbury. Topics include "Producing Documentaries" and "Touring and Getting Paid." Please see www.musicandfilminmotion.com for information and registration details.

April 12, May 10, May 24 | The remaining three **CIFC Takin' Care of Business Weekend Workshops**, Saturdays from 10 a.m. to 5 p.m. at Toronto's CBC Broadcast Centre.

- April 12 – Archival Research
- May 10 – Proposal Writing
- May 24 – Production Management and Financials

Costs are \$99 for CIFC members for one workshop or \$233 for any three workshops. Non-members pay \$149 for one workshop or \$279 for any three workshops. To reserve your space e-mail info@cifc.ca.

April 25-June 20 | **NIMBA Case Studies iLunch Series**, Indian Motorcycle Café, Toronto.

- April 25 – Best Laid Plans: Project Management
 - May 23 – All Together Now: Team Building & Partnering
 - June 20 – Spread the News: Marketing & Distribution
- The cost of this lunch-time series is \$20 for members, \$40 for non-members, lunch included. See www.nimba.ca.

Ongoing | **Music and Film in Motion**, Sudbury. "Taking it to the Stage and Screen" series takes place on the last Wednesday and Thursday of every month. This program provides a forum for discussion, feedback and support where artists can benefit from shared knowledge. Visit www.musicandfilminmotion.com for details.

Congratulations

The OMDC is pleased to announce the following recipients of the **Stanford Professional Publishing Course Training Bursaries**: Karen Boersma from Kids Can Press and Kevin Siu, formerly of *Shift*. Each receives a bursary of \$2,500 toward travel and tuition expenses. A bursary is still available in each of the book and magazine industries; the deadline is May 1.

Congratulations to the **16th Annual Trillium Book Award** and the **New Trillium Book Award for Poetry** shortlisted candidates.

The Trillium Book Award / Priz Trillium finalists are: *The Conversations: Walter Murch and the Art of Editing Film* by Michael Ondaatje (Vintage Canada); *The Gwendolyn Poems* by Claudia Dey (Playwrights Canada Press); *The Mourner's Dance: What We Do When People Die* by Katherine Ashenburg (Macfarlane Walter & Ross); *The Polished Hoe* by Austin Clarke (Thomas Allen Publishers); *Seven Pages Missing* (volume 2) by Steve McCaffery (Coach House Press); *Testament* by Nino Ricci (Doubleday Canada); *Thirsty* by Dionne Brand (McClelland & Stewart); *Debout sur la tête d'un chat* by Danièle Vallée (Les Éditions David); *Eaux d'Ève* by Michael Thérien (Les Éditions David); *humains paysages en temps de paix relative* by Robert Dickson (Prise de parole); *Même les fougères ont des cancers de peau* by Pierre Raphaël Pelletier (Le Nordir); *Le testament du cou-turier* by Michel Ouellette (Le Nordir).

The Trillium Book Award for Poetry finalists are: *Faux-fuyants* by Éric Charlebois (Le Nordir); *Tatouages et testaments* by Tina Charlebois (Le Nordir).

English and French-language award winners receive \$20,000; \$2,500 goes to each winning publisher. The winner of the Trillium Book Award for Poetry receives a \$10,000 award; the winning publisher receives \$2,000. The winners will be announced by Minister of Culture David H. Tsubouchi on April 23.

The **Writer's Trust of Canada Great Literary Awards** were handed out on March 6 at the Arts & Letters Club in Toronto. Among the awards given, the \$15,000 Pearson Writers' Trust Non-Fiction Prize went to Jake MacDonald for his *Houseboat Chronicles: Notes from a Life in Shield Country* (McClelland & Stewart). The Writers' Trust of Canada/McClelland & Stewart Journey prize, worth \$10,000, was presented to Jocelyn Brown for her short story *Miss Canada* (published in *This Magazine*). The Vicky Metcalf Award for Children's Literature was awarded to Peterborough author Julie Johnston. A complete list of award winners is available at www.writerstrust.com.

The winners of the **National Screen Institute ZeD Drama Prize** were announced this March. Five teams were selected: one Ontario writer/director/producer team—Bill Campbell, Lucie Page and Deborah Anne MacDonald—was selected for their project "Fallen Angels." The filmmakers will receive \$8,000 cash, \$6,000 in film services and a year of support, training and advice toward developing their project. A complete list of winners is posted online at www.nsi-canada.ca/dramapriz/index.html.

Upcoming Markets and Festivals

April 6 | Juno Awards 2003, Ottawa. www.juno-awards.ca

April 21-27 | Canada Book Week. www.canadabookweek.com/aboutus.asp

April 22 | WIFT Crystal Awards. www.wift.com

April 25-May 4 | 10th Annual Hot Docs Canadian International Documentary Film Festival. www.hotdocs.ca

May 13-16 | E3 Electronic Entertainment Expo in Los Angeles. www.e3expo.com

May 14-25 | Cannes Film Festival. www.festival-cannes.com

May 22-23 | Innoversity Creative Summit in Toronto. www.innoversity.com

May 24-30 | Canadian New Media Week, Toronto. www.newmediaweek.ca

May 27 | Canadian New Media Awards. www.cnma.ca

May 28-June 1 | Book Expo America, Los Angeles. www.bookexpoamerica.com

May 30 | National Magazine Awards Dinner. www.nmaf.net

Upcoming Events and Industry Deadlines

April 8, May 13 | **The Goodmans Breakfast Club Series: Reel Careers, Real Stories.** This series brings participants the inside story on working in film and television straight from the voices at the top.

- April 8 - Corporate Communications with Mary Powers, CHUM Television
- May 13 - Affiliate Relations with Carol McLean, CTV Specialty Networks Distribution.

See www.wift.com for more information.

April 10 | Information night for **Ryerson University's Continuing Education courses**, including Magazine Editing, The Business of Magazine Publishing, Magazine Copy Editing, Magazine Fact-Checking and Research, Magazine Writing and Quark XPress and More for Editors. Courses begin in May. See www.ryerson.ca/ce or call 416-979-5035 for details.

April 12 | **Fiction writing workshop: Telling Lies Creatively.** Freelance writer Paul Lima will discuss various techniques including Freefall, Clustering, Modelling, Word Photography and Elevator Dialogue to help you draw on your imagination and sift through memories and experiences for material you can use in writing short stories. Takes place from 10 a.m. to 4 p.m. in the Northview Branch of the Oshawa Library. See www.wcdr.org/workshops.html or to register call 905-259-6520 or e-mail workshops@wcdr.org.

April 15 | **REHAB: Parkdale Film & Video Showcase.** Deadline for submissions including a VHS preview tape and a completed 2003 submission form are available at www.rehabfilms.ca.

April 15 | **SMART Toronto Technology Alliance breakfast** featuring a talk on the Branham 500, the top IT companies in Canada and a discussion on the state of the IT industry. Registration takes place at 74 Fraser Ave., Toronto from 7:30 a.m. Event runs from 8 to 10 a.m. and costs \$35 for members, \$45 for non-members. See <http://events.smarttoronto.ca/branham-rsvp.cfm> to register.

April 17 | **Bell Fund's Banff Television Festival Cyberpitch** due. See www.banff2003.com/sessions/cyberpitch.html.

April 23 | **Spadina Bus 2nd Annual Conference-Take Charge: Career Management 2003** at the Renaissance Toronto Hotel at

Skydome from 8 a.m. to 12:30 p.m. Tickets are \$25 at www.spadinabus.com/Event%20Registration.htm.

April 23 | **Book Publishers' Professional Association Evening Program: Brickbats & Bouquets**, moderated by Philip Marchand, Books Columnist for the *Toronto Star*. This program opens with food and drink at 5:30 p.m. at the Arts & Letters Club, 14 Elm Street, Toronto. Free for members, \$25 for non-members. For more information contact Peter McFarland at 416-885-8850.

April 24 | Entries due for **The Writers' Union of Canada's** annual Writing for Children competition. The contest awards \$1,500 to an unpublished children's writer. See www.writersunion.ca.

April 29 | **The Big Schmooze! 2nd annual Demo-listen Derby** will be held at Reilly's, 340 Yonge St. Toronto, 3rd Floor, from 8 to 11 p.m. The fee is \$7.50 or \$5.00 with The Big Schmooze Card. See www.thebigschmooze.ca.

May 12 | **SMART Toronto's 2003 Annual Dinner**, Four Seasons Hotel, Yorkville, begins at 5:45 p.m. The keynote address, "Innovative Communities: Lesson Learned—The New Opportunities" will be delivered by Bill Hutchison, award-winning pioneer in information technology and telecommunications. The cost is \$175 for members and \$225 for non-members. See www.stta.ca/show-event.cfm?eventid+88.

May 29 | Last day to apply for the **Radio Starmaker Fund**. See www.radiostarmakerfund.com for program details.

Ongoing | **The Support for Business Development for Small Magazine Publishers (SBDSMP)** component of the Canadian Magazine Fund (CMF) is designed to help small magazine publishers become financially viable. Applications are accepted throughout the year. Learn more online at www.canadianheritage.gc.ca/cmef or call 1-888-357-3116.

Ongoing | The **Editors' Association of Canada**, Toronto and National Capital Region branches sponsor **professional development seminars** throughout the year for editors looking to develop their skills. The Winter / Spring 2003 schedule is online at www.editors.ca.