



LIVRES CANADA BOOKS®

ANNUAL REPORT
2019 - 2020

LIVRES CANADA BOOKS
2019-2020 Annual Report

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CHAIR'S MESSAGE

In this time of pandemic, the entire Canadian book industry is facing new challenges and completely reinventing the way it approaches exports, particularly the sale of rights. Indeed, over the past few months, Livres Canada Books has had to cope with a stream of bad news and develop an emergency-oriented approach in order to stabilize the association and its ability to support publishers. I want to tip my hat to François Charette and his entire team, who have been working with outstanding efficiency to implement measures to stabilize operations, keep publishers informed, and strengthen relationships with our various national and international partners. The past year was characterized by numerous activities related to preparations for Frankfurt 2020. Building on the hard work of the past three years, we refined the collective stand and the many activities that would be offered during this historic fair. To our considerable relief, our funding was confirmed at the beginning of the year, which allowed us to move forward on some impressive plans. However, the COVID-19 crisis is forcing us to revisit our plans. We were delighted to learn that Canada's Guest of Honour role at the Frankfurt Book Fair has been postponed to 2021. I would like to thank Canadian Heritage, the Embassy of Canada to Germany, and Canada FBM2020, as well as the upcoming Guest of Honour countries—Spain, Slovenia, and

Italy—for their cooperation. With the cancellation of the Bologna and London book fairs, we must come to terms with the fact that the coming months will be difficult for our exports and that it will be some time before major events return to normal. It is clear that the team at Livres Canada Books, supported by a dynamic Board of Directors, will do its utmost to mitigate the situation and support new international practices. Whether through virtual fairs or online conferences, a number of initiatives are already developing. The past year was nevertheless busy with the initiation of discussions on our next business plan, which will be unveiled this fall. We are currently in the consultation period and are hoping for greater participation from publishers, which will enable us to better envision the future of Livres Canada Books as well as implement new assistance programs and initiatives to support and guide Canadian publishers in international markets. Last fall, we led a major trade mission to the Sharjah International Book Fair. New markets are opening up for our publishers and it is clear that this involvement will strengthen future relationships with new partners. Over the coming months, we hope to finalize several initiatives, including establishing a book shipping assistance program and ensuring an increased presence at the smaller fairs.

Once again, I would like to thank the team at Livres Canada Books and its Executive Director François Charette for continuing to strengthen our organization and carry out our different activities at a very high level of excellence, despite the circumstances. I would also like to highlight the ongoing support of the Board members. Their active participation provides our organization with a strength that truly reflects all the diversity of our community. ■



Frédéric Gauthier

CHAIR



Frédéric Gauthier



EXECUTIVE DIRECTOR'S INTRODUCTION

Livres Canada Books has been supporting Canadian publishers in their export activities and has spared no effort in adapting to the global pandemic that hit our lives and our business practices last March. I would like to underline that—no matter what—we are here to support your export activities and that Livres Canada Books is reviewing the way we work in order to meet your evolving needs.

I would sincerely like to thank my team members, who have redoubled their efforts to adapt Livres Canada Books' programs and services to finish the year successfully. We have reviewed our method for assessing FRMAP claims electronically and remotely in order to enable funding recipients to receive payments quickly and securely by direct deposit. Additionally, in order to provide as much flexibility as possible for applicants to FRMAP and Mentoring-Funding Support 2020–2021, we extended the application deadline to May 1, 2020 with applications by regular mail or email. Further, we are now distributing our catalogues online, we created a YouTube channel for our webinar videos, and we are hosting publishers' rights catalogues on our website. Thank you for your excellent co-operation!

With our team of six experienced staff members, we have been able to achieve everything in our business plan for 2019–2020 and much more (see the annual accomplishments graphic following this text). We also coordinated the Canada Stand at the Guadalajara and Sharjah international book fairs, and planned

our presence at Leipzig, although that fair was unfortunately cancelled. In addition, we administered the Creative BC Supplement for the last year and, along with Telefilm Canada, initiated a series of meetings with Canadian cultural industries.

Livres Canada Books is pleased to continue our work supporting Canada as the guest of honour at Frankfurt, which generates considerable interest in the international community for Canadian authors, the Canadian publishing industry, and the country as a whole.

It is important to emphasize that Livres Canada Books' accomplishments would not have been possible without our many partnerships. These include the Department of Canadian Heritage through the **Canada Book Fund** (CBF) as well as International Trade, **Global Affairs Canada**, the **Canada Council for the Arts**, the **International Council for Canadian Studies** (ICCS), **Ontario Creates**, the **Société de développement des entreprises culturelles** (SODEC), **Creative BC**, the **Association nationale des éditeurs de livres** (ANEL) and **Québec Édition**, the **Association of Canadian Publishers** (ACP), the **Association of Canadian University Presses** (ACUP), the **Association of Book Publishers of British Columbia** (ABPBC), the **Book Publishers Association of Alberta** (BPAA), the **Canadian Publishers' Council** (CPC), the **Regroupement des éditeurs franco-canadiens** (REFC), the **Literary Press Group of Canada** (LPG), **Canada FBM2020**, **Friesens Corporation**, the **Union des écrivaines et des écrivains Québécois** (UNEQ), **The Writers' Union of Canada**

(TWUC), Canadian embassies in Germany, Colombia, United Arab Emirates, Italy, Mexico, and Poland, the High Commission of Canada in the United Kingdom, the Consulate General of Canada in Shanghai, and the Québec Government offices in London and Rome. Their support has enabled us to develop our international marketing activities professionally in order to meet the needs of publishers.

My sincere thanks go to the Chair of Livres Canada Books, Frédéric Gauthier, and the members of the Board of Directors for their sound management of the organization. These experienced publishers are invaluable advisors who contribute to ensuring good governance for supporting the export efforts of all Canadian publishers.

I reiterate my thanks to the Livres Canada Books team, who serve our clients in both official languages. These dedicated professionals develop and administer our programs and services with care while maintaining excellent relationships with publishers, book associations, governments, and our various partners. I am truly proud to be part of Livres Canada Books! ■



François Charette
EXECUTIVE DIRECTOR



François Charette

2019-2020 AT A GLANCE

SUPPORTING CANADIAN PUBLISHERS



- Foreign Rights Marketing Assistance Program > 173 funding recipients
- Mentoring - Funding Support > 2 funding recipients

PROMOTING CANADIAN PUBLISHING



- Canada Stand > Bologna, Frankfurt, Sharjah, and Guadalajara
- Networking Receptions > 1 reception at Frankfurt
- Collective Marketing > *Rights Canada* catalogue – 295 titles from 108 publishers
- > *Canadian Studies Collection* – 107 titles from 37 publishers

BUILDING EXPORT EXPERTISE



- Market Guides > 2 new guides, 2 updated guides, and 1 translated guide
- Trade Mission > United Arab Emirates (Sharjah) – 14 publishers, corresponding webinar (14 participants), and list of contacts
- Mentoring - Coaching > United States of America – 9 publishers and 52 webinar participants
- Professional Development Webinar > *Global Social Media Strategies* – 41 participants
- Export Market Webinar > Norway – 35 participants

BUILDING OUR COMMUNITY



- Website > Database update and connectivity
- Conferences > Attendance at 4 conferences
- Blog > 52 blog posts (in French and English)
- Social Media > Information sharing with a diverse and growing audience
- Newsletter > 10 issues with an increased number of subscribers

LOOKING TOWARD THE FUTURE



- Pandemic Response > Adapting our programs and services to meet publishers' evolving export needs
- Business Plan 2019–2021 > Business Plan approved by the Board of Directors
- Frankfurt 2020 > Administrative support and observer status on the Board
- Accessibility > AODA compliance by 2025
- > Special project on accessible digital books and export



MANDATE AND STRATEGIC DIRECTIONS

The mandate of Livres Canada Books is to support Canadian-owned book publishers in their export sales activities, and in developing international partnerships, and to assist publishers in improving their overall results through a range of services. These services include financial support, promotion, research, training, a collective presence at major international book fairs, and a unique forum for collaboration between English-and French-language publishers in Canada.

Strategic Goals

- Canadian book publishers maintain and increase their export sales
- Canadian book publishers' research and development, promotions, and ongoing sales activities in international markets are sustained and expanded
- Canadian book publishers are informed about current and future opportunities for innovation
- Canadian book publishers benefit from new mentoring services
- Government policies and programs are better adapted to the needs of publishers

Strategic Objectives

- Canadian book publishers have access to financial resources and targeted services that enable them to compete effectively in the international marketplace
- Canadian book publishers receive world-class information on international book publishing markets

- Canadian book exporters have opportunities to network and exchange information with each other, and their export-related priorities and needs are communicated effectively, both nationally and internationally
- The diversity of Canadian book publishers—in language, genre, size, and years of export experience—is recognized
- Exchanges between publishers from across Canada are valued and strengthened
- Policy makers have a better understanding of the needs of book exporters

Strategic Activities

- Providing direct funding to Canadian exporters
- Facilitating participation in international book fairs and other events
- Creating collective promotional materials and online content
- Supporting the Frankfurt 2020 initiative
- Gathering intelligence on different markets and key export partners
- Providing professional development regarding export and digital publishing
- Creating opportunities for professional networking and information sharing
- Maintaining strong relationships with government partners
- Communicating and sharing information and best practices with publishers
- Developing and managing Livres Canada Books' resources ■





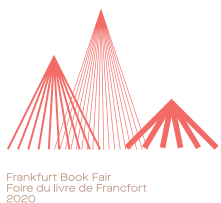
LOOKING TOWARD THE FUTURE

PANDEMIC RESPONSE: ADAPTING TO CANADIAN PUBLISHERS' EXPORT NEEDS DURING UNCERTAIN TIMES

Like millions of other Canadians, the staff of Livres Canada Books ended the fiscal year working remotely in order to stay safe and help “flatten the curve.” Throughout this time, staff members remained in touch with Canadian publishers, international associations, and industry partners to ensure continuity of service.

In addition to extending FRMAP application and claim deadlines, we are providing electronic payments to funding recipients, supporting publishers participating in online rights platforms, promoting new forms of online rights sales and marketing, as well as networking with international publishers and associations to share information about our individual markets and best practices during this pandemic.

Over the coming months, Livres Canada Books will continue to review ways of adapting our programs and services to this new reality. Feedback from the publishing community on how we can further support their export activities during these uncertain times is most welcome.



CANADA
Singular
Plurality
Singulier
Pluriel

BUSINESS PLAN 2019-2021

Livres Canada Books continues to implement its 2019–2021 business plan by supporting Canadian publishers’ export efforts and providing them with value-added services that complement the work done by national book associations and related industry organizations.

FRANKFURT 2020

Livres Canada Books continues to support the Frankfurt 2020 project on multiple fronts. In addition to our observer role on the Canada FBM2020 Board of Directors, we have been supporting Frankfurt 2020 through projects and funding programs by increasing the FRMAP budget to allow more publishers to travel for business and attend Frankfurt in advance of 2020. We have also offered a targeted Mentoring - Coaching program on Germany, held a trade mission to Germany, and organized a Canada Stand at the 2019 and 2020 Leipzig Book Fairs in collaboration with Canada FBM2020 and Canadian Heritage.

Given several fair cancellations and ongoing concerns about international travel during the pandemic, Livres Canada Books has remained in constant contact with book fair organizers, Canadian Heritage, and Canada FBM2020 since the beginning of the crisis. Along with our industry partners, we are closely monitoring national and international public health developments and are following precautions and recommendations issued by the Government of Canada. Livres Canada Books is delighted to see Canada’s presence as Guest of Honour at the Frankfurt Book Fair postponed to 2021.

ACCESSIBILITY

A major focus over the coming years will be evolving our organization’s activities to provide accessibility accommodations across our programs and services by 2025, as mandated by the Accessibility for Ontarians with Disabilities Act (AODA).

As part of the Canada Book Fund’s special initiative to support the production and distribution of accessible digital books, Livres Canada Books will provide expertise to Canadian publishers on accessible digital books and export—particularly the European Accessibility Act (EAA)—and how to prepare to implement the requirements of this new legislation as it relates to ebooks. ■



SUPPORTING CANADIAN PUBLISHERS



Livres Canada Books has played a key role in developing and delivering programs and services to Canadian publishers.

Throughout the years, Livres Canada Books has maintained its commitment to the following principles:

- Allocating funding support based on cost sharing with participating publishers
- Respecting individual corporate objectives and international marketing strategies
- Managing funds in a manner that is fair, accessible, and effective and that respects sound stewardship and the highest levels of integrity, transparency, and accountability

Programs are continually updated, ensuring an efficient and flexible response to the export needs and priorities of Canadian publishers, thus enabling them to succeed in a constantly evolving export environment. Livres Canada Books prioritizes the collection and analysis of program data so that its activities remain relevant.

In 2019–2020, 166 publishers and seven national and provincial publisher associations were eligible for direct funding through two programs, the [Foreign Rights Marketing Assistance Program \(FRMAP\)](#) and the [Mentoring - Funding Support](#) program.



Christy Doucet

SENIOR PROGRAMS MANAGER

The table below summarizes the applications received and funds allocated in 2019–2020. A complete list of funding recipients, including a breakdown by program, can be found at the end of this report.

In 2019–2020, a total of \$875,716 was allocated.

APPLICATIONS RECEIVED AND FUNDS ALLOCATED IN 2019–2020

Applications	Submitted	Eligible	Amount
Foreign Rights Marketing Assistance Program (FRMAP)	178	173	\$869,716
Mentoring - Funding Support	2	2	\$6,000

FOREIGN RIGHTS MARKETING ASSISTANCE PROGRAM

Livres Canada Books has administered the **Foreign Rights Marketing Assistance Program** (FRMAP) on behalf of Canadian Heritage since 1985. The objective of this program is to develop and sustain export sales by Canadian publishers and expand their export markets by providing funding for sales trips and participation in international trade events, such as book fairs and exhibitions. The

program operates on a cost-sharing basis between Livres Canada Books and eligible publishers.

In 2019–2020, of the 173 eligible publishers and national and provincial publishers' associations, 150 submitted claims and received funding for export-related expenses through FRMAP.

FRMAP CONTRIBUTIONS

	2019–2020	2018–2019	2017–2018
Total claims	472	475	476
International trade events	374	386	377
Export sales trips	97	89	99
Number of delegates	648	665	686

Creative BC Supplement

In 2019–2020, Livres Canada Books collaborated with Creative BC for a second year to administer a supplement to the FRMAP funding for British Columbia–based publishers. The objective is to supplement the existing [Foreign Rights Marketing Assistance Program](#) (FRMAP) by providing additional support for British Columbia–based publishers to travel to international trade events and for export sales trips. In 2019–2020, this supplement provided additional support to 19 British Columbia–based publishers and one association for a total amount of \$13,385.

MENTORING - FUNDING SUPPORT

The [Mentoring - Funding Support](#) program was launched in 2007 to give publishers an opportunity to benefit from knowledge and expertise gained through their participation in the Livres

Canada Books Mentoring - Coaching program. Funding support allows publishers to implement marketing strategies targeted at their selected export markets. The objective is to help small and emerging exporting publishers increase sales to these markets and become eligible for higher levels of funding through the Canada Book Fund.

Mentoring - Funding Support ensures the continuity of mentoring services while helping participating publishers develop their own networks of potential partners. Livres Canada Books has been working to provide support to a greater number of publishers who can benefit from a more targeted approach.

In 2019–2020, Mentoring - Funding Support allowed two eligible publishers to receive up to \$3,000 each in assistance. ■



PROMOTING CANADIAN PUBLISHING

CANADA STAND

Livres Canada Books organizes collective stands at several major international book fairs, providing a comprehensive range of services at the lowest possible cost to foster the participation of a growing number of publishers, including small and emerging exporters.

The *Canada Stand* ranges in size from 36 square metres to nearly 335 square metres at some of the world's largest and most influential book fairs. Publishers can choose from an all-inclusive package with fully equipped booths and support services, a pied-à-terre option to conduct meetings at the collective stand (but not display books), or a cost-effective pay-per-title service that allows publishers to exhibit titles for which they wish to sell rights without attending the fair in person.

Livres Canada Books also provides the administrative, logistical, and marketing support that ensures publishers can concentrate on business. Support includes correspondence with book fair

International book fairs are meeting places for publishers, rights and literary agents, scouts, and other publishing professionals from around the world to build relationships and exchange ideas. The network of major international book fairs remains the driving force for the development of Canadian book exports.

organizers, ordering exhibitor passes, customizing furnishings and electrical installations, shipment and delivery of materials to publishers' stands, customs clearance, setup and tear-down, and inclusion in the show catalogue and in our own print and online directories of exhibitors on the Canada Stand.

In addition to organizing the Canada Stand, we promote the Canadian publishing industry at international book fairs by

strengthening its network of worldwide contacts and fostering relationships between international publishers, national publishers' associations, and other trade partners. We also collect leads on behalf of publishers and visit other stands to track industry trends and uncover new opportunities for Canadian publishers.



Iván Acebo-Choy
PROGRAMS OFFICER



Tristan Lee
PROGRAMS OFFICER

Bologna Children's Book Fair (APRIL 1 TO 4, 2019)

The 56th edition of the Bologna Children's Book Fair drew 1,400 exhibitors from 80 countries and nearly 30,000 visitors.

The 92-square-metre collective Livres Canada Books and Québec Édition stand was fully booked with 23 publishers: 21 exhibitors and two who chose the pied-à-terre option. Some 20 more Canadian publishers exhibited on their own stands or on the stands of their distributors, enhancing the overall Canadian presence.

Livres Canada Books also offered a consolidated shipping option for publishers. In order to reduce shipping costs for our exhibitors, we once again offered the opportunity to store their books until 2020.



Frankfurt Book Fair (OCTOBER 16 TO 20, 2019)

The **Frankfurt Book Fair** is the largest, most important international fair of the fall season.

Participating in this highly anticipated event is a cornerstone in the export strategies of many Canadian publishers. The 2019 Frankfurt Book Fair hosted 7,450 exhibitors from 147 countries and welcomed 302,267 visitors.



The Canada Stand is located in Hall 6.0, the main international English-language publishers' location. Livres Canada Books works diligently to ensure an ideal position for this, its largest international display. With dimensions of 332 square metres, the fully subscribed Canada Stand ensured maximum exposure for Canadian titles. In all, the stand represented 73 publishers and printers—65 chose both display and meeting space and eight took the pied-à-terre option. All reported positive and productive meetings with their foreign counterparts. In addition, the professional association of German publishers of children's and youth literature and the Consulate General of Canada in Shanghai both organized meetings with our publishers.

Once again, we offered high-speed wireless Internet on the Canada Stand and consolidated shipping services to participating publishers. In order to reduce shipping costs, we offered exhibitors the opportunity to store their books until 2020.

An opening-night networking reception on the Canada Stand was hosted in collaboration with Ontario Creates, Creative BC, the Embassy of Canada to Germany, and Canada FBM2020. As in previous years, this highly anticipated professional and social event was a great success, with a large turnout of Canadian publishers and international partners.

Guadalajara International Book Fair (NOVEMBER 30 TO DECEMBER 8, 2019)

The Guadalajara International Book Fair is *the* most important publishing event in Ibero-America. In 2019, this 33rd edition of the fair welcomed some 2,417 exhibitors from 48 countries, and an impressive 828,217 visitors, both professional and general public.

With financial support from the Embassy of Canada in Mexico, the 36-square-metre Canada Stand hosted 16 Canadian publishers and attracted a number of potential Latin American trading partners. Business-to-business meetings were coordinated by industry expert Norma Bautista, and Spanish-English and Spanish-French interpreters were hired to assist with the meetings. The promotional tools offered by Livres Canada Books were quickly depleted by visitors to the stand, including a Spanish-English directory, the 2019–2020 *Rights Canada* catalogue, and the 2019 *Canadian Studies Collection*.



The 2020 London, Leipzig, and Bologna book fairs were cancelled because of the pandemic.

London Book Fair (MARCH 10 TO 12, 2020)

The London Book Fair had planned to return to the Olympia Convention Centre for another successful edition. Fourteen publishers were registered to exhibit on the 55-square-metre stand with 11 publishers reserving display and meeting spaces

and an additional three choosing the pied-à-terre option. Many other Canadian publishers were registered to exhibit on their own stands, on the stand of their distributor, or in the Rights Centre.

Leipzig Book Fair (MARCH 12 TO 15, 2020)

Canada FBM2020 was in the process of refining a brand new redesigned collective stand at the Leipzig Book Fair with administrative and logistical support from Livres Canada Books, and financial support from the Embassy of Canada to Germany and Canadian Heritage.

The Canada Stand, at 48 square metres, would have hosted ten exhibitors and ten authors. The stand was planned to serve as a platform for exhibiting books, business meetings, book signings, panel discussions, and networking receptions. The stage space was also meant to serve as a reading area when there were no scheduled events. Freestanding banners were to promote the authors at the fair and in the city. In addition, the Embassy of Canada to Germany once again hired consultant Anette Riedel to develop the publishers' agendas.



Bologna Children's Book Fair (MARCH 30 TO APRIL 2, 2020)

The 57th edition of the Bologna Children's Book Fair, an essential spring rights fair for children's book publishers, typically draws 1,400 exhibitors from 80 countries and nearly 30,000 visitors. The on site elements of this event were postponed to May 4–7, 2020, and then ultimately cancelled because of COVID-19. In its place, the Bologna Children's Book Fair later held a special online

edition and global rights exchange platform that welcomed more than 60,000 participants.

The 92-square-metre Livres Canada Books and Québec Édition collective stand was fully booked with 20 publishers: 18 exhibitors and two who chose the pied-à-terre option.

COLLECTIVE MARKETING

Two major catalogues, *Rights Canada* and the *Canadian Studies Collection*, are produced each year to promote Canadian publishers, authors, and books internationally. These highly anticipated publications are available online and in print at international book fairs. In addition, all titles submitted to these publications are included in our [web database](#), a comprehensive online resource for information about Canadian publishers. The titles in the catalogues were also be announced through our social media accounts and scrolling banners promoted the different titles on our website as well.

Rights Canada

The 2019–2020 *Rights Canada* catalogue once again partnered with the online licensing and rights platform [IPR License](#). The partnership enabled us to promote more titles than ever before and to provide participating publishers with their own IPR accounts. Since IPR License was first launched, titles have been viewed in 201 countries across 168 languages. Titles registered for *Rights Canada* thus benefit from increased visibility.

Inclusion in the catalogue remains free of charge with space allocated on a first-come, first-served basis. Published in advance of the Frankfurt Book Fair, the 2019–2020 *Rights Canada* catalogue featured 295 titles from 108 publishers. The catalogue also featured nine advertisements from Canadian publishers and partner organizations—three paid and six free.

In addition to being advertised and distributed to international publishing contacts, the catalogue was advertised in special book fair editions of *Publishers Weekly*. *Rights Canada* titles were also regularly advertised on IPR License social media and in their monthly publications. The catalogue is also available for [download](#) from the [Livres Canada Books](#) website.

The digital catalogue includes live links to titles on the participating publishers' websites and to publisher email addresses. Print copies were distributed ahead of and at major book fairs and events in Bologna, Frankfurt, Guadalajara, and London, as well as during our trade mission to Sharjah (United Arab Emirates).

Canadian Studies Collection

In 2019–2020, the *Canadian Studies Collection* highlighted 107 titles from 37 publishers—a record number of submissions. The catalogue also featured nine advertisements from publishers and partner organizations—seven paid and two free. Subject areas covered include Indigenous studies, arts and culture, biography and memoir, economics, environment and geography, history, literature and literary criticism, and the social sciences.

Once again, we provided participating publishers with individual sell sheets in PDF format for each title included the catalogue, free of charge. The sell sheets echoed the sophisticated look of the *Collection* and included the cover image, book description

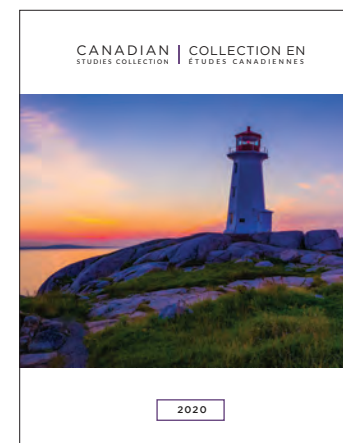
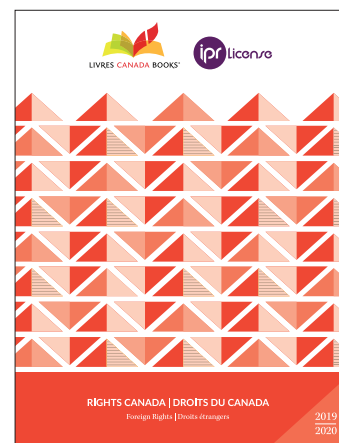


Tabitha Hartropp
COMMUNICATIONS OFFICER

and/or review quotes, and bibliographic information. Participating publishers received digital copies of their respective sheets for distribution at their convenience.

The print version is distributed to Canadian Studies association meetings, events, and conferences around the world. With help from the International Council for Canadian Studies (ICCS), the *Collection* is also distributed digitally to networks of Canadianists and Canadian Studies scholars. The *Collection*, also advertised in two editions of *Publishers Weekly*, is available for [download](#) from the Livres Canada Books website.

As a result of the pandemic, many fairs and conferences where print copies of the *Collection* are distributed were cancelled. We endeavoured to locate potential online marketing and distribution opportunities instead, reaching out to fairs and conferences to inquire about the possibility of promoting the *Collection* on their websites or in their newsletters. ■





BUILDING EXPORT EXPERTISE

MENTORING - COACHING

Aimed at the specific needs of emerging exporting publishers, the Livres Canada Books [Mentoring - Coaching](#) program helps eligible publishers become familiar with export sales strategies, meet with stakeholders in target markets, and properly evaluate the effort needed to penetrate these markets.

The program is open to publishers who require additional support—beyond financial assistance—geared to their specific circumstances. The 2019–2020 program focused on the United States and was offered to both Francophone and Anglophone participants. Nine publishers benefitted from the direct mentorship with a consultant and 52 people registered for the market overview webinar.

The objective of the Mentoring Program - USA was to provide a group of eligible publishers with export expertise to help familiarize them with export activities in the United States (examination and evaluation of their export potential, promotional activities, distribution mechanisms, co-editions, and rights sales). The 2019–2020 program activities included a webinar that provided an overview of publishing in the US, including the sale of rights and distribution in the American market, and one-on-one online video sessions between individual publishers and a consultant to determine the eligible publisher's potential in the American market.



Gabrielle Etcheverry
MANAGER,
COMMUNICATIONS

The Mentoring Program formula continues to show positive results. Participants appreciated the clear, concrete advice and the presentations tailored to addressing their particular needs and concerns.

Webinar on the US Market

In January 2020, participating mentee publishers, among others, attended a [webinar](#) presented by Michael Johnson. The webinar provided an overview of the American book market and new perspectives on how Canadian publishers can maximize their export potential.

EXPERT PROFILES

UNITED STATES

Michael Johnson has been in the book distribution business for over 30 years. Fifteen of those years were at Follett Corporation where he had a variety of jobs across several divisions, including running Follett Digital Resources. In 2008, Johnson founded the strategic consulting firm Full Potential Associates, focused on the blend of publishing, technology, and education. His consulting work puts him in an excellent position to keep tabs on all aspects of the publishing and sales ecosystem. Full Potential Associates has done projects around the world, including with firms such as Bowker, Scholastic, Tech-logic, Macmillan Hong Kong, and SMART Technologies. Johnson has been a consultant for Livres Canada Books for many years and is familiar with both English- and French-Canadian publishers.

MARKET GUIDES

Our collection of more than 30 market guides aimed at Canadian publishers is written by industry experts to provide the best, most up-to-date information on export markets. Providing intelligence about specific foreign markets and significant market segments—such as children’s books, academic and scholarly books, retail, wholesale, and libraries—the guides continue to be go-to references for Canadian publishers in formulating and refining their export strategies.

“They are very good, put together by knowledgeable people.”

—Respondent, annual publisher feedback survey

In 2019–2020, Livres Canada Books updated two previously published market guides and published two new guides, one of which was translated into French.

Updated guides:

Working with US Book Wholesalers: A Guide for Canadian Publishers (2019) by Michael Johnson

Selling Canadian Books in Japan (2020) by Mark Gresham and Frank Foley

New guides:

Le marché du livre en Afrique francophone : un guide pratique à l'intention des éditeurs canadiens (2020) by Antoine Ricard

US Sales Taxes by State: A Guide for Canadian Book Publishers in the Post-Wayfair Era (2019) by Troy Elliott, CPA, and Denis Chainé, CPA, CA

Translated guide:

Les taxes de vente aux États-Unis par État : un guide pour les éditeurs canadiens depuis l'affaire Wayfair (2020) translated by Josée Latulippe

Offered for sale on the Livres Canada Books [website](#) as PDF, EPUB, and MOBI files, the guides are also available free of charge to eligible recipients of the FRMAP and Mentoring programs.

Despite being unable to produce our regular report on digital publishing this year, in 2019–2020 over 145 digital reports and report extracts in both official languages were downloaded for free by recipients of the FRMAP and Mentoring programs.

In 2019–2020, over 370 market guides and market guide excerpts in both official languages were downloaded for free from our website.



EXPERT PROFILE



MICHAEL JOHNSON

Working with US Book Wholesalers: A Guide for Canadian Publishers

Michael Johnson is a seasoned executive with over 30 years of experience in the technology, publishing, and education markets. As part of his larger corporation, Greenwood Hill Enterprises, Johnson operates a strategic consulting firm, Full Potential Associates (FPA), which he founded in 2008. He has a wealth of experience in helping businesses use technology to be more effective and profitable, and has worked as a consultant on the Livres Canada Books mentoring programs in the US for several years.

MARK GRESHAM AND FRANK FOLEY

Selling Canadian Books in Japan

Mark Gresham has over 25 years of experience in academic, educational, and visual book distribution in Japan as President of United Publishers Services and Managing Director of MHM Limited. For over 20 years, he has also been a member of the Board of Directors of the Japan Association of Imported Publications (JAIP) and has served as its Executive Director for eight years.

Frank Foley has lived and worked in Japan for over 30 years. His publishing experience spans Japanese-language and imported books across general trade (fiction and non-fiction), children's, YA, ELL, and manga in both print and digital. He has served as Managing Director for HarperCollins for over 10 years, and has run Japanese licensing programs, including publishing for kids' brands such as Thomas & Friends, Bob the Builder, and Guinness World Records. Frank is fluent in Japanese and has an extensive network among Japanese publishers and the media.

ANTOINE RICARD

Le marché du livre en Afrique francophone : un guide pratique à l'intention des éditeurs canadiens

Born in Québec, **Antoine Ricard** has studied graphic arts, print journalism, and management. He has lived abroad for many years (Costa Rica, Brazil, Qatar, Senegal, Morocco) and works as a consultant for culture and events. He has consulted for various clients, including embassies and educational institutions, as well as governmental and non-governmental organizations.

TROY ELLIOTT, CPA, AND DENIS CHAINÉ, CPA, CA

[US Sales Taxes by State: A Guide for Canadian Book Publishers in the Post-Wayfair Era](#)

Troy Elliott, CPA, has worked with Logan Katz since 2015. As a leading specialist on cross-border taxation issues such as transfer pricing and multinational profit allocation and optimization, Elliott works with clients on their tax planning and compliance needs. He has extensive experience with personal and corporate taxation, corporate reorganizations, and business planning for high-tech start-ups looking to raise capital.

Denis Chainé, CPA, CA, has worked with Logan Katz since 1994. He is an experienced professional who cares about people and, whenever possible, alerts those he serves to opportunities and incentives available through effective tax planning. Chainé is a Past-President of the [Regroupement des gens d'affaires de la capitale nationale](#), has served on the [United Way](#) Ottawa's community services cabinet, and is a past Treasurer of the Association pour l'intégration communautaire de l'Outaouais.

WEBINARS

To reach a greater number of publishers by eliminating travel costs, Livres Canada Books has been offering professional development and export market webinars since 2011–2012. This online training is delivered by industry experts who address topics of interest to both veteran and emerging exporters. Our export market webinars help publishers prepare for international book fairs while our professional development webinars provide expertise on trends and innovations in digital publishing.

When webinars can only be offered in English, a French version of the PowerPoint is sent to every Francophone participant prior to the presentation in order to facilitate understanding.

This fiscal year, a total of 142 publishers registered for our webinars, including those on the US market (under the mentoring program) and the trade mission to Sharjah. Each webinar includes an interactive question and answer session with the presenters. Evaluations this year were once again overwhelmingly positive.

Professional Development Webinar

Innovations in digital publishing, distribution, and sales—and the accompanying opportunities and challenges—are now part of a publisher's everyday reality. Providing regular, updated context for these changes allows Canadian publishers to be at the forefront of developments as they happen. We are proud to be a leading source of advice and material on exporting and selling digital books in international markets.

Video recordings of the webinars can be viewed on our YouTube channel. They are also available free of charge on the Livres Canada Books website, along with downloadable versions of the presentations in both English and French.

In December 2019, social media expert Monique Sherrett presented a webinar entitled [Global Social Media Strategies](#). Whether social media are envisioned and employed as marketing tools or as publishing platforms in their own right, there is no escaping the significant role they play in global publishing today. This practical, hands-on webinar provided publishers with knowledge of—and strategies for—engaging audiences across different languages, time zones, and cultures.



EXPERT PROFILES



MONIQUE SHERRETT

[GLOBAL SOCIAL MEDIA STRATEGIES](#)

Monique Sherrett has a passion for all things digital, in particular using analytics to measure and improve marketing communications. She began her career as the Internet marketing manager at Raincoast Books, where she spearheaded the first Harry Potter online campaigns, as well as the launch of Raincoast's podcast series and blog in 2005. She founded Boxcar Marketing in 2007 and has continued to help organizations drive traffic to their sites, analyze the impact that traffic has on the bottom line, and identify actionable insights from reams of data. In addition to analytics consulting, Sherrett is a professor at Simon Fraser University, where she teaches social media, digital marketing, and technology.

EXPORT MARKET WEBINAR

Each year, Livres Canada Books provides export market webinars aimed at Canadian book publishers interested in learning new ways to export their books to international markets. The markets selected each year follow the London Book Fair's Market Focus and the Frankfurt Book Fair's Guest of Honour. With Sharjah as this year's Market Focus at the London Book Fair and the destination of the 2019 Livres Canada Books trade mission (see page 27), we consolidated our efforts and presented a single webinar on this market.

[Norway](#)

In August 2019, before the 2019 Frankfurt Book Fair where Norway was the Guest of Honour, Livres Canada Books held a highly informative webinar presented by Kristenn Einarsson, Managing Director of the Norwegian Publishers Association. The Norwegian book industry is home to a group of large, internationally well-known and respected publishing houses and literary agencies, as well as an abundance of small presses and newly established publishers. With substantial government funding of culture and one of the highest book consumption rates in the world, Norway is a market that should not be overlooked.



EXPERT PROFILE



KRISTENN EINARSSON

NORWAY

Kristenn Einarsson is the Managing Director of the Norwegian Publishers Association. Einarsson has been in the publishing business for more than 40 years. He is also the chair of IPA's Freedom to Publish Committee, the President of the Bjørnson Academy (for literature and freedom of expression), and the chair of the boards of two companies in television distribution. He was previously CEO of the Norwegian Book Clubs and Kunnskapsforlaget. He was also the Chair of the Norwegian Film Fund and the Norwegian Film Council.

TRADE MISSIONS

Through trade missions, Livres Canada Books continues to explore emerging markets that hold potential for Canadian publishers. Information gathered during the missions helps Canadian publishers diversify their exports by improving their knowledge of these markets and how to access them. Past missions have included Japan (2005), India (2008), Brazil (2010), Scandinavia (2011), Russia (2012), South Korea (2013), Turkey (2014), Israel (2015), Colombia (2016), China (2017), and Germany (2018). Publishers have reported deals with new partners as a direct result of these missions.

From October 27 to 31, 2019, Livres Canada Books led a successful trade mission to Sharjah, United Arab Emirates, to explore the Arab book market. A 14-member delegation, chosen to represent both French- and English-language books, and the Canadian book industry as a whole, attended the Sharjah International Book Fair and met with key players in the Arab industry. The delegation was accompanied by François Charette, Executive Director of Livres Canada Books. The mission included three professional days before the fair and two days at the fair. Livres Canada Books also held a Canada Stand at the book fair.

In addition, the delegation had an opportunity to promote their books through the Bestsellers and Award Winners Exhibit. This initiative promotes books from the United States and the United Kingdom. This year, for the first time, the Combined Book Exhibit invited Canada to contribute to this collection. The distributor Jashanmal (English books) and the Culture and Co bookstore (French books) also purchased books from the collection to be sold at the fair.

Special thanks go to Ahmed Al Ameri, Chair of the Sharjah Book Authority, for facilitating the presence of the Canadian delegation. Thanks also go to Faisal Alnabouda and Mansour Al Hassani for their support, to Mariam Al Obaidli, Corporate Communications Manager, Emirati Publishers Association, for building a network between Emirati and Canadian publishers, and to Michel Choueiri, Culture and Co bookstore in Dubai, for his amazing help coordinating the Canada Stand. Georgia Clark, Cultural Arts Officer, and the team at the Embassy of Canada to the United Arab Emirates were essential in supporting this mission.

Following the trip, the delegation compiled a detailed contact list for Canadian publishers to build business relationships in this market. The delegation also held an [online discussion](#) of the market intelligence gathered. The contact list is available, in English and French, as a [free download](#) on the Livres Canada Books website. ■

BUILDING OUR COMMUNITY

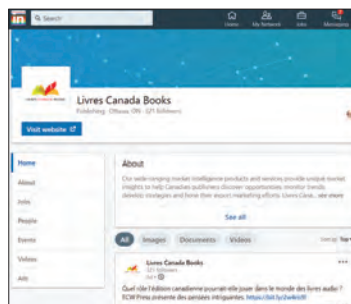
Livres Canada Books is intent on making sure that Canadian publishers are always informed about and involved in our activities. We reach out to currently participating publishers and beyond in several ways, including our website, blog, social media, and newsletter.

WEBSITE

An essential component of our communication efforts, the Livres Canada Books website allows Canadian publishers to download market guides, register for webinars and fairs, and learn more about services and programs. It functions not only as a hub of information, but also as a point of contact between the international community, Canadian publishers, and other partners.

Building on last year's efforts to modernize our website infrastructure, this year we completed streamlining the publisher and title information in our web database and laid the groundwork for adding new features to the publisher database. Over the 2019–2020 fiscal year, the Livres Canada Books website had 25,662 unique visitors from around the globe, including the US, France, the UK, Germany, China, India, and Spain.





BLOG

Our [blog](#) is another key source of information about Canadian publishing, export and international markets, industry news, international publishing events, and professional development opportunities. Posts include the following:

- Event and fair summaries
- Publisher profiles
- Industry news
- Market profiles
- Market guide excerpts

SOCIAL MEDIA

Livres Canada Books strives to create and share content that promotes our programs and products, establishes our expertise on export, and fosters community building and engagement. We regularly post on [Twitter](#), [Facebook](#), and [LinkedIn](#) in order to provide information on digital and international publishing news, inform publishers of our programs and services, and, of course, promote Canadian publishers and their titles.

We also promote Canadian publishing on social media before, during, and after fairs to reach a network of followers interested in Canadian books, authors, and publishers. Business activity and success stories from the fairs are widely publicized to our dedicated network of contacts.

In 2019, we revamped our [Instagram](#) account, which now has 153 followers. We look forward to promoting on this platform, as well as sharing videos and images of fairs and events with our network.

To further the reach of our online resources, in 2020 we launched a [YouTube channel](#) to replace our Vimeo channel. The channel will serve as both an archive of Livres Canada Books' video content and as an easily searchable resource for publishing professionals, with videos curated into playlists and links to additional resources on the Livres Canada Books website, such as accompanying PDFs.

Our audience—largely made up of Canadian publishing professionals, including agents, editors, rights managers, and authors—has been growing steadily. Our Facebook page has 1,575 likes and 1,646 followers, primarily from Canada and the United States, as well as France, Germany, and Brazil. Our Twitter account has 1,485 followers.

NEWSLETTER

Our monthly online [newsletter](#) keeps publishers up to date on news, export markets, fairs and events, promotional opportunities, programs and deadlines, and export success stories. Livres Canada Books News is an essential part of our communication efforts, currently reaching 1,317 subscribers (915 English, 402 French). ■



GOVERNANCE



Livres Canada Books is governed by a Board of Directors, chosen for their ability to contribute experience and expertise in conducting the policy and affairs of the organization. The Board is composed of seasoned business professionals (owners, executives, or senior staff) from organizations and enterprises representing all sectors of the Canadian publishing industry. Equally divided between English- and French-language publishers, members of the Board are affiliated with the [Association of Canadian Publishers](#) (ACP), the [Association nationale des éditeurs de livres](#) (ANEL), the [Association of Canadian University Presses](#) (ACUP), and the [Canadian Publishers' Council](#) (CPC). Two professional advisors, who are not publishers but are familiar with the Canadian publishing industry, also sit on the Board.

The term of appointment to the Board is three years, with the possibility of renewal for an additional three years. Members of the Board serve without remuneration. Expenses incurred by directors in the performance of their duties are reimbursed. Bylaws require members to declare any interest that may conflict with their responsibilities as Board members.

The Board has five committees to which it delegates certain responsibilities:

- Executive and Finance
- Export Expertise
- Nominating and Governance
- Business Plan
- Frankfurt 2020

The Board also delegates certain authorities to the Chair and Executive Director.

BOARD OF DIRECTORS OFFICERS

CHAIR	Frédéric Gauthier	Publisher, Éditions de la Pastèque	ANEL
VICE-CHAIRS	Semareh Al-Hillal	Publisher, Groundwood Books	ACP
	Simon Payette	General Manager, Éditions Chouette	ANEL
SECRETARY-TREASURER	Noah Genner	CEO, BookNet Canada	Professional Advisor
EXECUTIVE DIRECTOR	François Charette		
DIRECTORS	Carole Boutin	Rights and Contracts Director, Groupe Librex	ANEL
	Philip Cercone	Executive Director, McGill-Queen's University Press	ACP
	Prune Lieutier	Digital Content Producer for Youth, La puce à l'oreille	Professional Advisor
	Patrick Poirier	General Manager, Les Presses de l'Université de Montréal	ACUP
	Lisa Quinn	Director, Wilfrid Laurier University Press	ACUP
	Antoine Tanguay	President and Publishing Director, Éditions Alto	ANEL
	Margie Wolfe	President and Publisher, Second Story Press	ACP
	Andrew Wooldridge	Publisher, Orca Book Publishers	ACP
OBSERVER	Gillian Fizet	Executive Director, Canada FBM2020	

COMMITTEES

EXECUTIVE AND FINANCE COMMITTEE

The Executive and Finance Committee is responsible for providing guidance and decisions regarding all aspects of strategic direction and financial matters, including internal controls, independent audit, and financial analysis.

CHAIR Frédéric Gauthier

MEMBERS Semareh Al-Hillal
Simon Payette
Noah Genner

EXPORT EXPERTISE COMMITTEE

The Export Expertise Committee helps the Board fulfill its oversight function by monitoring trends and issues in the export of Canadian books to foreign markets.

CHAIR Andrew Wooldridge

MEMBERS Carole Boutin
Prune Lieutier

NOMINATING AND GOVERNANCE COMMITTEE

The Nominating and Governance Committee recommends nominees for election to the Board at each annual general meeting or to fill vacancies on the Board, and counsels the Board with respect to corporate governance practices.

CHAIR Semareh Al-Hillal

MEMBERS Patrick Poirier
Lisa Quinn

BUSINESS PLAN COMMITTEE

The Committee was created to create a new business plan for 2021-2023 that will effectively meet the needs of Canadian publisher-exporters in the constantly changing book industry.

CHAIR Frédéric Gauthier

MEMBERS Semareh Al-Hillal
Philip Cercone
Noah Genner

FRANKFURT 2020 COMMITTEE

The Committee will serve as the communications link between Livres Canada Books and CANADA FBM2020.

PRESIDENT

Antoine Tanguay

MEMBERS

Margie Wolfe

Simon Payette

Andrew Wooldridge

SECRETARIAT

François Charette	Executive Director
Francine Bélec Fox	Manager, Finance and Operations (consultant)
Christy Doucet	Senior Manager, Programs
Tristian Lee	Programs Officer
Gabrielle Etcheverry	Manager, Communications
Tabitha Hartropp	Communications Officer

Many thanks also go to Iván Acebo-Choy, who held a position at Livres Canada Books in 2019–2020 and contributed toward various projects.

INDEPENDENT AUDITORS' REPORT

To the Members of Livres Canada Books:

Qualified Opinion

We have audited the financial statements of Livres Canada Books (the "Organization"), which comprise the statement of financial position as at March 31, 2020, and the statements of operations, changes in net assets, and cash flows for the year then ended, and a summary of significant accounting policies.

In our opinion, except for the possible effect of the matter described in the Basis for Qualified Opinion paragraph, the accompanying financial statements present fairly, in all material aspects, the financial position of the Organization as at March 31, 2020, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations ("ASNFPO").

Basis for Qualified 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 Organization in accordance with the 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.

As discussed in Note 1 to the financial statements, the capitalization policy of the Organization with respect to the property and equipment is to expense items in the year purchased. In this respect, the financial statements are not in accordance with ASNFPO.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with ASNFPO, 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 these financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters related to a going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative to do so.

Those charged with governance are responsible for overseeing the Organization'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 auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization'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 Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' 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 auditors' report. However, future events or conditions may cause the Organization 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 the audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

Chartered Professional Accountants
Licensed Public Accountants



Ottawa, Canada
June 18, 2020

STATEMENT OF FINANCIAL POSITION › AS AT MARCH 31, 2020

ASSETS	2020	2019
CURRENT ASSETS		
Cash	\$ 722,082	\$ 775,536
Accounts receivable	\$ 189,238	\$ 119,112
Government grants receivable	\$ 365,000	\$ 40,882
Prepaid expenses (Note 3)	\$ 64,025	\$ 75,184
	\$ 1,340,345	\$ 1,010,714
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	\$ 696,170	\$ 360,046
Harmonized Sales Tax payable	\$ 27,058	\$ 17,982
Deferred revenue (Note 3)	\$ 42,750	\$ 55,992
	\$ 765,978	\$ 434,020
NET ASSETS		
Unrestricted	\$ 249,367	\$ 251,694
Internally restricted for contingencies	\$ 325,000	\$ 325,000
	\$ 574,367	\$ 576,694
	\$ 1,340,345	\$ 1,010,714

Economic dependence (Note 1)

Commitments (Note 4)

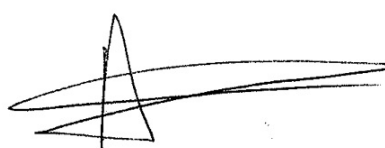
Financial instruments (Note 6)

Subsequent events (Note 7)

ON BEHALF OF THE BOARD



Frédéric Gauthier, Chair



Noah Genner, Secretary-Treasurer

STATEMENT OF OPERATIONS › YEAR ENDED MARCH 31, 2020

REVENUE		2020	2019
Department of Canadian Heritage ("DCH") contribution (Note 2 and 5)		\$ 2,305,620	\$ 1,734,001
Department of Canadian Heritage ("DCH") prior year (Note 6)		\$ -	\$ 124,977
Publishers	- Canada Stand	\$ 342,130	\$ 301,390
	- Marketing	\$ 13,820	\$ 10,625
	- Webinars	\$ 2,000	\$ 850
Professional Recovery Fee		\$ 388,117	\$ 295,666
Other		\$ 46,557	\$ 75,427
TOTAL REVENUE		\$ 3,098,244	\$ 2,542,936
EXPENDITURES			
Operating:			
Rent		\$ 61,319	\$ 61,862
Board		\$ 42,666	\$ 48,450
Employee related costs		\$ 3,382	\$ 3,231
Salaries and benefits		\$ 779,497	\$ 665,436
Professional fees		\$ 88,811	\$ 76,489
Office and general		\$ 56,415	\$ 56,312
ANEL project		\$ 10,000	\$ 10,000
Networking reception		\$ 18,374	\$ 29,828
Special projects		\$ 10,000	\$ 10,000
Property and equipment (Note 1)		\$ 13,437	\$ 8,476
TOTAL OPERATING EXPENDITURES		\$ 1,083,901	\$ 970,084

STATEMENT OF OPERATIONS › YEAR ENDED MARCH 31, 2020

EXPENDITURES (continued)	2020	2019
Programs:		
Foreign Rights Marketing Assistance ("FRMAP")		
FRMAP Contributions		
DCH	\$ 869,716	\$ 850 000
Creative BC	\$ 13,385	\$ 21,398
Logistics and support	\$ 16,000	\$ 16,000
TOTAL PROGRAMS	\$ 899,101	\$ 887,398
Projects:		
Canada Stand	\$ 973,569	\$ 514,720
Publications	\$ 44,982	\$ 54,415
Mentoring	\$ 11,793	\$ 12,561
Export Market Webinars	\$ 4,592	\$ 9,836
Webinars	\$ 5,321	\$ 4,198
Market Guides	\$ 35,393	\$ 18,028
Trade Mission	\$ 16,648	\$ 22,018
Report	\$ 11,818	\$ 37,083
Website	\$ 13,453	\$ 13,546
TOTAL PROJECTS	\$ 1,117,569	\$ 686,405
TOTAL EXPENDITURES	\$ 3,100,571	\$ 2,543,887
EXCESS OF		
REVENUE OVER EXPENDITURES	\$ (2,327)	\$ (951)

STATEMENT OF CHANGES IN NET ASSETS › YEAR ENDED MARCH 31, 2020

UNRESTRICTED	2020	2019
BALANCE AT BEGINNING OF YEAR	\$ 251,694	\$ 252,645
Excess of expenditures over revenue	\$ (2,327)	\$ (951)
BALANCE AT END OF YEAR	\$ 249,367	\$ 251,694
INTERNALLY RESTRICTED FOR CONTINGENCIES		
BALANCE AT BEGINNING OF YEAR	\$ 325,000	\$ 325,000
Internal restriction from unrestricted net assets	\$ -	\$ -
BALANCE AT END OF YEAR	\$ 325,000	\$ 325,000

STATEMENT OF CASH FLOWS › YEAR ENDED MARCH 31, 2020

CASH FLOWS FROM OPERATING ACTIVITIES	2020	2019
Excess of expenditures over revenue	\$ (2,327)	\$ (951)
Changes in non-cash operating working capital:		
Accounts receivable	\$ (70,126)	\$ (84,064)
Government grants receivable	\$ (324,118)	\$ 31,757
Harmonized Sales Tax receivable	\$ -	\$ 5,057
Prepaid expenses	\$ 11,159	\$ 11,566
Accounts payable and accrued liabilities	\$ 336,124	\$ 29,134
Harmonized Sales Tax payable	\$ 9,076	\$ 17,982
Deferred revenue	\$ (13,242)	\$ 46,642
Deferred contributions	\$ -	\$ (124,977)
DECREASE IN CASH	\$ (53,454)	\$ (67,854)
Cash at beginning of year	\$ 775,536	\$ 843,390
CASH AT END OF YEAR	\$ 722,082	\$ 775,536

NOTES TO FINANCIAL STATEMENTS › YEAR ENDED MARCH 31, 2020

GENERAL

The Organization was incorporated under the Canada Corporations Act on November 15, 1972, as a nonprofit corporation without share capital to foster and facilitate the continued growth of export sales by Canadian publishers. Livres Canada Books also updated its statutes in accordance with the Canada NotforProfit Corporations Act, SC 2009.

In 1985, the Organization agreed to administer the International Marketing Assistance component of the Department of Canadian Heritage's ("DCH") Canada Book Fund ("CBF"). Funding is allocated by DCH for the delivery of financial assistance and value-added services to Canadian book publishers. The Foreign Rights Marketing Assistance Program ("FRMAP") is a program to which Canadian publishers can apply for funding of their international marketing activities. Value added services include: coordination of the Canada Stand at international book fairs; promotion of Canadian titles through the Organization's catalogues; website; preparation and distribution of market reports to the industry; and, conducting webinars on foreign markets.

Revenue received from publishers participating in the Organization's initiatives provide additional revenues for the Organization to deliver enhanced support to the industry.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared in accordance with Canadian accounting standards for

notforprofit organizations ("ASNFP0") and include the following significant accounting policies:

Economic Dependence

DCH allocates a contribution to the Organization on an annual basis for the delivery of CBF funding assistance to individual publishing companies and to assist the Organization in providing value added services to the industry. Should DCH terminate or not renew its contribution to the Organization, the Organization would need to reexamine its priorities, risk of financial viability, and to identify new resource generation in order to pursue its delivery of value-added services currently provided to the industry. The current agreements representing the funding portion for the Organization's projects and general operations expire March 31, 2021, and the funding portion for the publisher funding activities expire March 31, 2022.

Property and Equipment

The Organization expenses property and equipment in the year of acquisition.

Financial Instruments

Measurement of financial instruments

The Organization initially measures its financial assets and liabilities at fair value. It subsequently measures all its financial assets and financial liabilities at amortized cost.

Financial assets measured at amortized cost include cash, accounts receivable and government grants receivable.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. The amount of the writedown is recognized in the statement of operations. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in the statement of operations. The accounts receivable balance is net of an allowance for doubtful accounts of \$3,000 (2019 – \$3,000).

Transaction costs

Transaction costs are comprised primarily of legal, accounting, underwriters' fees and other costs directly attributable to the acquisition, issuance, or disposal of a financial asset or financial liability. Transaction costs related to other liabilities are netted against the carrying value of the asset or liability and are then recognized over the expected life of the instrument using the effective interest method.

Effective interest method

The effective interest method is used to recognize interest income or expense that includes transaction costs or fees, premiums or discounts earned or incurred for financial instruments.

Use of Estimates

The preparation of financial statements in accordance with ASNFP0 requires the Organization to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenditures during the reporting periods.

Actual results could differ from these estimates. The significant estimates in the financial statements include the allowance for uncollectable accounts receivable and certain accrued liabilities.

Revenue Recognition

The Organization follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Endowment contributions are recognized as direct increases in net assets.

Revenue and expenditures related to attendance at fairs and events are recorded in the period during which the event is held. Revenue received and expenditures paid prior to the start of those events are reported as deferred revenue and prepaid expenses, respectively. If a fair is held over a period that overlaps two fiscal periods, revenue and expenditures are recognized as if the entire event was held in the period in which the event began.

Cash and Cash Equivalents

Cash and cash equivalents include cash on hand with a Canadian chartered bank.

Foreign Currency Transactions

The Organization uses the temporal method to translate its foreign currency transactions.

Monetary assets and liabilities are translated at the rate of exchange in effect at year end. Other assets and liabilities are translated at their historic rates. Items appearing in the statement of operations are translated at average year rates. Exchange gains and losses are included in the statement of operations.

Allocation of Expenditures

For the purposes of the Schedule that accompanies these financial statements, the Organization allocates all expenditures to the applicable projects using the following functions: direct costs, logistic, travel, salaries, and administration.

Salaries and benefits are allocated to specific projects as other project expenses on the basis of the estimated time spent on the projects, as defined by the Organization and position profiles. Management estimates the cost of administration for each project to be 15% of direct costs and salaries with the exception of FRMAP, where administration expenses are predetermined by the contribution agreement to be \$105,000.

All other expenditures are allocated to projects based on the nature of the costs that are directly attributable to the projects to which they relate.

2. MEMORANDUM OF AGREEMENT

Under the terms of the Memorandum of Agreement between the DCH and the Organization, if, upon fulfillment of the terms and conditions of the agreement, the Organization has been paid an amount that, in the opinion of the Minister, exceeds the value of the activity performed, the Organization shall refund the excess upon demand by the Minister.

3. PREPAID EXPENSES AND DEFERRED REVENUE

These represent funds paid out or received prior to the year end, which pertain to fiscal year 2021 activities and programs.

4. COMMITMENTS

The Organization has a lease commitment for office premises that expires November 30, 2021, as well as various equipment under operating leases. Future minimum payments under these leases to expiry amount to \$42,792, and are as follows:

	PREMISES	EQUIPMENT
2021	\$ 40,300	\$ 2,322
2022	\$ -	\$ 170

5. DEFERRED CONTRIBUTIONS

General

The Organization receives contributions for expenditures that are restricted to specific programs. Deferred contributions represent restricted contributions received in excess of expenditures incurred.

The changes in the deferred contributions balance for the period are as follows:

	2020	2019
Balance at beginning of period	\$ -	\$ 124,977
Restricted contributions received	\$ 2,305,620	\$ 1,734,001
Amount recognized as revenue	\$ (2,305,620)	\$ (1,858,978)
Balance at end of period	\$ -	\$ -

6. FINANCIAL INSTRUMENTS

Risks

The Organization is exposed to various risks through its financial instruments, without being exposed to liquidity risk and concentrations of credit. The following analysis provides a measure of the Organization's risk exposure at the statement of financial position date:

Credit Risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation.

The government grants receivable consists of a 5% holdback on contributions from the DCH, pending approval of a final report to be submitted by the Organization. As such, a credit risk exists if DCH were to deny the report submitted, which would result in significant financial losses for the Organization.

The Organization provides credit, in particular to publishers, in the normal course of its operations. For accounts receivable, the Organization sets up a provision for bad debts based on the estimated realizable value on an account by account basis.

Interest Rate Risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market rates.

The operating credit line facility bears interest at a variable interest rate and, accordingly, the Organization is exposed to fluctuating interest rates.

Currency Risk

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Organization holds activities in foreign countries and as such is exposed to the fluctuations of foreign and Canadian currencies.

Liquidity Risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Organization is exposed to this risk mainly in respect of its accounts payable and accrued liabilities and loans payable. The Organization manages its liquidity risk by monitoring its requirements through use of budgets and cash forecasts.

Credit Facility

The Organization has an operating credit line facility of \$250,000 which bears interest at a chartered bank prime rate plus 0.25% per annum. The credit line remained unused as at March 31, 2020, and is secured by a general security agreement.

The Organization has access to unsecured credit of \$23,000 on credit cards, bearing interest at 19.99% per annum. The prepaid amount as at March 31, 2020 amounted to \$3,024 (2019 – owing \$47). The receivable balance is shown as part of accounts receivable and the amount owing last year was shown in accounts payable and accrued liabilities.

7. SUBSEQUENT EVENTS

In January 2020, the World Health Organization declared the COVID-19 coronavirus pandemic a public health emergency of international concern. The COVID-19 pandemic caused financial disruption due to the cancellation or rescheduling of some book fairs. The magnitude of the impact of COVID-19 on the operational and financial performance of Livres Canada Books will depend on certain developments, including the duration and spread of the pandemic. The impact on the publishing industry, and the organization's employees and suppliers, uncertain and unpredictable as of the date of this report. At this time, the extent to which COVID-19 may affect the financial position or results of operations of Livres Canada Books cannot be estimated with precision.

SCHEDULE - SUMMARY OF CANADA BOOK FUND EXPENDITURES ›

YEAR ENDED MARCH 31, 2020

2020	Direct project costs	Logistic	Travel	Salaries	Administration	Total
MARKETING						
Canada Stand	\$ 948,807	\$ -	\$ 24,762	\$ 80,430	\$ 158,100	\$ 1,212,099
Publications	\$ 44,982	\$ -	\$ -	\$ 42,007	\$ 13,048	\$ 100,037
TOTAL MARKETING	\$ 993,789	\$ -	24,762	\$ 122,437	\$ 171,148	\$ 1,312,136
PROFESSIONAL DEVELOPMENT						
Mentoring	\$ 11,793	\$ -	\$ -	\$ 13,436	\$ 3,783	\$ 29,012
Export Market Webinars	\$ 4,592	\$ -	\$ -	\$ 16,325	\$ 3,137	\$ 24,054
Webinars	\$ 5,321	\$ -	\$ -	\$ 15,558	\$ 3,132	\$ 24,011
Market guides	\$ 35,393	\$ -	\$ -	\$ 26,176	\$ 9,235	\$ 70,804
Trade mission	\$ 13,783	\$ -	\$ 2,865	\$ 22,592	\$ 5,886	\$ 45,126
TOTAL PROFESSIONAL DEVELOPMENT	\$ 70,882	\$ -	\$ 2,865	\$ 94,087	\$ 25,173	\$ 193,007
TECHNOLOGY						
Report	\$ 11,818	\$ -	\$ -	\$ 20,511	\$ 4,849	\$ 37,178
Website	\$ 13,453	\$ -	\$ -	\$ 20,605	\$ 5,109	\$ 39,167
TOTAL TECHNOLOGY	\$ 25,271	\$ -	\$ -	\$ 41,116	\$ 9,958	\$ 76,345
OTHER COSTS						
Livres Canada Books	\$ -	\$ -	\$ -	\$ 447,630	\$ (54,079)	\$ 393,551
Special Project – Canada FBM2020	\$ -	\$ -	\$ -	\$ -	\$ 10 000	\$ 10 000
Networking reception	\$ -	\$ -	\$ -	\$ -	\$ 18,376	\$ 18,376
Capital expenditures	\$ -	\$ -	\$ -	\$ -	\$ 13,438	\$ 13,438
TOTAL OTHER COSTS	\$ -	\$ -	\$ -	\$ 447,630	\$ (12,265)	\$ 435,365

2020	Direct project costs	Logistic	Travel	Salaries	Administration	Total
THIRD PARTY DIRECT FUNDING						
Creative BC	\$ 13,385	\$ -	\$ -	\$ -	\$ 2,008	\$ 15,393
Foreign Rights Marketing Assistance Program ("FRMAP")	\$ 869,716	\$ 16,000	\$ -	\$ 77,609	\$ 105,000	\$ 1,068,325
TOTAL THIRD PARTY DIRECT FUNDING	\$ 883,101	\$ 16,000	\$ -	\$ 77,609	\$ 107,008	\$ 1,083,718
TOTAL EXPENDITURES	\$ 1,973,043	\$ 16,000	\$ 27,627	\$ 782,879	\$ 301,022	\$ 3,100,571

FUNDING BY RECIPIENT

FOR THE YEAR ENDED MARCH 31, 2020

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Supplement	
400 coups, Éditions les	\$ 11,005.49		
AIM Language Learning	\$ 5,964.32	\$ 706.48	
Alire, Éditions	\$ 3,110.55		
Alto, Éditions	\$ 7,018.58		
André Fontaine, Éditions	\$ 3,967.17		
Annick Press	\$ 10,786.13		
Anvil Press	\$ 67.12	\$ 27.50	
Apprentissage Illimité	\$ 11,131.74		
Arsenal Pulp Press	\$ 7,355.40	\$ 1,076.01	
Artichaut, Éditions L'	\$ 4,397.66		
Association nationale des éditeurs de livres (ANEL)	\$ 26,801.73		
Association of Book Publishers of British Columbia (ABPBC)	\$ 2,449.46	\$337.44	
Association of Canadian Publishers (ACP)	\$ 2,728.60		
Baraka Books	\$ 181.85		
Bayard Canada	\$ 1,417.50		
Between the Lines	\$ 6,237.47		
Biblioasis	\$ 6,140.50		
Blue Bike Books	\$ 2,484.05		
Book*hug Press	\$ 5,077.83		
BookLand Press	\$ 6,535.33		
Book Publishers Association of Alberta (BPAA)	\$ 2,008.20		
Boomerang éditeur jeunesse	\$ 7,066.67		
Boréal Express, Le	\$ 3,878.63		
Boulder Publications	\$ 2,257.10		

FUNDING BY RECIPIENT › FOR THE YEAR ENDED MARCH 31, 2020

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Supplement	
Bouton d'or Acadie	\$ 6,789.56		
Breakwater Books	\$ 3,272.16		
Broadview Press	\$ 15,987.11		
Broquet	\$ 4,857.35		
Brush Education	\$ 1,830.74		
Caitlin Press	\$ 3,084.40	\$ 385.56	
Caractère, Les Éditions	\$ 2,994.29		
CCI Learning Solutions	\$ 10,505.54	\$ 1,589.13	
Centre d'élaboration des moyens d'enseignement	\$ 1,903.65		
Chouette, Éditions	\$ 15,251.02		
Coach House Books	\$ 9,951.29		
Company's Coming Publishing	\$ 3,757.58	\$ 382.60	
Courte échelle, Groupe d'édition la	\$ 6,086.41		
Crabtree Publishing	\$ 7,166.05		
Curriculum Plus Publishing	\$ 2,260.93		
David, Éditions	\$ 2,085.73		\$ 3,000.00
DC Canada Education Publishing	\$ 8,605.73		
Demeter Press	\$ 1,795.43		
Drawn & Quarterly	\$ 11,699.52		
Dundurn Press	\$ 10,262.37		
Écosociété, Éditions	\$ 6,210.95		
Écrits des Forges, Les	\$ 6,219.94		
ECW Press	\$ 18,011.75		
Ekstasis Editions	\$ 910.83	\$ 373.18	
Eschia Books	\$ 2,553.07		

FUNDING BY RECIPIENT › FOR THE YEAR ENDED MARCH 31, 2020

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Supplement	
Fernwood Publishing	\$ 6,120.94		
Firefly Books	\$ 4,661.73		
Fitzhenry & Whiteside	\$ 7,194.48		
Folklore Publishing	\$ 3,875.49		
Formac Publishing	\$ 3,060.54		
Goélette, Éditions	\$ 3,818.74		
Governors of Athabasca University Press	\$ 5,187.72		
Governors of the University of Calgary Press	\$ 4,353.15		
Great Plains Publications	\$ 2,208.24		
Greystone Books	\$ 13,296.08	\$ 1,862.19	
Groundwood Books	\$ 11,715.16		
Guernica Editions	\$ 2,829.06		
Guides de voyage Ulysse	\$ 1,490.98		
Guy Saint-Jean Éditeur	\$ 7,455.96		
Harbour Publishing	\$ 5,153.73	\$ 594.45	
Héliotrope, Éditions	\$ 4,148.35		
Heritage House Publishing	\$ 1,323.31	\$ 182.39	
Héritage, Les Éditions	\$ 1,845.43		
House of Anansi Press	\$ 7,212.34		
Hurtubise, Éditions	\$ 12,778.92		
Inanna Publications & Education	\$ 6,702.84		
Isatis, Éditions de l'	\$ 3,049.47		
J.C.L., Éditions	\$ 1,982.35		
James Lorimer & Co.	\$ 8,054.97		
Kids Can Press	\$ 14,607.81		

FUNDING BY RECIPIENT › FOR THE YEAR ENDED MARCH 31, 2020

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Supplement	
La Presse, Les Éditions	\$ 2,256.50		
Leméac Éditeur	\$ 2,206.26		
Librex, Groupe	\$ 8,066.97		
Linda Leith Publishing	\$ 8,374.06		
Lingo Learning	\$ 3,548.85		
Literary Press Group (LPG)	\$ 3,090.53		
Lone Pine Media Productions	\$ 2,074.22	\$ 292.22	
Lux Éditeur	\$ 3,320.70		
Malins, Les Éditions les	\$ 2,925.00		
MacIntyre Purcell Publishing	\$ 1,265.18		
Master Point Press	\$ 1,339.18		
McGill-Queen's University Press	\$ 16,102.88		
Médiaspaul, Éditions	\$ 1,627.68		
Mémoire d'encrier	\$ 7,533.86		
Michel Quintin, Éditions	\$ 9,480.51		
Modus Vivendi, Publications	\$ 7,778.46		
Monde différent, Les éditions un	\$ 2,825.42		
Montagne Verte, Éditions de la	\$ 2,054.25	\$ 284.03	
Mortagne, Éditions de	\$ 9,774.49		
Mosaic Press	\$ 4,736.70		
New Society Publishers	\$ 8,674.56	\$ 1,187.73	
Nimbus Publishing	\$ 6,980.50		
Noroît, Éditions du	\$ 4,718.03		
Nota bene, Groupe	\$ 4,436.17		
Novalis, Les Éditions	\$ 1,809.51		

FUNDING BY RECIPIENT › FOR THE YEAR ENDED MARCH 31, 2020

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Supplement	
Novelty Book Company, The	\$ 10,948.40		
Ontario Book Publishers Organization	\$ 2,047.30		
Orca Book Publishers	\$ 12,455.53	\$ 1,679.73	
Owlkids Books	\$ 13,116.49		
Pajama Press	\$ 7,820.11		
PAPP International	\$ 17,349.88		
Passage, Éditions du	\$ 1,117.10		\$ 3,000.00
Pastèque, Éditions de la	\$ 9,021.41		
Pembroke Publishers	\$ 9,671.51		
Peuplade, Éditions La	\$ 8,514.82		
Phoenix, Éditions du	\$ 2,169.50		
Plaines, Éditions des	\$ 2,576.33		
Planète rebelle, Les Éditions	\$ 5,973.39		
Playwrights Canada Press	\$ 1,189.26		
Portage & Main Press	\$ 3,427.92		
Presses Aventure	\$ 1,549.31		
Prise de parole, Éditions	\$ 1,962.87		
Productions Asiedirect	\$ 6,069.09		
Quartanier, Le	\$ 8,748.78		
Québec Amérique, Éditions	\$ 13,730.58		
Rainbow Horizons Publishing	\$ 1,170.19		
Regroupement des éditeurs franco-canadiens (REFC)	\$ 4,506.04		
Remue-ménage, Éditions du	\$ 5,089.66		
Réunis, Les Éditeurs	\$ 2,780.15		
Reynald Goulet, Éditions	\$ 747.06		

FUNDING BY RECIPIENT › FOR THE YEAR ENDED MARCH 31, 2020

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Supplement	
Robert Rose	\$ 8,475.14		
Ronsdale Press	\$ 1,610.10	\$ 197.34	
Saskbooks	\$ 2,305.98		
Second Story Press	\$ 11,897.82		
Sémaphore, Éditions	\$ 1,712.68		
Septentrion, Éditions du	\$ 3,113.10		
Shoebox Media	\$ 9,853.80		
Sogides, Groupe	\$ 3,916.61		
Sylvain Harvey, Éditions	\$ 3,294.05		
Talon Books	\$ 4,966.12	\$ 562.13	
TC Média Livres	\$ 6,089.49		
Thompson Educational Publishing	\$ 6,378.07		
Touchwood Editions	\$ 1,528.98	\$ 266.92	
Université de Montréal, Les Presses de l'	\$ 2,916.12		
Université d'Ottawa, Les Presses de l' / University of Ottawa Press	\$ 1,222.74		
Université du Québec, Les Presses de l'	\$ 5,162.52		
University of Alberta Press	\$ 10,518.12		
University of British Columbia Press	\$ 5,412.84	\$ 624.59	
University of Manitoba Press	\$ 8,929.01		
University of Regina Press	\$ 4,844.16		
University of Toronto Press	\$ 13,339.71		
Ville-Marie Littérature, Groupe	\$ 5,466.66		
Weigl Educational Publishers	\$ 3,899.59		
Whitecap Books	\$ 5,287.99	\$ 772.90	
Wilfrid Laurier University Press	\$ 5,725.62		

FUNDING BY RECIPIENT > FOR THE YEAR ENDED MARCH 31, 2020

Recipient	FRMAP		Mentoring
	FRMAP	Creative BC Supplement	Funding Support
Wolsak & Wynn Publishers	\$ 1,699.04		
Z'ailées, Les Éditions	\$ 1,146.70		