



LIVRES CANADA BOOKS®

ANNUAL REPORT  
2018 - 2019

LIVRES CANADA BOOKS  
2018-2019 Annual Report

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## CHAIR'S MESSAGE

We are entering the final stages of preparing for Frankfurt 2020, which is already shaping up to be a major event in the history of Canadian publishing. The whole team at Livres Canada Books is redoubling its efforts to ensure that publishers and our partners, such as Canada FBM2020 and the national associations, are well supported in their efforts.

To this end, Livres Canada Books conducted an important trade mission last summer, involving 23 publishers and two literary agencies from across Canada. For five days, this delegation visited Munich and Berlin where it met with many German publishers and visited sites key to the dissemination of literature, such as the *literaturhaus* (literature house). We also met with Leipzig Book Fair authorities and visited their exhibition centre. Canada FBM2020, supported by many partners, enabled the delegation to hold valuable meetings and begin business relationships that we hope will be rich and productive over the long term.

This past year was very busy with the anticipated publication of our new business plan, in which a number of interesting initiatives will make it possible to explore new avenues for export and improve our projects and programs. We are already

in the reflection stage for the next plan, which will follow Frankfurt 2020.

As we have said many times, we will work to ensure that the funds invested in this historic showcase deliver lasting results and strengthen the performance of all Canadian publishers in the various export markets.

Last December saw a strong return to Guadalajara and this positive experience demonstrates our publishers' interest in continuing to renew business relationships in markets that have traditionally been more difficult. In October 2019, Livres Canada Books will also make it possible to develop new markets with a much-anticipated mission to Sharjah. This United Arab Emirates city will be the UNESCO World Book Capital in 2019 and is a rapidly developing market, so this is an important mission.

Over the coming months, we are working to implement several of the initiatives in the business plan, namely establishing a program to assist with shipping books and ensuring an increasing presence at smaller fairs. In order to do this in a way that effectively meets the needs and expectations of exporting publishers, we will next be conducting a survey. With that

information in hand, we will begin discussions with our various partners to establish new projects and programs. The coming months will be crucial for ensuring that Livres Canada Books and its partners can show the entire world that Canada is a place where publishing is an important resource and that our creators are innovative and drive our literature towards territories that reflect our reality.

In closing, I would like to thank the Livres Canada Books team and its Executive Director François Charette for continuing to strengthen our organization and conduct our various activities with a very high degree of excellence. I would also like to acknowledge the contributions of Gillian Fizet from Canada FBM2020 and of the Canadian Embassy in Germany for the trade mission to Germany, and Christy Doucet of Livres Canada Books who helped make this risky venture a success for the delegation, and for all of Canadian publishing. ■



**Frédéric Gauthier**  
CHAIR



**Frédéric Gauthier**





## EXECUTIVE DIRECTOR'S INTRODUCTION

I am tremendously proud of what we have accomplished at Livres Canada Books in 2018–2019.

Following consultations with the industry, we developed a bilingual business plan for 2019–2021 and submitted a funding application to the Canada Book Fund for the same period. This plan will guide Livres Canada Books in supporting the exporting efforts of Canadian publishers and in our provision of value-added services that complement the work of national and provincial book associations and other industry organizations.

With a team of six experienced employees, we were able to do everything laid out in our business plan for 2018–2019 and much more (see our table of achievements below). We added coordinating new Canada stands for the New York Rights Fair and the Guadalajara and Leipzig book fairs, administering the Creative BC supplement under FRMAP, and coordinating a value-added trade mission to Germany and an exploratory mission to Sharjah in preparation for the trade mission there in 2019.

Livres Canada Books was honoured to be part of Canadian Heritage's trade mission to Latin America in February 2019. This mission certainly enabled us to improve our contacts in Mexico, Colombia, and Argentina, but it also allowed us to develop ties with the Canadian Independent Music Association, the Canada Council for the Arts, the Canada Media Fund, Ingenium, CBC

(Canadian Broadcasting Corporation), Telefilm Canada, the Yukon Department of Tourism and Culture, SODEC, and Canadian Heritage.

Livres Canada Books is pleased to continue to support Canada FBM2020 in the Canada Guest of Honour at Frankfurt project, which will generate strong interest in the international community for Canadian authors, for Canadian publishing, and for the country as a whole.

Once again, it is important to highlight that Livres Canada Books' accomplishments would not have been possible without the support of the **Department of Canadian Heritage** through the **Canada Book Fund** and Cultural Affairs and International Trade, 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 of Canadian Publishers (ACP)**, the **Association nationale des éditeurs de livres (ANEL)** and **Québec Édition**, the **Association of Canadian University Presses (ACUP)**, the **Association of Book Publishers of British Columbia (ABPBC)**, the **Canadian Publishers' Council (CPC)**, the **Regroupement des éditeurs franco-canadiens (REFC)**, the **Literary Press Group of Canada (LPG)**, **Canada FBM2020**, the **Union des écrivaines et des écrivains québécois (UNEQ)**, **The Writers' Union of Canada (TWUC)**,

the Canadian embassies in **Germany, Mexico and Italy**, and the **High Commission of Canada in the United Kingdom**, the **Consulate of Canada in Munich**, the **Québec government offices in London, Munich and Rome** and the **International Trade and Investment Office of Ontario in Munich**. Their support has enabled us to refine our international marketing activities to meet publishers' needs in a professional manner.

My sincere thanks go to our devoted president, Frédéric Gauthier, and the Board of Directors for their efficient management of Livres Canada Books. These industry professionals are invaluable advisors who ensure that we succeed in supporting the efforts of exporting Canadian publishers.

I would also like to thank the staff of Livres Canada Books, who serve our clientele in both official languages. These dedicated professionals carefully develop and administer our programs and services while maintaining excellent relationships with publishers, associations, governments, and their partners. ■



**François Charette**  
EXECUTIVE DIRECTOR



**François Charette**

# 2018-2019 AT A GLANCE

## SUPPORTING CANADIAN PUBLISHERS



- Foreign Rights Marketing Assistance Program > 169 funding recipients
- Mentoring - Funding Support > 2 funding recipients

## PROMOTING CANADIAN PUBLISHING



- Canada Stand > London (2), New York, Frankfurt, Guadalajara, and Leipzig
- Networking Receptions > 3 receptions (FBF 2018, LBF 2018, and LBF 2019)
- Collective Marketing > *Rights Canada* catalogue – 298 titles from 117 publishers
- > *Canadian Studies Collection* – 88 titles from 30 publishers and two associations

## BUILDING EXPORT EXPERTISE



- Market Guides > 2 updated guides
- Trade Mission > Germany (Munich and Berlin), plus corresponding report and webinar
- Mentoring - Coaching > Germany – 13 publishers and 49 webinar attendees
- Professional Development Webinar > *Global Ebook Markets and Pricing* - 17 participants
- Digital Publishing Report > *Global Ebook Markets and Pricing*
- Export Market Webinars > Georgia and China – 39 attendees

## BUILDING OUR COMMUNITY



- Website > Database update and connectivity
- Conferences > Attendance at 6 conferences
- Blog > 67 blog posts (in French and English)
- Social Media > Information sharing with a diverse and growing audience
- Newsletter > 11 issues and more subscribers

## LOOKING TOWARD THE FUTURE



- Frankfurt 2020 > Administrative support and observer status on the Board
- Business Plan 2019–2021 > Business Plan approved by the Board of Directors





## 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

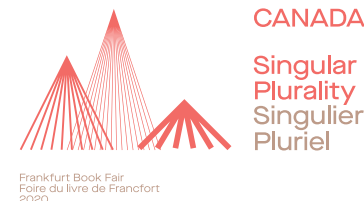
### BUSINESS PLAN 2019-2021

Livres Canada Books has developed a new business plan for 2019–2021 to address the needs of exporting Canadian publishers and the rapidly changing book industry. Implementing regular business plans is crucial for 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 is thrilled to be an observer on the Board of Directors of Canada FBM2020.

We also support 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, and through reduced registration fees for the Canada Stand to promote greater access to the London, Bologna, and Frankfurt book fairs. We have also offered a targeted Mentoring - Coaching program on Germany, held a trade mission to Germany, and organized a Canada Stand in collaboration with Canada FBM2020 at the 2019 Leipzig Book Fair. ■





## SUPPORTING CANADIAN PUBLISHERS



**Christy Doucet**

SENIOR PROGRAMS MANAGER

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 2018–2019, 163 publishers and six publishing associations were eligible for direct funding through two programs, the [Foreign Rights Marketing Assistance Program](#) (FRMAP) and the [Mentoring - Funding Support](#) program.

The table below summarizes the applications received and funds allocated in 2018–2019. A complete list of funding recipients, including a breakdown by program, can be found at the end of this report.

**In 2018–2019, \$854,000 total funds were allocated.**

### APPLICATIONS RECEIVED AND FUNDS ALLOCATED IN 2018–2019

Applications	Submitted	Eligible	Amount
Foreign Rights Marketing Assistance Program (FRMAP)	174	169	\$850,000
Mentoring - Funding Support	2	2	\$4,000

# 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 2018–2019, of the 169 eligible publishers and publishers’ associations, 146 submitted claims and received funding for export-related expenses through FRMAP.

## Creative BC Pilot Supplement

In 2018–2019, Livres Canada Books collaborated with Creative BC to introduce a Pilot Supplement. The objective is to supplement the existing [Foreign Rights Marketing Assistance Program](#) (FRMAP) for British Columbia-based publishers by providing additional support for their travel to international trade events and export sales trips. In 2018–2019, this supplement was able to provide additional support to 20 British Columbia-based publishers and one association for a total amount of \$21,398.

# 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 2018–2019, Mentoring - Funding Support allowed two eligible publishers to receive up to \$2,000 each in assistance. ■

## FRMAP CONTRIBUTIONS

	2018-2019	2017-2018	2016-2017
Total claims	475	476	462
International trade events	386	377	384
Export sales trips	89	99	78
Number of delegates	665	686	690



## PROMOTING CANADIAN PUBLISHING

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.

### 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 18 square metres to nearly 300 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 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

### London Book Fair (APRIL 10 TO 12, 2018)

The **London Book Fair** is the major trade book fair for the spring season.

The 2018 edition, held in the historic Olympia Exhibition Centre—a favourable location for its proximity to other areas of the city—hosted 2,320 exhibitors from 56 countries and welcomed over 25,000 visitors.

The Canada Stand was once again positioned in a central location. Fourteen publishers were registered on the 55 square metre stand, with ten publishers reserving display and meeting spaces and an additional four choosing the pied-à-terre option. Some 20 other Canadian publishers exhibited on their own stands, on their distributor's stand, or at the Rights Centre. The Canada Stand was abuzz with productive meetings and was a hub for all members of the Canadian publishing industry, both on stand and off.



2,320 exhibitors  
56 countries  
25,000 visitors

The High Commission of Canada in the United Kingdom organized meetings between Canadian and British participants as well as a reception on April 9<sup>th</sup> for Canadian exhibitors. They also helped update the U.K. market guide (published in 2017–2018) and provided 750 book bags for visitors to the Canada Stand.

On April 10<sup>th</sup>, the Ontario Media Development Corporation (now Ontario Creates) sponsored a networking reception on the Canada Stand for exhibitors and their guests.

Each year, Livres Canada Books offers both high-speed wireless internet at its stand and low-cost consolidated shipping for publishers.

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### New York Rights Fair (MAY 30 TO JUNE 1, 2018)

1500 exhibitors  
19 countries  
3,000 visitors

The [New York Rights Fair](#) covers rights sales negotiation and distribution of content for both adults and children across all formats including print, digital, audio, film, and television. The inaugural New York Rights Fair—held at the Metropolitan Pavilion in Manhattan—hosted over 1500 exhibitors from 19 countries and welcomed over 3,000 visitors.

The Canada Stand welcomed 12 publishers on the 36 square metre stand to explore this new rights event and to attend the nearby BookExpo.



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## Frankfurt Book Fair (OCTOBER 10 TO 14, 2018)

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 2018 Frankfurt Book Fair hosted 7,503 exhibitors from 109 countries and welcomed 285,024 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 292 square metres, the fully subscribed Canada Stand ensured maximum exposure for Canadian titles. In all, the stand represented 58 publishers and printers—50 chose both display and meeting space and eight took the pied-à-terre option. All reported positive and productive meetings with their foreign counterparts.

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 2019, as we did for the Bologna Children's Book Fair.

An opening-night networking reception on the Canada Stand was hosted in collaboration with Ontario Creates, 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.

7,503 exhibitors

109 countries

285,024 visitors





2,280 exhibitors  
47 countries  
818,810 visitors

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### Guadalajara International Book Fair (NOVEMBER 24 TO DECEMBER 2, 2018)

The [Guadalajara International Book Fair](#) is the most important publishing event in Ibero-America. In 2018, this 32<sup>nd</sup> edition of the fair welcomed some 2,280 exhibitors from 47 countries, and an impressive 818,810 professional and general public visitors.

With the financial support of 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 experts from Base Tres, a Mexican based consulting firm, and were greeted by Spanish-English and Spanish-French interpreters hired to assist with meetings. The promotional tools offered by Livres Canada Books were quickly depleted by visitors to the stand, including a Spanish-English directory, the 2018–2019 *Rights Canada* catalogue, and the 2018 *Canadian Studies Collection*.

With the generous support from Canadian Heritage and coordination from the Embassy of Canada in Mexico, a successful



networking reception was held on November 26<sup>th</sup> for Canadian publishers and their guests on the opening day of the fair.

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### London Book Fair (MARCH 12 TO 14, 2019)

The [London Book Fair](#) returned to the Olympia Convention Centre for another successful edition, hosting exhibitors from more than 60 countries and welcomed over 25,000 visitors. The Canada Stand

60 countries  
25,000 visitors

hosted successful business meetings and welcomed higher traffic. Thirteen publishers were registered on the 55 square metre stand, with 11 publishers reserving display and meeting spaces and

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an additional two choosing the pied-à-terre option. Many other Canadian publishers exhibiting on their own stands, on the stand of their distributor, or in the Rights Centre.

The High Commission of Canada in the United Kingdom held a panel discussion at the fair on Tuesday, March 12<sup>th</sup>. More than 50 people attended. We also distributed 200 promotional bags that the High Commission had printed the previous year.

With the sponsorship of Ontario Creates and the High Commission of Canada to the United Kingdom, the Canada Stand welcomed exhibitors and their guests to a networking reception on March 12<sup>th</sup> in order to kick off the fair.



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### Leipzig Book Fair 2019 (MARCH 21 TO 24, 2019)

For the first time, Canada FBM2020 offered a 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, 18 square metres, was full with ten exhibitors (nine publishers and one agency). The stand served as a platform for exhibiting books, business meetings, book signings, panel discussions, and networking receptions. The Embassy also put together a collection of over 300 titles, representing publishers who were not able to attend, and hired a consultant, Anette Riedel, to develop the publishers' agendas.





**Tabitha Hartropp**

COMMUNICATIONS OFFICER

The 2018-2019 *Rights Canada* catalogue featured 298 titles from 117 publishers.

In 2018-2019, the *Canadian Studies Collection* highlighted 88 titles from 30 publishers and two associations.

## 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 are also promoted through our social media accounts and scrolling banners on our website.

### *Rights Canada*

The 2018-2019 *Rights Canada* catalogue once again partnered with the online licensing and rights platform [IPR License](#). The partnership enables 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 2018-2019 *Rights Canada* catalogue featured 298 titles from 117 publishers.

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

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 New York, Frankfurt, Guadalajara, London, Leipzig, Mexico, Bogota, Buenos Aires, and during our trade mission to Germany.

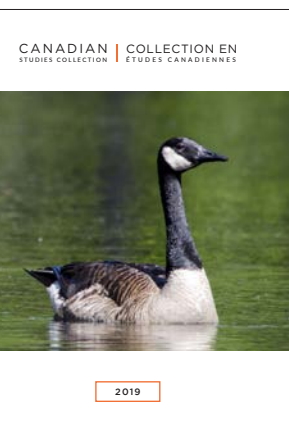
### *Canadian Studies Collection*

In 2018-2019, the *Canadian Studies Collection* highlighted 88 titles from 30 publishers and two associations. Subject areas covered include Indigenous studies, arts and culture, biography and memoir, economics, environment and geography, history, literature and literary criticism, political science, 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 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. ■





## 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. Once again, the 2018–2019 program, focusing on Germany, was offered to both Francophone and Anglophone participants. Thirteen publishers benefitted from direct mentorship with a consultant and 49 people registered for the market overview webinar.

The objective of the Mentoring Program - Germany was to provide a group of eligible publishers with export expertise to help familiarize them with export activities in Germany (examination and evaluation of their export potential, promotional activities, distribution mechanisms, co-editions, and rights sales). The 2018 program activities included a webinar that provided an overview of German publishing, rights sales, and distribution in the German market, as well as one-on-one virtual sessions between individual publishers and a consultant specialized in a select area of publishing (children's books, trade books, or scholarly publishing) to determine the publisher's potential in the German market.

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

## Webinar on the German Market

Participating mentoring publishers, among others, attended a [webinar](#) in July 2018 presented by Dr. Jessica Sanger, Dr. Sven Fund, and Anja Mundt. The webinar provided an overview of the German book market and new perspectives on how Canadian publishers can maximize their potential in preparation for Canada's Guest of Honour presence at the Frankfurt Book Fair in 2020 and beyond.



## EXPERT PROFILES



### GERMANY

**Dr. Sven Fund** received an MA from Washington University in St. Louis and a PhD in International Relations from Muenster University. He worked at Bertelsmann AG as Senior Consultant of Corporate Development and Head of point-of-sale activities at Der Club Bertelsmann. He has been Managing Director of Birkhuser Verlag AG, Managing Director of SpringerWienNewYork, and a member of the Springer Science + Business Media (now SpringerNature) Executive Board. From 2008 to 2015, he was Managing Director of De Gruyter, Berlin. In 2015, Fund founded [fullstop](#), a consulting and investment agency specializing in scholarly and educational publishing. He is also a lecturer at Humboldt University and publishes on Open Access and the digital transformation of the publishing industry.

**Anja Mundt** has more than 17 years of experience in international rights sales. After receiving her MA in English and German Philosophy from Bielefeld University, Mundt pursued an MA in Publishing at Oxford Brookes University while working as an intern in the Academic Rights Department at Oxford University Press. Mundt took on her first full-time rights job at Walker Books UK in 1999, moving back to her native Germany in 2004 to head the rights and licensing department at Dusseldorf's Patmos Publishers/Sauerlander Verlag. In 2010, she formed [her own licensing agency](#), which focuses on selling children's book rights. Mundt also works part-time as a rights manager for Bastei Luebbe AG.

**Dr. Jessica Sanger** joined the Legal Department of [Borsenverein des Deutschen Buchhandels](#) (German Publishers and Booksellers Association) in 2008 as the lawyer in charge of European and international issues. In 2011, Dr. Sanger took over the role of Deputy Head of the association's Legal Department, which now runs an entire unit, formed in 2016, for European and international affairs.

**Kathrin Scheel** has over 25 years of experience in the international publishing industry, specializing in rights, marketing, and acquisition at Rowohlt, Penguin Books, and Schoffling. She has attended fellowships in Amsterdam, Barcelona, Frankfurt, Istanbul, Jerusalem, Krakow, and Toronto, and has attended several international festivals and book fairs, both as rights director and as acquiring editor. Her wide-reaching network in the international publishing industry led her to establish a foreign rights agency, [This Book Travels](#). ■

## 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.

In 2018–2019, Livres Canada Books updated two previously published market guides:

- *Selling to Mass Merchandisers and Non-Traditional Accounts in the United States*
- *Le marché du livre de langue française aux États-Unis*

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. In 2018–2019, over 400 market guides and market guide excerpts in both official languages were downloaded for free and over 50 guides and digital reports were purchased from our website.

*“Always helpful and informative. Circulated and read among our team.”*

— Respondent, annual publisher feedback survey



## EXPERT PROFILES



MICHAEL JOHNSON

*Selling to Mass Merchandisers and Non-Traditional Accounts in the United States*

**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, Michael 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. ■

NICOLAS LEVESQUE

*Le marché du livre de langue française aux États-Unis*

**Nicolas Levesque** has over 25 years of experience in publishing and communications in the service of national and international employers and clients. A Social Science graduate of the University of Ottawa, he also pursued graduate studies in publishing at Simon Fraser University. He worked as a writer-editor for the University of Ottawa, and then for the Royal Canadian Mounted Police. He worked for the Public Relations and Publishing Directorate at the Canadian Museum of Civilization (today the Canadian Museum of History) where he managed the production and publication of books and monographs. For several years, he was managing editor of the *Canadian Journal of Development Studies*. Nicolas has also occupied different positions at Livres Canada Books. ■



**Gabrielle Etcheverry**

MANAGER,  
DIGITAL PUBLISHING AND  
INTERNATIONAL MARKETS

In 2018–2019, over 400 market guides and market guide excerpts in both official languages were downloaded for free and over 50 guides and digital reports were purchased from our website.



In 2018-2019, over 165 digital reports and report extracts in both official languages were downloaded for free by recipients of the FRMAP and Mentoring programs.

## DIGITAL PUBLISHING

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. In 2018-2019, over 165 digital reports and report extracts in both official languages were downloaded for free by recipients of the FRMAP and Mentoring programs. We are proud to be a leading source of advice and material on exporting and selling digital books in international markets.

This year, Brian O’Leary, Executive Director of the Book Industry Study Group (BISG), prepared the *Global Ebook Markets and Pricing* report for Livres Canada Books. A webinar on the same topic was presented a few months prior to the report’s publication.

Ebooks are an essential component of any modern international publishing program. The global ebook market presents opportunities and challenges for exporting Canadian publishers of all sizes and across both languages. *Global Ebook Markets and Pricing* provides concrete information for better understanding international ebook markets, guidance in the grey area of book pricing, and tools to navigate the challenges of contemporary ebook practices.

The report builds on the research provided in previous editions and includes profiles of significant ebook markets such as the US, France, and Germany; profiles of emerging ebook markets such as China, India, and Spain; and up-to-date information on pricing in France, the US, Western Europe, and the UK.



## EXPERT PROFILE



BRIAN O’LEARY

**Brian O’Leary** has been the Executive Director of the Book Industry Study Group (BISG) since 2016 and is the founder and principal of Magellan Media Consulting, which works with magazine, book, and association publishers to improve how they create, manage, and distribute content. O’Leary researches and writes extensively about issues affecting the publishing industry, including research reports on the use of metadata in the book industry supply chain, territorial rights in the digital age, and best practices in digital exports. He has written several reports on digital publishing for Livres Canada Books, including *Exporting Digital Books: A Guide to Best Practices for Canadian Publishers* (2011), *Territorial Rights in the Digital Age* (2012), *Global Ebook Markets* (2013), and, most recently, *Digital Exports Revisited* (2017). ■

## WEBINARS

In an effort to reach a greater number of publishers by eliminating travel costs, Livres Canada Books has been offering professional development **webinars** since 2011. This online training is delivered by industry experts who address topics of interest to both veteran and emerging exporters of print and digital titles. Additionally, to help publishers prepare for international book fairs, a new series of webinars focusing on export markets was launched in 2011–2012. 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.

### Professional Development Webinar

In December 2018, digital publishing expert Brian O’Leary (see his Expert Profile on page 22) presented a webinar on **Global Ebook Markets and Pricing** in tandem with our report on the **same topic**.

This practical, hands-on webinar provided publishers with knowledge on important and emerging ebook markets around the world, information on ebook pricing across various markets, and tools to navigate the challenges of contemporary ebook practices.

### Export Market Webinars

Livres Canada Books provides two export market webcast seminars per year aimed at Canadian book publishers interested in learning new ways to export their books to international markets. The markets selected each year generally follow the London Book Fair’s Market Focus and the Frankfurt Book Fair’s Guest of Honour.

## Georgia

In advance of the 2018 Frankfurt Book Fair, where Georgia was the Guest of Honour, Livres Canada Books held a webinar in September 2018, presented by Gvantsa Jobava, chairperson of the Georgian Publishers and Booksellers Association. Although small, Georgia—a country of 4.6 million people located in Eastern Europe—has one of the most developed book markets in the Caucasus region.

Over the past 25 years, the Georgian publishing and literary community has had difficulties but has rapidly formed and expanded business relationships nevertheless with industry professionals and specialists from all over the world. It has taken on new challenges, and encouraged and assisted in the development of its publishing of contemporary fiction and its translation school, which is translating into Georgian both classics and modern bestsellers from languages such as English, German, French, Italian, and Spanish—leading to a market share of 55% Georgian literature and 45% translated literature.

## China

In March of 2019, Livres Canada Books held a second export market webinar providing an overview of the Chinese book market. This webinar was held to show publishers the best strategies to approach the Chinese market for the sale of rights and finished products as well as how to build and maintain the various partnerships involved in selling books into China. The webinar was presented by Xinyi Tan, representative and consultant for Les éditions de la montagne secrète in Québec for foreign rights in China.

Video recordings of the webinars are available free of charge on the Livres Canada Books website, as are downloadable versions of the presentations in both English and French.

In total, 105 publishers registered for these webinars (including the webinar on the German market), which included interactive question and answer sessions with the presenters. Evaluations were once again overwhelmingly positive. Video recordings of the webinars are available free of charge on the Livres Canada Books [website](#), as are downloadable versions of the presentations in both [English](#) and [French](#).



## EXPERT PROFILES



GVANTSA JOBAVA  
GEORGIA

**Gvantsa Jobava** is the current chairperson of the Georgian Publishers and Booksellers Association and Head of the Publishing Program of the Georgia Guest of Honour at Frankfurter Buchmesse 2018 project. Since 2010, she has been the Editor/International Relations Manager at Intelekti Publishing, one of the biggest publishing houses in Georgia. She is also a writer and translator.

Since 2013, Gvantsa Jobava has been lobbying for the Georgian publishing industry, advocating Georgian publishers' interests and rights, promoting book readings and organizing different kinds of book promotion events in Georgia, such as the Tbilisi International Book Fair, the Tbilisi New Year Book Festival, and Georgia's World Book Day, Copyright Day, and World Read Aloud Day. World Read Aloud Day, as well as organizing Georgia's national stands at the Frankfurt, Leipzig, London, and Sharjah book fairs.

She has been a fellow of different international book fairs, including the Lviv Book Forum, the Rome Book Fair, the Torino International Book Fair, the Gothenburg Book Fair, Sharjah International Book Fair, and the Vilnius Book Fair. In 2015, she was chosen as a Frankfurter Buchmesse Fellow; in 2016, she was a speaker for the Frankfurter Buchmesse Business Club special platform on Eastern Europe's publishing industry. ■

XINYI TAN  
CHINA

A Franco-Canadian, originally from Chengdu China, **Xinyi Tan** holds a dual Master's degree in Book Marketing and International Trade with Emerging Countries from Paris University 13, France. While living in France, she worked for Les Éditions Larousse as an editor and translator. Thanks to the dual expertise she carries from her Master's degree, she was able to join the Agence Littéraire Chantal Galtier-Roussel as a literary agent and L'Asiathèque as a project assistant for professional training.

Her work experience both in China and France, and then in Canada, helped Tan develop a multilingual, multicultural background that endowed her with rather unique expertise. Tan is currently the representative and consultant at Les éditions de la montagne secrète in Québec for foreign rights in China. Over the past 10 years, she has also acted as a consultant for Livres Canada Books. ■



## TRADE MISSION

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), and China (2017). Publishers have reported deals with new partners as a direct result of these missions.

From July 9–13, 2018, Livres Canada Books and Canada FBM2020 led a successful trade mission to Germany. The delegation of 23 publishers and two agents met with more than 100 German publishers in Munich and Berlin, as well as other key members of German publishing industry. Delegates also visited *literaturhaus* (literature houses), bookstores, libraries, and publishing houses and held wonderful meetings with translators Christiane Boucher and Frank Heibert.

All participants reported positive meetings that have already resulted in profitable rights sales in the lead up to 2020. The delegation was accompanied by François Charette, Executive Director of Livres Canada Books, and Gillian Fizet, Executive Director of Canada FBM2020.

Special thanks to Maria Antas, who made our trade mission a success, and to Jennifer Dummer, Andrea Boegner (Cultural Attaché), Claudia Seeber (Trade Commissioner), and the team at the Embassy of Canada to Germany for their tremendous support.

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

## EXPERT PROFILE

### GERMANY

**Maria Antas** is a Finnish author and literary agent. She worked as a literary critic and as a researcher in the Swedish Literature Society in Finland before becoming editor-in-chief of the feminist cultural magazine *Astra Nova*. Her work “A Large Book about Cleaning” received a Swedish Literature Society prize in 2014. Antas is also active in the Finnish Literature Exchange, presenting Finnish literature abroad. Since 2015, she has operated the Antas Bindermann Listau literary agency in Berlin.

For the Frankfurt Book Fair, Antas was the advisor for the 2018 Georgian Guest of Honour project, the Head of the Literature Program for the 2014 Finnish Guest of Honour project, and Program Manager for Finland’s theme initiative “FINLAND. COOL.” She has been consulting for Canada FBM2020 since March 2017. ■

## 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 have worked towards streamlining the publisher and title information in our web database. Over the 2018–2019 fiscal year, the Livres Canada Books website had 20,458 unique visitors from around the globe, including the US, France, the UK, Germany, India, and Mexico.



## 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. We also widely publicize business activity and success stories from the fairs to our dedicated network of contacts.

Our audience—largely made up of Canadian publishing professionals, including agents, editors, rights managers, and authors—has been growing steadily. Our Facebook page has 1,561 likes and 1,623 followers, primarily from Canada and the United States, as well as France, Germany, and Brazil. Our Twitter account has 1,402 followers (86% English, 23% French).

## 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 690 subscribers (440 English, 250 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	John Yates	President, Publisher, and CEO, University of Toronto Press	ACUP
EXECUTIVE DIRECTOR	François Charette		
DIRECTORS	Carole Boutin	Rights and Contracts Director, Groupe Librex	ANEL
	Philip Cercone	Executive Director, McGill-Queen's University Press	ACP
	Bianca Drapeau	Director, Marketing and Communications, De Marque	Professional Advisor
	Noah Genner	CEO, BookNet Canada	Professional Advisor
	Patrick Poirier	General Manager, Les Presses de l'Université de Montréal	ANEL
	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

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### 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.

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**CHAIR** Frédéric Gauthier

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**MEMBERS** Semareh Al-Hillal  
Simon Payette  
John Yates

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### 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.

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**CHAIR** Bianca Drapeau

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**MEMBERS** Carole Boutin  
Andrew Wooldridge

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### 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.

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**CHAIR** John Yates

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**MEMBERS** Semareh Al-Hillal  
Patrick Poirier

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### BUSINESS PLAN COMMITTEE

The Committee was created to create a new business plan for 2019-2021 that will effectively meet the needs of Canadian publisher-exporters in the constantly changing book industry.

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**CHAIR** Frédéric Gauthier

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**MEMBERS** Philip Cercone  
Noah Genner

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## FRANKFURT 2020 COMMITTEE

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

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### PRESIDENT

Antoine Tanguay

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### MEMBERS

Margie Wolfe

Simon Payette

Andrew Wooldridge

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### SECRETARIAT

François Charette     Executive Director

Francine Bélec Fox     Manager, Finance and Operations (consultant)

Christy Doucet     Senior Manager, Programs

Iván Acebo-Choy     Programs Officer

Gabrielle Etcheverry     Manager, Digital Publishing and International Markets

Tabitha Hartropp     Communications Officer

*Many thanks also go to Alessandra Cadelli, who held a position at Livres Canada Books in 2018–2019 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, 2019, 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, 2019, and its results of operations and its cash flows for the year ended in accordance with Canadian accounting standards for not-for-profit organizations (ASNFP0).

## 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 ASNFP0.

## 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 ASNFP0, 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 11, 2019

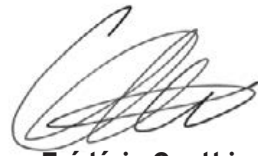


## STATEMENT OF FINANCIAL POSITION › AS AT MARCH 31, 2019

ASSETS	2019	2018
<b>CURRENT ASSETS</b>		
Cash	\$ 775,536	\$ 843,390
Accounts receivable	\$ 119,112	\$ 35,048
Government grants receivable	\$ 40,882	\$ 72,639
Harmonized Sales Tax receivable	\$ -	\$ 5,057
Prepaid expenses (Note 3)	\$ 75,184	\$ 86,750
	\$ 1,010,714	\$ 1,042,884
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued liabilities	\$ 360,046	\$ 330,912
Harmonized Sales Tax payable	\$ 17,982	\$ -
Deferred revenue (Note 3)	\$ 55,992	\$ 9,350
	\$ 434,020	\$ 340,262
<b>DEFERRED CONTRIBUTIONS (Note 6)</b>		
	-	\$ 124,977
<b>NET ASSETS</b>		
Unrestricted	\$ 251,694	\$ 252,645
Internally restricted for contingencies	\$ 325,000	\$ 325,000
	\$ 576,694	\$ 577,645
	\$ 1,010,714	\$ 1,042,884

Economic dependence (Note 1)  
 Commitments (Note 4)  
 Financial instruments (Note 6)

ON BEHALF OF THE BOARD



Frédéric Gauthier, Chair



John Yates, Secretary-Treasurer

## STATEMENT OF OPERATIONS › YEAR ENDED MARCH 31, 2019

REVENUE		2019	2018
Department of Canadian Heritage ("DCH") contribution (Note 2 and 6)		\$ 1,734,001	\$ 1,755,162
Department of Canadian Heritage ("DCH") prior year (Note 6)		\$ 124,977	\$ -
Publishers	- Canada Stand	\$ 301,390	\$ 286,520
	- Marketing	\$ 10,625	\$ 11,640
	- Webinars	\$ 850	\$ 1,600
Professional Recovery Fee		\$ 295,666	\$ 112,192
Other		\$ 75,427	\$ 17,677
TOTAL REVENUE		\$ 2,542,936	\$ 2,184,791
EXPENDITURES			
Operating:			
Rent		\$ 61,862	\$ 62,400
Board		\$ 48,450	\$ 46,675
Employee related costs		\$ 3,231	\$ 10,448
Salaries and benefits		\$ 665,436	\$ 450,713
Professional fees		\$ 76,489	\$ 73,809
Office and general		\$ 56,312	\$ 55,937
ANEL project		\$ 10,000	\$ 10,000
Networking reception		\$ 29,828	\$ 11,126
Special projects		\$ 10,000	\$ 10,000
Property and equipment (Note 1)		\$ 8,476	\$ 5,898
TOTAL OPERATING EXPENDITURES		\$ 970,084	\$ 737,006

## STATEMENT OF OPERATIONS › YEAR ENDED MARCH 31, 2019

EXPENDITURES (continued)	2019	2018
<b>Programs:</b>		
Foreign Rights Marketing Assistance ("FRMAP")		
FRMAP Contributions		
DCH	\$ 850,000	\$ 780,000
Creative BC	\$ 21,398	\$ -
Logistics and support	\$ 16,000	\$ 16,000
<b>TOTAL PROGRAMS</b>	<b>\$ 887,398</b>	<b>\$ 796,000</b>
<b>Projects:</b>		
Canada Stand	\$ 514,720	\$ 463,201
Publications	\$ 54,415	\$ 48,715
Mentoring	\$ 12,561	\$ 19,824
Export Market Webinars	\$ 9,836	\$ 9,517
Webinars	\$ 4,198	\$ 4,801
Market Guides	\$ 18,028	\$ 30,952
Trade Mission	\$ 22,018	\$ 22,761
Report	\$ 37,083	\$ 31,955
Website	\$ 13,546	\$ 19,849
<b>TOTAL PROJECTS</b>	<b>\$ 686,405</b>	<b>\$ 651,575</b>
<b>TOTAL EXPENDITURES</b>	<b>\$ 2,543,887</b>	<b>\$ 2,184,581</b>
<b>EXCESS OF</b>		
<b>(EXPENDITURES OVER REVENUE)</b>		
<b>REVENUE OVER EXPENDITURES</b>	<b>\$ (951)</b>	<b>\$ 210</b>

## STATEMENT OF CHANGES IN NET ASSETS › YEAR ENDED MARCH 31, 2019

UNRESTRICTED	2019	2018
BALANCE AT BEGINNING OF YEAR	\$ 252,645	\$ 252,435
Excess of (expenditures over revenue) revenue over expenditures	\$ (951)	\$ 210
BALANCE AT END OF YEAR	\$ 251,694	\$ 252,645
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, 2019

CASH FLOWS FROM OPERATING ACTIVITIES	2019	2018
Excess of (expenditures over revenue) revenue over expenditures	\$ (951)	\$ 210
Changes in non-cash operating working capital:		
Accounts receivable	\$ (84,064)	\$ (18,320)
Government grants receivable	\$ 31,757	\$ 121,542
Harmonized Sales Tax receivable	\$ 5,057	\$ 22,118
Prepaid expenses	\$ 11,566	\$ (19,637)
Accounts payable and accrued liabilities	\$ 29,134	\$ 35,479
Harmonized Sales Tax payable	\$ 17,982	\$ -
Deferred revenue	\$ 46,642	\$ 9,350
Deferred contributions	\$ (124,977)	\$ 124,977
(DECREASE) INCREASE IN CASH	\$ (67,854)	\$ 275,719
Cash at beginning of year	\$ 843,390	\$ 567,671
CASH AT END OF YEAR	\$ 775,536	\$ 843,390



## NOTES TO FINANCIAL STATEMENTS, YEAR ENDED MARCH 31, 2019

### GENERAL

The Organization was incorporated under the Canada Corporations Act on November 15, 1972, as a non-profit 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 Not-for-Profit 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

not-for-profit 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 re-examine 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, 2019, 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

##### *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 write-down 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 (2018 - \$5,000).

#### *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, which 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 ASNFPO 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, deferred revenue, and deferred contributions.

## 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 and short-term deposits with a Canadian chartered bank, which are highly liquid.

## 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: FRMAP, Canada stand, publications, mentoring, export market webinars, professional development webinars, market guides, trade mission, report on book industry practices, website, and operations.

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 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 2020 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 \$107,205, and are as follows:

	PREMISES	EQUIPMENT
2020	\$ 60,450	\$ 3,963
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:

	2019	2018
Balance at beginning of period	\$ 124,977	\$ -
Restricted contributions received	\$ 1,734,001	\$ 1,885,856
Amount recognized as revenue	\$ (1,858,978)	\$ (1,760,879)
Balance at end of period	\$ -	\$ 124,977

## 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 consist 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, 2019, and is secured by a general security agreement.

The Organization has access to unsecured credit of \$26,000 on credit cards, bearing interest at 19.99% per annum. The credit used as at March 31, 2019 amounted to \$47 (2018 - \$11,077) and is shown as part of accounts payable and accrued liabilities.

## SCHEDULE - SUMMARY OF CANADA BOOK FUND EXPENDITURES BY PROJECT ›

### YEAR ENDED MARCH 31, 2018

FRMAP & Projects								
<b>REVENUES</b>								
<b>Government Sources</b>	Federal - DCH funding							\$ 1,858,978
	Other level of government funding							\$ 65,208
<b>Non-Government Sources</b>	Earned revenues	- Other						\$ 312,865
	Other type of funding	- Other						\$ 305,885
<b>TOTAL REVENUES</b>								<b>\$ 2,542,936</b>
	FRMAP	Canada Stand	Publications	Mentoring	Export Market Webinars	Professional Development Webinars	Market Guides	Sub Total (forward)
<b>EXPENDITURES BY CATEGORY</b>								
<b>FRMAP</b>								
Direct Funding DCH	\$ 850,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 850,000
Direct Funding Creative BC	\$ 21,398	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 21,398
Other project expenses	\$ 85,614	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85,614
Administration expenses - DCH	\$ 105,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 105,000
Administration expenses - Creative BC	\$ 3,210	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,210
<b>SUB TOTAL FRMAP</b>	<b>\$ 1,065,222</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,065,222</b>



	FRMAP	Canada Stand	Publications	Mentoring	Export Market Webinars	Professional Development Webinars	Market Guides	Sub Total (forward)
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EXPENDITURES BY CATEGORY (continued)

OTHER PROJECTS

Administration expenses	\$ -	\$ 88,310	\$ 14,349	\$ 3,788	\$ 3,804	\$ 2,860	\$ 6,528	\$ 119,639
Consultants	\$ -	\$ -	\$ -	\$ 7,000	\$ 6,299	\$ 2,500	\$ 14,001	\$ 29,800
Equipment expenses	\$ -	\$ -	\$ -	\$ 1,561	\$ 1,321	\$ 632	\$ -	\$ 3,514
Event/venues	\$ -	\$ 485,930	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 485,930
Other project expenses	\$ -	\$ 74,015	\$ 41,248	\$ 12,690	\$ 15,519	\$ 14,871	\$ 25,495	\$ 183,838
Promotion and communication	\$ -	\$ -	\$ 54,415	\$ -	\$ 2,215	\$ 1,066	\$ 4,027	\$ 61,723
Training/professional development	\$ -	\$ -	\$ -	\$ 4,000	\$ -	\$ -	\$ -	\$ 4,000
Travel	\$ -	\$ 28,790	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 28,790
<b>SUB TOTAL OTHER PROJECTS</b>	<b>\$ -</b>	<b>\$ 677,045</b>	<b>\$ 110,012</b>	<b>\$ 29,039</b>	<b>\$ 29,158</b>	<b>\$ 21,929</b>	<b>\$ 50,051</b>	<b>\$ 917,234</b>

NON-ELIGIBLE EXPENSES

Administration expenses - Operating	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
FBM2020	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capital expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Networking	\$ -	\$ 29,828	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 29,828
<b>SUB TOTAL NON-ELIGIBLE EXPENSES</b>	<b>\$ -</b>	<b>\$ 29,828</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 29,828</b>
<b>TOTAL EXPENDITURES</b>	<b>\$ 1,065,222</b>	<b>\$ 706,873</b>	<b>\$ 110,012</b>	<b>\$ 29,039</b>	<b>\$ 29,158</b>	<b>\$ 21,929</b>	<b>\$ 50,051</b>	<b>\$ 2,012,284</b>

	Sub Total (continued)	Trade Mission	Report on Book Industry Practices	Website	Operations	Total
<b>EXPENDITURES BY CATEGORY (continued)</b>						
<b>FRMAP</b>						
Direct Funding DCH	\$ 850,000	\$ -	\$ -	\$ -	\$ -	\$ 850,000
Direct Funding Creative BC	\$ 21,398	\$ -	\$ -	\$ -	\$ -	\$ 21,398
Other project expenses	\$ 85,614	\$ -	\$ -	\$ -	\$ -	\$ 85,614
Administration expenses - DCH	\$ 105,000	\$ -	\$ -	\$ -	\$ -	\$ 105,000
Administration expenses - Creative BC	\$ 3,210	\$ -	\$ -	\$ -	\$ -	\$ 3,210
<b>SUB TOTAL FRMAP</b>	<b>\$ 1,065,222</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,065,222</b>
<b>OTHER PROJECTS</b>						
Administration expenses	\$ 119,639	\$ 6,573	\$ 8,386	\$ 5,220	\$ -	\$ 139,818
Consultants	\$ 29,800	\$ 11,099	\$ 17,500	\$ 10,275	\$ -	\$ 68,674
Equipment expenses	\$ 3,514	\$ -	\$ -	\$ 3,271	\$ -	\$ 6,785
Event/venues	\$ 485,930	\$ -	\$ -	\$ -	\$ -	\$ 485,930
Other project expenses	\$ 183,838	\$ 21,801	\$ 18,822	\$ 21,257	\$ 353,334	\$ 599,052
Promotion and communication	\$ 61,723	\$ -	\$ 5,385	\$ -	\$ -	\$ 67,108
Training/professional development	\$ 4,000	\$ -	\$ 14,198	\$ -	\$ -	\$ 18,198
Travel	\$ 28,790	\$ 10,920	\$ -	\$ -	\$ -	\$ 39,710
<b>SUB TOTAL OTHER PROJECTS</b>	<b>\$ 917,234</b>	<b>\$ 50,393</b>	<b>\$ 64,291</b>	<b>\$ 40,023</b>	<b>\$ 353,334</b>	<b>\$ 1,425,275</b>
<b>NON-ELIGIBLE EXPENSES</b>						
Administration expenses - Operating	\$ -	\$ -	\$ -	\$ -	\$ 5,085	\$ 5,085
FBM2020	\$ -	\$ -	\$ -	\$ -	\$ 10,000	\$ 10,000
Capital expenses	\$ -	\$ -	\$ -	\$ -	\$ 8,477	\$ 8,477
Networking	\$ 29,828	\$ -	\$ -	\$ -	\$ -	\$ 29,828
<b>SUB TOTAL NON-ELIGIBLE EXPENSES</b>	<b>\$ 29,828</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 23,562</b>	<b>\$ 53,390</b>
<b>TOTAL EXPENDITURES</b>	<b>\$ 2,012,284</b>	<b>\$ 50,393</b>	<b>\$ 64,291</b>	<b>\$ 40,023</b>	<b>\$ 376,896</b>	<b>\$ 2,543,887</b>
<b>EXCESS OF EXPENDITURES OVER REVENUES</b>						<b>\$ (951)</b>

# FUNDING BY RECIPIENT

## FOR THE YEAR ENDED MARCH 31, 2019

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Pilot Supplement	
400 coups, Éditions les	\$ 4,185.73		
AIM Language Learning	\$ 4,984.24	\$ 1,446.65	
Alire, Éditions	\$ 5,189.37		
Alto, Éditions	\$ 7,863.09		
André Fontaine, Éditions	\$ 1,403.81		
Annick Press	\$ 7,653.60		
Anvil Press	\$ 5,711.47	\$ 574.36	
Apprentissage Illimité	\$ 1,594.02		
Arsenal Pulp Press	\$ 11,009.56	\$ 2,355.05	
Artichaut, Éditions L'	\$ 4,789.46		
Association nationale des éditeurs de livres (ANEL)	\$ 20,711.48		
Association of Book Publishers of British Columbia (ABPBC)	\$ 2,099.06	\$ 441.76	
Association of Canadian Publishers (ACP)	\$ 9,834.10		
Association of Manitoba Book Publishers (AMBP)	\$ 630.47		
Baraka Books	\$ 2,925.77		
Bayard Canada	\$ 4,064.85		
Beauchemin International, Éditions	\$ 9,435.46		
Béliveau Éditeur	\$ 5,976.63		
Between the Lines	\$ 3,384.01		
Biblioasis	\$ 5,989.84		
Blue Bike Books	\$ 1,063.38		
BookThug	\$ 6,643.47		
Boomerang éditeur jeunesse	\$ 4,837.93		
Boréal Express, Le	\$ 6,537.06		
Boulder Publications	\$ 3,464.48		

## FUNDING BY RECIPIENT › FOR THE YEAR ENDED MARCH 31, 2019

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Pilot Supplement	
Bouton d'or Acadie	\$ 1,622.70		
Breakwater Books	\$ 7,847.39		
Broadview Press	\$ 11,680.84		
Broquet	\$ 7,395.88		
Brush Education	\$ 8,850.57		
Cardinal, Les Éditions	\$ 1,022.44		
CCI Learning Solutions	\$ 7,832.97	\$ 1,606.10	
Centre d'élaboration des moyens d'enseignement	\$ 8,847.02		
Chalkboard Publishing	\$ 2,056.67		
Chouette, Éditions	\$ 12,731.31		
Coach House Books	\$ 8,688.18		
Company's Coming Publishing	\$ 4,221.09	\$ 757.92	
Courte échelle, Groupe d'édition la	\$ 5,700.85		
Crabtree Publishing	\$ 5,434.56		
David, Éditions	\$ 1,424.26		\$ 2,000.00
DC Canada Education Publishing	\$ 5,762.88		
Drawn & Quarterly	\$ 9,926.63		
Dundurn Press	\$ 5,314.50		
Écosociété, Éditions	\$ 6,221.80		
Écrits des Forges, Les	\$ 3,102.11		
ECW Press	\$ 18,069.25		
Ekstasis Editions	\$ 1,754.91	\$ 334.73	
Fernwood Publishing	\$ 7,573.03		
Fitzhenry & Whiteside	\$ 6,459.64		
Folklore Publishing	\$ 2,335.83		



## FUNDING BY RECIPIENT > FOR THE YEAR ENDED MARCH 31, 2019

Recipient	FRMAP		Mentoring
	FRMAP	Creative BC Pilot Supplement	Funding Support
Formac Publishing / James Lorimer & Company	\$ 8,818.22		
Goélette, Éditions	\$ 3,978.40		
Governors of Athabasca University Press	\$ 1,350.36		
Governors of the University of Calgary Press	\$ 2,850.21		
Greystone Books	\$ 14,804.44	\$ 2,844.93	
Groundwood Books	\$ 9,558.54		
Guernica Editions	\$ 2,587.60		
Guides de voyage Ulysse	\$ 1,655.24		
Guy Saint-Jean Éditeur	\$ 8,638.85		
Harbour Publishing	\$ 1,454.46		
Héliotrope, Éditions	\$ 3,985.32		
House of Anansi Press	\$ 11,662.38		
Hurtubise, Éditions	\$ 19,423.24		
Inanna Publications & Education	\$ 7,743.28		
Isatis, Éditions de l'	\$ 5,545.44		
J.C.L., Éditions	\$ 1,647.30		
Jordan Music Productions / Sara Jordan Publishing	\$ 2,131.44		
Kids Can Press	\$ 18,497.69		
Leméac Éditeur	\$ 8,161.30		
La Press, Les Éditions	\$ 3,375.48		
Liber, Éditions	\$ 2,408.99		
Librex, Groupe	\$ 10,038.20		
Lingo Learning	\$ 12,878.86		
Literacy Services of Canada	\$ 8,701.72		
Literary Press Group of Canada	\$ 3,743.70		

## FUNDING BY RECIPIENT › FOR THE YEAR ENDED MARCH 31, 2019

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Pilot Supplement	
Lone Pine Media Productions	\$ 3,834.70	\$ 685.31	
Lux Éditeur	\$ 4,949.14		
Malins, Les Éditions les	\$ 3,348.97		
MacIntyre Purcell Publishing	\$ 1,402.76		
Master Point Press	\$ 2,080.73		
McGill-Queen's University Press	\$ 20,692.74		
Médiaspaul, Éditions	\$ 1,508.86		
Mémoire d'encrier	\$ 8,431.32		
Michel Quintin, Éditions	\$ 3,590.06		
Modus Vivendi, Publications	\$ 11,186.74		
Monde différent, Les éditions un	\$ 4,306.85		
Montagne Verte, Éditions de la	\$ 3,137.27	\$ 906.93	
Mortagne, Éditions de	\$ 4,600.62		
Mosaic Press	\$ 5,991.31		
New Society Publishers	\$ 9,967.70	\$ 3,137.80	
Nightwood Editions	\$ 2,116.36		
Nimbus Publishing	\$ 5,287.14		
Noroît, Éditions du	\$ 2,523.98		
Nota bene, Groupe	\$ 3,180.60		
Novalis, Les Éditions	\$ 3,588.45		
Novelty Book Company, The	\$ 7,960.84		
Ontario Book Publishers Organization (OBPO)	\$ 1,852.80		
Orca Book Publishers	\$ 8,326.28	\$ 1,679.39	
Owlkids Books	\$ 10,814.54		
Pajama Press	\$ 5,411.37		

## FUNDING BY RECIPIENT > FOR THE YEAR ENDED MARCH 31, 2019

Recipient	FRMAP		Mentoring
	FRMAP	Creative BC Pilot Supplement	Funding Support
PAPP International	\$ 5,276.44		
Partners Publishing	\$ 1,933.03	\$ 293.85	
Passage, Éditions du	\$ 3,494.21		\$ 2,000.00
Pastèque, Éditions de la	\$ 5,380.04		
Pembroke Publishers	\$ 7,879.64		
Peuplade, Éditions La	\$ 10,260.39		
Phoenix, Éditions du	\$ 3,149.91		
Planète rebelle, Les Éditions	\$ 4,960.05		
Portage & Main Press	\$ 3,992.12		
Prise de parole, Éditions	\$ 1,288.58		
Quartanier, Le	\$ 8,763.62		
Québec Amérique, Éditions	\$ 16,393.20		
Rainbow Horizons Publishing	\$ 5,283.77		
Red Deer Press	\$ 4,802.49		
Regroupement des éditeurs franco-canadiens (REFC)	\$ 3,274.49		
Remue-ménage, Éditions du	\$ 7,160.27		
Réunis, Les Éditeurs	\$ 2,928.36		
Reynald Goulet, Éditions	\$ 1,474.00		
Robert Rose	\$ 16,357.45		
Rocky Mountain Books	\$ 1,093.81	\$ 213.66	
Ronsdale Press	\$ 1,275.56	\$ 432.67	
Second Story Press	\$ 5,133.06		
Sémaphore, Éditions	\$ 2,679.32		
Septentrion, Éditions du	\$ 1,579.92		
Shoebox Media	\$ 6,468.52		

## FUNDING BY RECIPIENT › FOR THE YEAR ENDED MARCH 31, 2019

Recipient	FRMAP		Mentoring Funding Support
	FRMAP	Creative BC Pilot Supplement	
Sogides, Groupe	\$ 11,945.11		
Sylvain Harvey, Éditions	\$ 4,945.09		
Talon Books	\$ 6,041.33	\$ 1,455.46	
TC Média Livres	\$ 3,895.83		
Thompson Educational Publishing	\$ 5,750.89		
Touchwood Editions	\$ 1,140.26	\$ 164.05	
Tradewind Books	\$ 2,211.82	\$ 499.36	
Tralco Educational Services	\$ 1,365.01		
Université de Montréal, Les Presses de l'	\$ 3,118.73		
Université d'Ottawa, Les Presses de l' / University of Ottawa Press	\$ 3,978.62		
Université du Québec, Les Presses de l'	\$ 4,658.08		
Université Laval, Les Presses de l'	\$ 2,640.57		
University of Alberta Press	\$ 4,735.51		
University of British Columbia Press	\$ 8,463.11	\$ 1,568.09	
University of Manitoba Press	\$ 3,992.05		
University of Regina Press	\$ 3,753.94		
University of Toronto Press	\$ 13,224.12		
Ville-Marie Littérature, Groupe	\$ 1,346.76		
Weigl Educational Publishers	\$ 1,841.20		
Wilfrid Laurier University Press	\$ 4,818.48		
Wolsak & Wynn Publishers	\$ 4,259.31		