

LIVRES CANADA BOOKS

2017-2018 Annual Report

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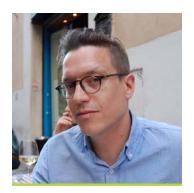
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Chair's Message



FRÉDÉRIC GAUTHIER

During the past year of consolidating and strengthening our programs and services there has also been a sharp increase in initiatives leading up to Frankfurt 2020.

Livres Canada Books remains committed to its primary purpose of supporting the export activities of Canadian publishers. It is vital to develop a profitable book industry with a global reach.

Livres Canada Books remains focused on the needs of publishers. To this end, the Foreign Rights Marketing Assistance Program (FRMAP) was expanded this year to allow publishers to attend more fairs. Last year we reaffirmed our commitment to an approach based on the needs of publishers and related associations, as we developed an innovative new business

plan that would build on the strengths of Livres Canada Books. We want to increase our support to publishers by offering them more options, particularly in the area of shipping books abroad and securing funding for events outside of regular channels.

During the last several months, we have held consultations across Canada. Your feedback will help us to improve this process, which will take us to 2021 and include Frankfurt 2020.

At the last Frankfurt Book Fair, there was already a strong contingent of Canadian publishers, highlighting the lead-up to our major project, Canada Guest of Honour in 2020. Livres Canada Books produced a special issue magazine in collaboration with *Publishing Perspectives*, designed to present an overview of the Canadian publishing industry. In the coming year we will see these types of initiatives increase. In July, a major delegation of publishers from across Canada will travel to Germany as part of a joint mission between Livres Canada Books and FBM2020. Industry professionals are united in their efforts to prepare for this major event to take place in two years.

It is also imperative that these initiatives remain sustainable. It would be easy to focus entirely on Frankfurt 2020 to the detriment of other Livres Canada Books programs. Although this major project represents an incredible opportunity for Canadian publishers, we must not focus solely on the German market but use this platform to increase our visibility across global markets and ensure that our efforts continue beyond 2020. To this end, an active committee linked to the Frankfurt 2020 project will develop long-term objectives and help our publishers expand their activities in all markets.

I would like to take this opportunity to thank the staff of Livres Canada Books, and Executive Director François Charette in particular, for their excellent efforts in strengthening our institution and carrying out our many activities with such a high degree of professionalism.

In conclusion, I would also like to thank all the members of the Board of Directors for their dedication and hard work in ensuring the continued success of Livres Canada Books. I look forward to building on this momentum in 2018–2019.



Executive Director's Introduction



FRANÇOIS CHARETTE

The 2017–2018 fiscal year has been full of new initiatives and projects for the Canadian book export market.

Whether managing funding programs, coordinating the <u>Canada Stand</u>, providing training or supporting expansion into new markets, increasing publisher familiarity with the challenges of digital publishing and export, consulting with publishers on our new 2019–2021 business plan, or preparing for Frankfurt 2020, Livres Canada Books has succeeded in offering support and information to Canadian publishers year-round.

Livres Canada Books also continues to manage the <u>Foreign Rights Marketing Assistance</u> <u>Program</u> (FRMAP) as well as the mentoring programs targeted at emerging exporters. We have continued to ensure the presence of the Canada Stand at book fairs in Bologna and Frankfurt. Livres Canada Books also published the *Rights Canada* catalogue and the *Canadian Studies Collection*, which were distributed at fairs, shared on social media, and sent via targeted email campaigns to promote Canadian titles to international publishers, literary agents, distributors, booksellers, librarians, and researchers worldwide.

This year, we offered webinars on France and <u>Latvia</u> to prepare publishers attending the Frankfurt and London book fairs. We published a new bilingual digital report, *The Global* Audiobook Market, and we offered a webinar on the same subject. We also updated our market guides on Australia and the United Kingdom and published two new guides: Selling Canadian Books in India and Exportation des livres savants et universitaires : guide pour les éditeurs canadiens de langue française. Following a successful trade mission in China during the Shanghai International Children's Book Fair, Livres Canada Books published a report and held a webinar about the Chinese publishing market. Our many <u>blog posts</u> on topical issues include reports from digital publishing conferences that

Livres Canada Books attended, as well as excerpts from our market guides.

Livres Canada Books is pleased to continue supporting Canada FBM2020 in this wonderful project—generating a great deal of interest worldwide in Canadian authors, Canada's publishing industry, and the country as a whole.

We are developing a new business plan for 2019–2021, which will be submitted along with our funding application to the Canada Book Fund this fall. This plan will direct Livres Canada Books in supporting the exports of Canadian publishers and in offering value-added services, complementary to the work of national book and related associations.

Once again, it is important to highlight that Livres Canada Books' accomplishments would not have been possible without our partnerships with the Department of Canadian Heritage through the Canada Book Fund, the Canada Council for the Arts, the International Council for Canadian Studies (ICCS), the Ontario Media Development Corporation (OMDC), Creative BC, the Société de développement des entreprises culturelles (SODEC), 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 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 Embassy of Canada to Germany, the Consulate General of Canada in Shanghai, and the High Commission of Canada in the United Kingdom. Their support has enabled us to refine our international marketing activities to meet publishers' needs in a professional manner.

I offer my sincere thanks to our President Frédéric Gauthier and the Board of Directors for their efficient management of Livres Canada Books. These industry experts are invaluable advisors who ensure that we continue to support the efforts of exporting Canadian publishers.

I am especially grateful to the staff at 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 other partners.

Partte

François CharetteExecutive Director

Supporting Canadian Publishers' Exports for 46 Years

Founded in 1972, Livres Canada Books is a not-for-profit organization based in Ottawa with 46 years of experience.

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, including financial support, promotion, research, training, and a collective presence at major international book fairs, and by providing a unique forum for collaboration between English- and Frenchlanguage publishers in Canada. Livres Canada Books connects all publishers across Canada, acts on their behalf, and provides services to Canadian book publishers in both official languages.

In its first 13 years of operation, Livres Canada Books, then known as the Association for the Export of Canadian Books, provided expert advice on book publishing export to a number of federal departments responsible for book publishing. In 1985, the organization agreed to take on the responsibility for administering the International Marketing Assistance (IMA) component of the Department of Canadian Heritage's Book Publishing Industry Development Program (BPIDP), now known

as the Canada Book Fund. The two major components of IMA were the Export Marketing Assistance Program (EMAP) and the Foreign Rights Marketing Assistance Program (FRMAP). For 33 years, Livres Canada Books has managed the IMA component of the Canada Book Fund in a transparent, accountable, and fiscally responsible manner, taking the lead on the development and implementation of policies, programs, and services in support of publishers' book export activities. Furthermore, in 2017 Livres Canada Books obtained a five-year contribution agreement in support of FRMAP, a sign of the Canada Book Fund's recognition of Livres Canada Books' efficient program management.

The Department of Canadian Heritage made the decision to take back the administration of EMAP as of April 1, 2010. Since then, Livres Canada Books has continued to play its significant role in advancing international sales and building export expertise among Canadian publishers.

In addition to providing financial assistance for publishers to attend international book fairs and other export sales events, Livres Canada Books offers a range of services to maximize publishers' presence at key international book fairs, such as organizing the Canada Stand and developing targeted publications for those fairs. In 2006, Livres Canada Books launched the Mentoring - Coaching program, which has helped 91 publishers take their first steps into export markets. Publishers who have taken part in this program credit their success to support from this innovative initiative.

In 2009, the organization updated its brand, taking advantage of global digital interconnectedness to enhance the international discoverability of Canadian books and publishers. In early 2012, the new bilingual Livres Canada Books trademark became official. Major upgrades to the website, and the development of collective interactive promotional activities for electronic distribution, have also been implemented in the last several years, using new technologies to reach Canadian publishers coast to coast.

Livres Canada Books provides world-class intelligence about global publishing, develops collective initiatives to sell Canadian books in

Core to its mandate, Livres Canada Books continues to raise awareness of Canadian book publishers' export priorities, needs, and interests with industry and government stakeholders. The organization advocates for support to the book publishing industry as a means of promoting Canada's diversity, values, and identity through the world.

international markets, and works closely with other publishing industry associations to ensure that publishers are strongly positioned to expand into essential-for-survival export markets.

Core to its mandate, Livres Canada Books continues to raise awareness of Canadian book publishers' export priorities, needs, and interests with industry and government stakeholders. The organization advocates for support to the book publishing industry as a means of promoting Canada's diversity, values, and identity through the world. Combining efforts and financial resources with other industry associations and partners has enabled the development and delivery of new and expanded services and programs.

Livres Canada Books' strength can be found in its capacity to support the diverse needs and priorities of Canadian book exporters' publishing programs and international marketing strategies, and its ability to anticipate and adapt to economic and structural changes in the book publishing industry. The organization also keeps Canadian publishers abreast of

evolving technologies and new initiatives in digital publishing through forward-looking research and by offering webinars on the opportunities and challenges of exporting Canadian content in the 21st century.

Livres Canada Books is governed by an experienced, representative group of exporting publishers and professionals from the industry who provide essential advice and direction, thus enabling the organization to continue to meet the evolving needs of Canadian publishers.

Best practices in program review, long-term business planning, and association management ensure that Livres Canada Books is successful in obtaining ongoing funding and in developing new and strategic programs and services to support publishers' book export initiatives into the future.

Strategic Directions

Livres Canada Books has established its mandate and strategic goals, objectives, and activities for 2017–2019.

MANDATE

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, including financial support, promotion, research, training, and a collective presence at major international book fairs, and by providing 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 worldclass 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, 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

- Provide direct funding to Canadian exporters.
- Facilitate participation in international book fairs and other events.
- Create collective promotional materials and online content.
- Support the Frankfurt 2020 initiative.
- Gather intelligence on different markets and key export partners.
- Provide professional development regarding export and digital publishing.
- Create opportunities for professional networking and information sharing.
- Maintain a strong relationship with government partners.
- Communicate and share information and best practices with publishers.
- Develop and manage Livres Canada Books resources.



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:

- Allocating funding support based on costsharing 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 level 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 2017–2018, 157 publishers and three national and provincial publishers 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 2017–2018. A complete list of funding recipients, including a breakdown by program, can be found at the end of this report.

APPLICATIONS RECEIVED AND FUNDS ALLOCATED IN 2017-2018			
Applications	Submitted	Eligible	Amount
Foreign Rights Marketing Assistance Program (FRMAP)	162	160	\$780,000
Mentoring - Funding Support	4	4	\$8,000

FOREIGN RIGHTS MARKETING ASSISTANCE PROGRAM



CHRISTY DOUCETSenior Manager, Programs

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 2017–2018, of the 160 eligible publishers and national and provincial publishers associations, 139 submitted claims and received funding for export-related expenses through FRMAP.

FOREIGN RIGHTS MARKETING ASSISTANCE PROGRAM (FRMAP) CONTRIBUTIONS

	2017-2018	2016-2017	2015-2016
Total claims	476	462	411
International trade events	377	384	321
Export sales trips	99	78	90
Number of delegates	686	690	635

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 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 2017-2018 MENTORING - FUNDING SUPPORT ALLOWED FOUR

ELIGIBLE PUBLISHERS

TO RECEIVE

\$2,000 EACH IN ASSISTANCE



ALESSANDRA CADELLI Programs Officer

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 <u>Canada Stand</u> ranges in size from 80 square metres to nearly 275 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 in the interest of selling 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, including correspondence with book fair organizers, ordering exhibitor passes, customization of 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 Livres Canada Books' own print and online directories of exhibitors on the Canada Stand.

In addition to organizing the Canada Stand, Livres Canada Books promotes 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. Livres Canada Books also collects leads on behalf of publishers and visits other stands to track industry trends and uncover new opportunities for Canadian publishers.



BOLOGNA CHILDREN'S BOOK FAIR

APRIL 3-6, 2017

The <u>Bologna Children's Book Fair</u> (BCBF) is the world's leading event for children's publishing professionals. This must-attend fair is complemented by a series of events that make it a truly unique cultural experience.

The 54th edition of the Bologna Children's Book Fair drew record numbers: 1,200 exhibitors from 98 countries and over 26,700 visitors.

For the first time, Livres Canada Books and Québec Édition hosted a joint stand and the collective stand doubled in size in 2017. The 80 square metre collective stand saw a 60% increase in exhibitors with 17 publishers: 16 exhibitors and one who chose the pied-à-terre option. Some 20 more Canadian publishers exhibited on their own stands or on the stands of their distributors, which contributed to a strong Canadian presence. Livres Canada Books also offered a low-cost consolidated shipping option for publishers.

In order to reduce shipping costs, we also offered exhibitors the opportunity to store their books until 2018.

FRANKFURT BOOK FAIR

OCTOBER 11-15, 2017

The <u>Frankfurt Book Fair</u> (FBF) 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 2017 <u>Frankfurt Book Fair</u> hosted 7,309 exhibitors from 102 countries and welcomed 286.425 visitors.

Livres Canada Books works diligently to ensure an ideal position for the Canada Stand in order to ensure optimal visibility to the participating publishers. Located in Hall 6.0, the main international English-language publishers' location, and with dimensions of 272 square metres, the Canada Stand ensured maximum exposure for Canadian titles. In all, the fully subscribed stand represented 45 publishers and printers—39 chose both display and meeting space and six took the pied-à-terre option. All reported positive and productive meetings with their foreign counterparts.

Once again, Livres Canada Books 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 2018, as we did for the Bologna Children's Book Fair.

An opening-night networking reception on the Canada Stand was hosted in collaboration with the Ontario Media Development Corporation and the Embassy of Canada to Germany. 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.





BOLOGNA CHILDREN'S BOOK FAIR

MARCH 26-29, 2018

The 55th edition of the <u>Bologna Children's Book Fair</u> drew 1,390 exhibitors from 100 countries and over 26,700 visitors.

The 80 square metre collective Livres Canada Books and Québec Édition stand was fully booked with 21 publishers: 17 exhibitors and four 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 low-cost consolidated shipping option for publishers.

For a second year, in order to reduce shipping costs, we also offered exhibitors the opportunity to store their books until 2019.

Collective Marketing



TABITHA HARTROPP Communications Officer

Livres Canada Books produces two major catalogues, Rights Canada and the Canadian Studies Collection, to promote Canadian publishers, authors, and books internationally.

These highly anticipated publications are available digitally and in print at international book fairs. The collective marketing of Canadian books to an international audience increases the visibility of publishers who exhibit on the Canada Stand but also gives a voice to beginner exporters.

In addition, all titles submitted to these publications are also included in the Livres Canada Books web database, a comprehensive online resource for information about Canadian publishers.

RIGHTS CANADA

<u>Rights Canada</u> is Livres Canada Books' collective rights catalogue promoting the sale of foreign rights. It has been published for more than 40 years.

Rights Canada is marketed digitally to an extensive list of foreign publishers, distributors, and rights agents prior to the major international books fairs, where it is also available in print format at the Canada Stand. A comprehensive social media campaign on Livres Canada Books' social media platforms follows the publication of the catalogue.

Now published once a year, the 2017–2018 *Rights Canada* catalogue was given a new format thanks to a partnership with the online licensing and rights platform <u>IPR</u> <u>License</u>. The partnership enabled Livres Canada Books 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 benefited from increased visibility.

Inclusion in the catalogue was free of charge and space was allocated on a first-

come, first-served basis. Published in advance of the Frankfurt Book Fair, the 2017–2018 *Rights Canada* catalogue featured 286 titles from 104 publishers as well as four paid ads. This represents an increase of 315% in titles and 200% in publishers represented compared with the previous edition.

In addition to being distributed to international publishing contacts, the catalogue was also advertised in special book fair editions of *Publishing Perspectives* and *Publishers Weekly* and is available for <u>download</u> 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 Frankfurt, Bologna, London, New York, and during our trade mission to China.

THE 2017-2018 RIGHTS CANADA CATALOGUE FEATURED

286 TITLES

FROM

104 PUBLISHERS

CANADIAN STUDIES COLLECTION

The <u>Canadian Studies Collection</u> promotes Canadian books, authors, and publishers of interest to Canadianists, librarians, academics, and buyers around the globe.

The 2018 *Collection* offered publishers the option of including descriptions, author bios, review quotes, and BISAC and Thema codes alongside the standard bibliographic information.

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* was advertised in two editions of *Publishers Weekly* and is also available for <u>download</u> from the Livres Canada Books website.

In 2017–2018, the *Canadian Studies Collection* highlighted a total of 80 titles and seven advertisements from 30 publishers and one association. Subject areas covered include Aboriginal studies, arts and culture, biography and memoir, economics, environment and geography, history, literature and literary criticism, political science, and the social sciences.

This year, we provided participating publishers with individual sell sheets in PDF format for each title included in 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 quote, and bibliographic information. Participating publishers received digital copies of their respective sheets for distribution at their convenience.

IN 2017-2018

THE CANADIAN STUDIES COLLECTION HIGHLIGHTED A TOTAL OF

80 TITLES

FROM

30 PUBLISHERS

AND 1 ASSOCIATION

Building Export Expertise

MENTORING - COACHING

Aimed at the specific needs of emerging exporting publishers, 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. It is no longer necessary that a publisher's export sales be under \$50,000 in order to be eligible.

The program is open to publishers who require additional support—beyond financial assistance—geared to their specific circumstances. The 2017–2018 program focused on Germany and was offered to both Francophone and Anglophone participants. Twenty-two publishers benefitted from the direct mentorship with a consultant and 61 people registered for the market overview webinar.

The objective of the Mentoring Program - Germany was to provide a group of eligible publishers 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 2017 program activities included a webinar that provided an overview of German publishing, the sale of rights and distribution in the German market, and one-on-one Skype sessions between individual publishers and a consultant specialized in select areas of publishing (children's books, trade books, or scholarly publishing) to determine the eligible 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 2017 presented by Dr. Jessica Sänger, Kathrin Scheel, 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.

EXPERTPROFILE

DR. JESSICA SÄNGER AND KATHRIN SCHEEL Germany

Dr. Jessica Sänger joined the Legal
Department of Börsenverein des Deutschen
Buchhandels (German Publishers and
Booksellers Association) in 2008 as a lawyer
and has been in charge of European and
international issues in that capacity. In 2011,
Dr. Sänger took over the role of Deputy Head
of the Legal Department and runs a unit
formed in 2016 for European and international
affairs at the association.

Kathrin Scheel has over 25 years of experience in the international publishing industry, specializing in rights, marketing, and acquisition at Rowohlt, Penguin Books, and Schöffling.

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 widereaching network in the international publishing industry led to her establishing a foreign rights agency, This Book Travels.

EXPERT PROFILE

ANJA MUNDT AND DR. SVEN FUND Germany

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 Düsseldorf's Patmos Publishers/Sauerländer Verlag. In 2010, she formed her own licensing agency, which focuses on selling children's books rights. Mundt also works part-time as a rights manager for Bastei Luebbe AG.

Dr. Sven Fund received an MA from Washington University in St. Louis and a PhD in International Relations from Muenster University. He worked at the Bertelsmann AG as Senior Consultant of Corporate Development and was Head of point-of-sale activities at Der Club Bertelsmann. He has been Managing Director of Birkhäuser 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 <u>fullstopp</u>, 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.





GABRIELLE ETCHEVERRY Manager, Digital Publishing and International Markets

MARKET GUIDES

Over the years, Livres Canada Books has produced and continues to update more than 30 <u>market guides</u> and reports aimed at Canadian book exporters.

These guides provide intelligence about specific foreign markets, including the United States, United Kingdom, France, Mexico, China, Australia, Korea, Germany, and Brazil, as well as market segments such as children's books, academic and scholarly books, retail, whole-sale, libraries, and a guide for first-time participants at an international book fair.

In 2017–2018, Livres Canada Books published four market guides:

- Selling Canadian Books in India (new)
- L'exportation des livres savants et universitaires: guide pour les éditeurs canadiens de langue française (new)
- Selling Canadian Books in Australia (updated)
- Selling Canadian Books in the UK (updated)

The update to the UK market guide was an initiative of the <u>High Commission of Canada in the United Kingdom</u>.

Livres Canada Books' market guides are written by industry experts and aimed at Canadian publishers, providing the best, most up-to-date information on export markets. The guides continue to be the go-to references for Canadian publishers and an essential component of their export strategies.

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

EXPERT PROFILE

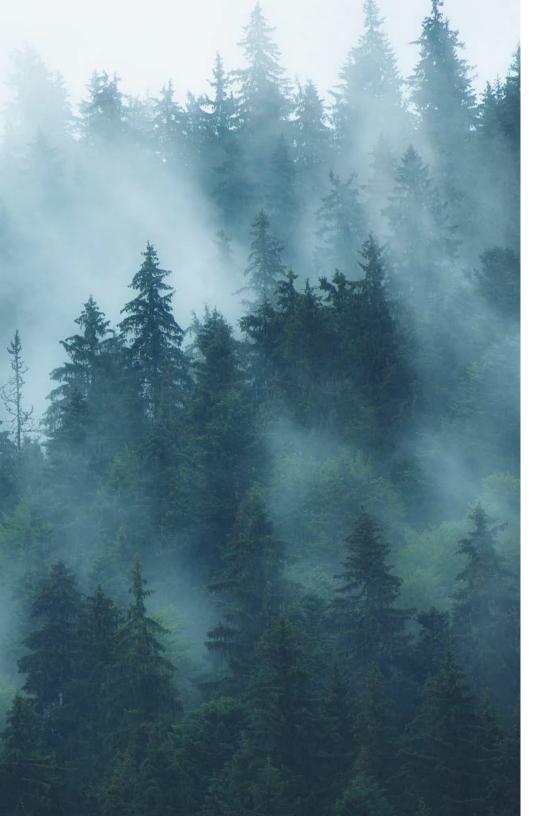
JAYA BHATTACHARJI ROSE India

Jaya Bhattacharji Rose is an international publishing consultant working in the industry since the early 1990s. Her blog, aimed at the B2C (business-to-consumer) sector of publishing, has had over 5.3 million visitors. Her columns have been published in BusinessWorld online ("PubSpeak") and in The Hindu Literary Supplement ("Literati"). Some of her responsibilities have included writing the first comprehensive report on the Indian Book Market for the Publishers Association (UK) and guest editing the Children's and YA Literature special issue of The Book Review. She has extensive editorial experience, including stints with Zubaan, Routledge, and Puffin.

EXPERT PROFILE

ANTOINE DEL BUSSO Academic and Scholarly Books

Antoine Del Busso began his publishing career in 1972 with Pierre Tisseyre. He has worked at Éditions Boréal, Groupe Sogides (Éditions de l'Homme and Éditions du Jour). Éditions Fides, where he was Executive Director for over fifteen years, and Presses de l'Université de Montréal, where he was also head. He founded Del Busso Éditeur in 2009 to publish his personal favourites. He has also taught courses on publishing at McGill University. He has served as president of several associations, including the Association nationale des éditeurs de livres (ANFL). Québec Édition, and the Commission du livre. He has also sat on a number of boards of directors, including those of SODEC, the Bibliothèque nationale du Québec, and Copibec (of which he was co-founder as president of ANEL).



EXPERT PROFILE

MICHAEL WEBSTER

Australia

Michael Webster has over 40 years' experience in trade and educational publishing and industry-related academia, including board membership of the Australian Publishers Association, the Australian Booksellers Association, the Copyright Agency, the Literature Board of the Australia Council, and the Melbourne Writers Festival. An Adjunct Professor at RMIT University in Melbourne, he introduced Nielsen Bookscan to the Australian industry in 2000. Webster is a recipient of the George Robertson Award for services to the book industry and is currently Chair of the Small Press Network (SPN), the membership organization for small and independent publishers in Australia and New Zealand.

EXPERT PROFILE

PETER KILBORN

United Kingdom

Peter Kilborn now retired, was previously Executive Director of <u>Book Industry Communication</u>, the UK book trade's supply chain and standards organization. In his past career he has been a production director and general manager with a number of well-known London publishing houses, a director of the Publishers Association, and a writer and consultant specializing in the supply chain and business improvement. Among his past assignments, he acted as an adviser to the Department of Canadian Heritage on its supply chain initiative. He has undertaken a number of writing and research projects for Livres Canada Books.

DIGITAL PUBLISHING

Livres Canada Books provides essential information to Canadian publishers on the subject of digital publishing as it relates to exports.

As digital publishing continues to evolve, corresponding technologies, business and distribution models, and export strategies also continue to develop and change. Providing regular, updated <u>context</u> for these changes allows Canadian publishers to be at the forefront of developments as they happen.

This year, Livres Canada Books published <u>The Global Audiobook Market</u>. This report was prepared for Livres Canada Books by Forte Business Consulting partners Michele Cobb and Michael Desrosiers. A webinar on the same topic was presented a few months prior to the report's publication.

The audiobook market is an area of publishing that is witnessing unprecedented growth. Providing concrete information for Canadian publishers who seek to take advantage of the evolving audio culture, this report takes an in-depth look at the audiobook production explosion, sales growth in the market, what to consider when making an audiobook, distribution and sales opportunities, and international market profiles.

The report is available for sale on the Livres Canada Books website. Like the Livres Canada Books market guides, it is also available free of charge to eligible recipients of the FRMAP and Mentoring programs. Digital guides are available as PDF, EPUB, and MOBI files.





EXPERT PROFILE

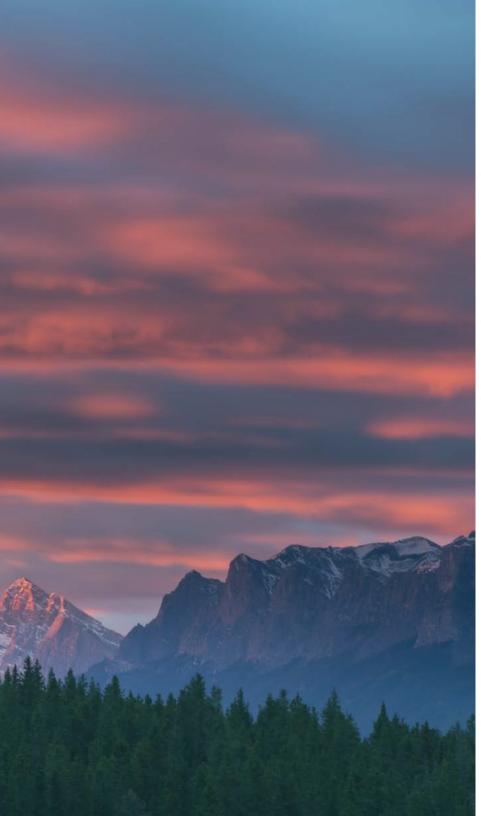
MICHELE COBB AND MICHAEL DESROSIERS

Forte Business Consulting

Michele Cobb began her career working around the globe as a theatre director and general manager before she became involved in audiobooks. Now a recognized expert in the audio publishing industry, she began her time in audiobooks as Assistant Managing Director for L.A. Theatre Works and went on to become Vice President of Sales & Marketing for the BBC audiobooks division. Since 2001, she has served on the Audio Publishers Association (APA), as a director and officer, and as Executive Director.

Michael Desrosiers has led organizational finance and operation areas for over 20 years, including various positions at Cookson America, serving as CFO of several medium-sized entities, and working with the British Broadcasting Corporation (BBC) audiobooks division as director of Finance and Operations where he was later promoted to Chief Operating Officer in charge of the day-to-day operations of the BBC Audiobook division in North America.

After working together at the BBC, Michele and Mike launched MMB Media LLC to focus on developing their own audio and ebook publishing and Forte Business Consulting to help small- and medium-sized businesses evaluate, plan, and execute strategic development opportunities.



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. 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.

PROFESSIONAL DEVELOPMENT WEBINAR

In December 2017, audio publishing expert **Michele Cobb** (see her Expert Profile on page 23) presented a webinar called <u>The Global Audiobook Market:</u> <u>A Unique Export Opportunity</u>.

This practical, hands-on webinar provided publishers with knowledge on the major components and latest trends of the global audiobook market to help them succeed in this growing field. Attendance was open to publishers, rights managers, and exporters of all professional levels who wished to hear from a highly regarded audiobook expert and gain insight into how to make the most of the opportunities available in this dynamic and accessible publishing format.

This webinar was produced in tandem with our report on the same topic, The Global Audiobook Market.

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 follow the Market Focus countries of the London Book Fair and the Guest of Honour countries of the Frankfurt Book Fair.

FRANCE

Ahead of the Frankfurt Book Fair, where France was the Guest of Honour for 2017, Livres Canada Books held a <u>webinar</u> in June 2017, presented by Nickie Athanassi, owner of Mon Agent et Compagnie.

A country with 66.8 million people, with a history of producing high quality, highly creative books, France is a European powerhouse for international companies. It is a significant finished product and rights market where translated titles make up nearly 18% of all books published.

LATVIA

In preparation for the London Book Fair, where Latvia was one of the Market Focus countries, Livres Canada Books held a second export market webinar in February 2018, which discussed the Latvian book market. The webinar was presented by Vilis Kasims, a writer, translator, and representative of the Latvian Literature platform.

Latvia routinely publishes books of high quality and aesthetic value, and books illustrated by Latvian artists and printed in Latvia are frequently nominated for and awarded prizes in most beautiful books in the world competitions. Translations from English top the list of imports, with translated fiction representing 53% of the market.

In total, 120 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 official languages.



EXPERT PROFILE

NICKIE ATHANASSI France

Nickie Athanassi managed rights sales at Denoël (Groupe Gallimard) for ten years after studying law, copyright, and publishing. An active participant in cross-industry arts organizations, she also teaches university and adult education courses. She created Mon Agent et Compagnie in October 2010. Nickie has been Livres Canada Books' mentoring consultant for the French market since 2012.

EXPERT PROFILE

VILIS KASIMS Latvia

Vilis Kasims is a writer, translator, and representative of <u>Latvian Literature</u> focusing on the English-speaking market, particularly the UK. For the past three years he has managed, with the help of his colleagues, rights sales of over 30 Latvian prose, poetry, children's, and non-fiction titles to publishers in the UK, US, Canada, and elsewhere. He also helps colleagues prepare translation grant applications and he has led seminars for Latvian publishers and translators to help them promote their authors and translations abroad. As a promoter of Latvian literature, he has participated in the London, Frankfurt, Paris, and Abu Dhabi book fairs and helped organize several British publishers' visits to Riga.



TRADE MISSION

Through trade missions, Livres Canada Books explores 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), and Colombia (2016). Publishers have reported deals with new partners as a direct result of these missions.

In November 2017, Livres Canada Books travelled to Shanghai to explore the Chinese children's book market. A nine-member delegation, chosen to represent children's books, French and English books, and the Canadian book industry as a whole, attended the Shanghai Children's Book Fair and met with key players of the Chinese industry from November 14 to 18, 2017. The delegation was composed of representatives of nine children's book publishers accompanied by François Charette, Executive Director of Livres Canada Books.

Special thanks to Xiaoyan Huang and her team, who made the trade mission a success, and to Yue Huang, Cultural Diplomacy and Creative Industry Officer, and the team at the Canadian Consulate in Shanghai for their tremendous support.

Following the trip, the delegation wrote a detailed report that recommended 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 <u>free download</u> on the Livres Canada Books website.



EXPERT PROFILE

XIAOYAN HUANG China

Xiaoyan Huang has over 20 years of experience in publishing in the areas of acquisitions, import, marketing, and children's publishing, including positions at Amazon China, HarperCollins China, and the Shaanxi People's Publishing House, China. She has also authored three published works. Xiaoyan is currently Publisher of Everafter Books/Trustbridge Publishing Limited, a Beijing-based house. In 2011, she presented a webinar for Livres Canada Books on Selling Canadian Books and Rights to Asia: China, Korea, and Japan.

Informing and Involving Publishers: Building Our Community

WEBSITE

The Livres Canada Books <u>website</u> functions not only as a hub of information about our services and programs for Canadian publishers, but also as a point of contact between the international community, Canadian publishers, and other partners. The site attracts visitors from major markets for Canadian books, including the United States, France, India, the United Kingdom, Poland, Germany, Algeria, Spain, Italy, South Korea, and Belgium. These visitors are interested in connecting with Canadian publishers and learning more about the Canadian books available for rights sales.

The website is as an essential component of our communication efforts with Canadian publishers. Publishers can download <u>market guides</u>, register for <u>webinars and fairs</u>, and learn more about <u>services and programs</u>.





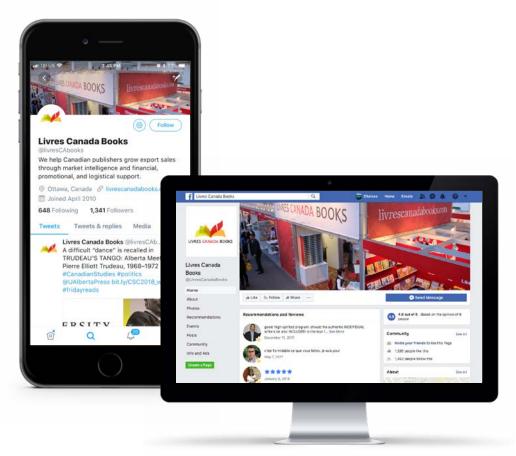
BLOG

Livres Canada Books <u>blogs</u> about export and international markets, posts interviews with exporting Canadian publishers, and provides summaries of events and professional development opportunities attended by the staff. Events include:

- The Markets at the Frankfurt Book Fair
- BookNet Canada's ebook craft and Tech Forum conferences in Toronto
- Quantum Conference at the London Book Fair

As part of our social media content strategy to generate more traffic to our website, our blog posts include exporting publisher profiles and extracts and highlights from recent market guides and reports.

We are very pleased with the results of our efforts on the blog and other social media, and we look forward to further engaging publishers through these platforms.



SOCIAL MEDIA

Livres Canada Books was very active on social media in 2017–2018, with regular posts on our <u>Twitter</u>, <u>Facebook</u>, and <u>LinkedIn</u> pages. Posts provided information on digital and international publishing news, promotion of our programs and services, and, of course, promotion of Canadian publishers and their titles. Each email campaign to promote a Livres Canada Books collective marketing publication is now followed by an extensive social media campaign, linking Livres Canada Books followers and fans directly to Canadian publishers and authors. Our social media efforts have resulted in increased dialogue between Canadian publishers and the international community.



NEWSLETTER

Livres Canada Books continues to publish its monthly online <u>newsletter</u> for Canadian publishers. The newsletter is sent to more than 650 subscribers each month, keeping 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.

Looking Toward the Future

BUSINESS PLAN 2019-2021

Livres Canada Books is developing a new business plan for 2019–2021 that will address the needs of exporting Canadian publishers and the rapidly changing book industry. It is crucial to implement this kind of business plan in order to support the export efforts of Canadian publishers and to provide them with value-added services that complement the work done by national book associations.

FRANKFURT 2020

Livres Canada Books is thrilled to be an observer on the Board of Directors and to further support Canada FBM2020 on this exciting project.

Livres Canada Books also supports Frankfurt 2020 through its 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. Livres Canada Books also offered a targeted Mentoring - Coaching program on Germany. Individual mentoring meetings are offered via web conferencing in order to reduce travel costs and to allow more people to attend. Livres Canada Books is also organising, in conjunction with Canada FBM2020, a trade mission to Germany, with a delegation of 23 publishers and two agencies.

MAGAZINE ON CANADIAN PUBLISHING

In collaboration with <u>Publishing Perspectives</u>, Livres Canada Books published a 48-page colour magazine on Canadian publishing—entitled <u>Publishing in Canada</u>—geared towards Frankfurt 2020. During the 2017 Frankfurt Book Fair, 25,000 copies were distributed. Publishing Perspectives also published articles from the special issue in their online version. In addition, embassies and consulates around the world received print and digital copies of the magazine.



Governance

The Association for the Export of Canadian Books (AECB), now known as Livres Canada Books, 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.

In 2012, the AECB legally changed its name to Livres Canada Books and revised its bylaws to comply with the new *Canada Not-for-Profit Corporations Act*.

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) of organizations and enterprises representing all sectors of the Canadian publishing industry. Equally divided between English- and Frenchlanguage 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 members in the performance of their duties as directors 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.

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.

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 Manager, Groupe Librex	ANEL
Philip Cercone	Executive Director, McGill-Queen's University Press	ACP
Bianca Drapeau	Key Account Manager, De Marque	Professional Advisor
Noah Genner	CEO, BookNet Canada	Professional Advisor
Patrick Poirier	General Manager, Les Presses de l'Université de Montréal	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

COMMITTEES

EXECUTIVE & FINANCE COMMITTEE	EXPORT EXPERTISE COMMITTEE	NOMINATING & GOVERNANCE COMMITT	
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.	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.	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	CHAIR	CHAIR	
Frédéric Gauthier	Bianca Drapeau	John Yates	
MEMBERS	MEMBERS	MEMBERS	
Gemareh Al-Hillal Gimon Payette John Yates	Carole Boutin Andrew Wooldridge	Semareh Al-Hillal Simon Payette	
BUSINESS PLAN COMMITTEE	FRANKFURT 2020 COMMITTEE		
The Committee was formed to create a new business plan for 2019–2021 that will effectively meet the needs of Canadian publishers-exporters and the constantly changing book industry.	The Committee will serve as the communication link between Livres Canada Books and CANADA FBM2020.	Livres Canada Books would like to thank Sandra Gonthier and Martine Des Rochers, who acted as officers of the Board of Directors in 2017–2018 and contributed toward various projects.	
CHAIR	CHAIR		
Frédéric Gauthier	Antoine Tanguay		
MEMBERS	MEMBER		
Philip Cercone Noah Genner	Margie Wolfe		



SECRETARIAT

François Charette Executive Director

Francine Bélec FoxManager, Finance and Operations (consultant)

Christy Doucet Senior Manager, Programs

Alessandra Cadelli Programs Officer

Gabrielle EtcheverryManager, Digital Publishing and International Markets

 Tabitha Hartropp
 Communications Officer

Livres Canada Books would like to thank Kristina Brazeau and Olivia Robinson who also held positions at Livres Canada Books in 2017–2018 and contributed toward various projects.

Note: Francine Bélec is absent from this photo.

Independent Auditor's Report

To the Members of Livres Canada Books:

REPORT ON THE FINANCIAL STATEMENTS

We have audited the accompanying financial statements of Livres Canada Books (the "Organization"), which comprise the statement of financial position as at March 31, 2018, and the statements of operations, changes in net assets, and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

MANAGEMENT'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not for profit organizations ("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.

AUDITORS' RESPONSIBILITY

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Organization's preparation and fair presentation of the financial statements 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. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management,

as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

BASIS FOR QUALIFIED 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.

OPINION

In our opinion, except for the effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of the Organization as at March 31, 2018, and its results of operations and its cash flows for the year then ended in accordance with ASNFPO.

Logan Katz LLP

Chartered Professional Accountants Licensed Public Accountants Ottawa, Canada

STATEMENT OF FINANCIAL POSITION | AS AT MARCH 31, 2018

ASSETS	2018	2017	
Current Assets			
Cash	\$843,390	\$567,671	
Accounts receivable	\$35,048	\$16,728	
Government grants receivable	\$72,639	\$194,181	
Harmonized Sales Tax receivable	\$5,057	\$27,175	
Prepaid expenses (Note 3)	\$86,750	\$67,113	
	\$1,042,884	\$872,868	
LIABILITIES AND NET ASSETS			
Current Liabilities			
Accounts payable and accrued liabilities (Note 4)	\$330,912	\$295,433	
Deferred revenue (Note 3)	\$9,350	-	
	\$340,262	\$295,433	
Deferred Contributions (Note 6)			
	\$124,977	-	
Net Assets			
Unrestricted	\$252,645	\$252,435	
Internally restricted for contingencies	\$325,000	\$325,000	
	\$577,645	\$577,435	
	\$1,042,884	\$872,868	

Economic dependence (Note 1) Commitments (Note 5) Financial instruments (Note 7) Comparative figures (Note 8)

On behalf of the Board,

Frédéric Gauthier Chair

John Yates Secretary-Treasurer

STATEMENT OF OPERATIONS | YEAR ENDED MARCH 31, 2018

REVENUE		2018	2017
Department of Canadian Heritage ("DCH") contribution (Note 2)		\$1,755,162	\$1,815,807
	Canada Stand	\$286,520	\$315,128
Publishers	Marketing	\$11,640	\$22,880
	Webinars	\$1,600	\$1,200
Professional Recovery Fee		\$112,192	\$14,900
Other		\$17,677	\$33,568
TOTAL REVENUE		\$2,184,791	\$2,203,483
EXPENDITURES			
Operating:			
Rent		\$62,400	\$70,634
Board		\$46,675	\$49,376
Employee related costs		\$10,448	\$2,574
Salaries and benefits		\$450,713	\$363,642
Professional fees		\$73,809	\$65,753
Office and general		\$55,937	\$54,317
ANEL project		\$10,000	\$10,000
Networking reception		\$11,126	\$22,180
Special projects		\$10,000	\$16,828
Property and equipment (Note 1)		\$5,898	\$2,505
TOTAL OPERATING EXPEN	NDITURES	\$737,006	\$657,809

STATEMENT OF OPERATIONS | YEAR ENDED MARCH 31, 2018

EXPENDITURES CONTINUED		2018	2017	
Programs:				
Foreign Rights Marketing Assistance ("FRMAP")	Contributions	\$780,000	\$800,000	
Assistance ("FRMAP")	Logistics and support	\$16,000	\$16,000	
TOTAL PROGRAMS		\$796,000	\$816,000	
Projects:				
Canada Stand		\$463,201	\$419,595	
Publications		\$48,715	\$55,093	
Mentoring		\$19,824	\$24,042	
Export Market Webinars		\$9,517	\$10,826	
Webinars		\$4,801	\$6,019	
Market Guides		\$30,952	\$32,697	
Trade Mission		\$22,761	\$29,828	
Report		\$31,955	\$39,381	
Website		\$19,849	\$13,723	
Havana Cuba	-		\$31,394	
Special Insert		-	\$61,366	
TOTAL PROJECTS		\$651,575	\$723,964	
TOTAL EXPENDITURES		\$2,184,581	\$2,197,773	
EXCESS OF REVENUE OVE	R EXPENDITURES	\$210	\$5,710	

STATEMENT OF CHANGES IN NET ASSETS | YEAR ENDED MARCH 31, 2018

	2018	2017				
Unrestricted	Unrestricted					
BALANCE AT BEGINNING OF YEAR	\$252,435	\$246,725				
Excess of revenue over expenditures	\$210	\$5,710				
BALANCE AT END OF YEAR	\$252,645	\$252,435				
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, 2018

		2018	2017			
Cash Flows from Opera	Cash Flows from Operating Activities					
Excess of revenue over exp	enditures	\$210	\$5,710			
	Accounts receivable	(\$18,320)	\$6,639			
	Government grants receivable	\$121,542	(\$188,971)			
Changes in non-cash	Harmonized Sales Tax receivable	\$22,118	(\$6,457)			
operating working capital balances:	Prepaid expenses	(\$19,637)	\$51,736			
	Accounts payable and accrued liabilities	\$35,479	\$44,996			
	Deferred revenue	\$9,350	(\$6,000)			
	Deferred contributions	\$124,977	-			
INCREASE (DECREASE) IN CASH		\$275,719	(\$92,347)			
CASH AT BEGINNING OF YE	EAR	\$567,671	\$660,018			
CASH AT END OF YEAR		\$843,390	\$567,671			

NOTES TO FINANCIAL STATEMENTS | YEAR ENDED MARCH 31, 2018

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.

O1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared in accordance with Canadian accounting standards for not for profit organizations ("ASNFPO") 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 \$5,000 (2017 – \$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.

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 which are directly attributable to the projects to which they relate.

02 | 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.

O3 PREPAID EXPENSES AND DEFERRED REVENUE

These represent funds paid out or received prior to the year end, which pertain to fiscal year 2019 activities and programs.

O4 ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

The Organization does not have any government remittances owing at year end.

05 | COMMITMENTS

The Organization has a lease commitment for office premises which expires November 30, 2021, as well as various equipment under operating leases. Future minimum payments under these leases to expiry amount to \$171,618, and are as follows:

	PREMISES	EQUIPMENT
2019	\$60,450	\$3,963
2020	\$60,450	\$3,963
2021	\$40,300	\$2,322
2022	-	\$170

06 DEFERRED CONTRIBUTIONS

General

The Organization receives contributions for expenditures which 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:

	2018	2017
Balance at beginning of period	-	-
Restricted contributions received	\$1,885,856	\$1,834,007
Amount recognized as revenue	(\$1,760,879)	(\$1,834,007)
Balance at end of period	\$124,977	-

07 | 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.

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, 2018, 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 credit used as at March 31, 2018 amounted to \$11,077 (2017 – \$4,614) and is shown as part of accounts payable and accrued liabilities.

08 | COMPARATIVE FIGURES

Certain comparative figures have been reclassified in order to conform to the financial statement presentation adopted for the current year.



					FRMAP & PI	ROJECTS		
Revenues								
Government	Federal - DCH	funding			\$1,755,162			
Sources	Other level of g	government funding			\$14,350			
Non-Government	Earned revenue	Earned revenues – Other			\$299,760			
Sources	Other type of fo	unding – Other			\$115,519			
TOTAL REVENUES	I.				\$2,184,791			
	FRMAP	CANADA STAND	PUBLICATIONS	MENTORING	EXPORT MARKET WEBINARS	PROFESSIONAL DEVELOPMENT WEBINARS	MARKET GUIDES	SUB TOTAL (FORWARD)
Expenditures by C	ategory							
FRMAP								
Outreach – Direct Funding	\$780,000	-	-	-	-	-	-	\$780,000
Other project expenses	\$79,769	-	-	-	-	-	-	\$79,769
Administration expenses	\$105,000	-	-	-	-	-	-	\$105,000
SUB TOTAL FRMAP	\$964,769	-	-	-	-	-	-	\$964,769
Other projects			`					
Administration expenses	-	\$79,638	\$13,083	\$4,670	\$3,475	\$2,791	\$8,192	\$111,849
Consultants	-	-	-	\$8,000	\$6,000	\$2,499	\$23,798	\$40,297
Equipment expenses	-	-	-	\$3,824	\$1,606	\$930	-	\$6,360
Event/venues	-	\$444,499	-	-	-	-	-	\$444,499
Other project expenses	-	\$67,716	\$38,505	\$11,306	\$13,651	\$13,806	\$23,659	\$168,643

	FRMAP	CANADA STAND	PUBLICATIONS	MENTORING	EXPORT MARKET WEBINARS	PROFESSIONAL DEVELOPMENT WEBINARS	MARKET GUIDES	SUB TOTAL (FORWARD)
Expenditures by Cat	egory							
Other Projects (Contin	ued)							
Promotion and communication	-	-	\$48,715	-	\$1,911	\$1,372	\$7,154	\$59,152
Training/professional development	-	-	-	\$8,000	-	-	-	\$8,000
Travel	-	\$18,702	-	-	-	-	-	\$18,702
SUB TOTAL OTHER PROJECTS	-	\$610,555	\$100,303	\$35,800	\$26,643	\$21,398	\$62,803	\$857,502
Non-Eligible Expenses		,						
Administration expenses - Operating	-	-	-	-	-	-	-	-
FBM2020	-	-	-	-	-	-	-	-
Capital expenses	-	-	-	-	-	-	-	-
Networking	-	\$11,126	-	-	-	-	-	\$11,126
SUB TOTAL NON ELIGIBLE EXPENSES	-	\$11,126	-	-	-	-	-	\$11,126
TOTAL EXPENDITURES	\$964,769	\$621,681	\$100,303	\$35,800	\$26,643	\$21,398	\$62,803	\$1,833,397

	SUB TOTAL (CONTINUED)	TRADE MISSION	REPORT ON BOOK INDUSTRY PRACTICES	WEBSITE	OPERATIONS	TOTAL
Expenditures by Category (Continued)						
FRMAP						
Outreach – Direct Funding	\$780,000	-	-	-	-	\$780,000
Other project expenses	\$79,769	-	-	-	-	\$79,769
Administration expenses	\$105,000	-	-	-	-	\$105,000
SUB TOTAL FRMAP	\$964,769	-	-	-	-	\$964,769
Other Projects		•				
Administration Expenses	\$111,849	\$6,316	\$7,416	\$5,953	-	\$131,534
Consultants	\$40,297	\$9,896	\$17,284	\$16,582	-	\$84,059
Equipment expenses	\$6,360	-	-	\$3,267	-	\$9,627
Event/venues	\$444,499	-	-	-	-	\$444,499
Other project expenses	\$168,643	\$19,344	\$17,482	\$19,840	\$172,081	\$397,390
Promotion and communication	\$59,152	-	\$5,411	-	-	\$64,563
Training/professional development	\$8,000	-	\$9,260	-	-	\$17,260
Travel	\$18,702	\$12,865	-	-	-	\$31,567
SUB TOTAL OTHER PROJECTS	\$857,502	\$48,421	\$56,853	\$45,642	\$172,081	\$1,180,499

	SUB TOTAL (CONTINUED)	TRADE MISSION	REPORT ON BOOK INDUSTRY PRACTICES	WEBSITE	OPERATIONS	TOTAL
Expenditures by Cate	egory					
Non-Eligible Expenses						
Administration expenses operating	-	-	-	-	\$12,289	\$12,289
FBM2020	-	-	-	-	\$10,000	\$10,000
Capital expenses	-	-	-	-	\$5,898	\$5,898
Networking	\$11,126	-	-	-	-	\$11,126
SUB TOTAL NON ELIGIBLE EXPENSES	\$11,126	-	-	-	\$28,187	\$39,313
TOTAL EXPENDITURES	\$1,833,397	\$48,421	\$56,853	\$45,642	\$200,268	\$2,184,581
EXCESS OF REVENUE	EXCESS OF REVENUE OVER EXPENDITURES					

RECIPIENT	FRMAP	MENTORING
RECIPIENT	FRMAP	FUNDING SUPPORT
400 coups, Éditions les	\$6,510.99	-
AdA, Éditions	\$4,286.85	-
AIM Language Learning	\$3,536.62	-
Alire, Éditions	\$7,882.44	-
Alto, Éditions	\$6,397.52	-
Annick Press	\$12,660.68	-
Anvil Press	\$4,557.06	-
Apprentissage Illimité	\$4,011.59	-
Arsenal Pulp Press	\$8,492.95	-
Artichaut, Éditions L'	\$2,242.89	-
Association nationale des éditeurs de livres (ANEL)	\$18,644.78	-
Association of Canadian Publishers (ACP)	\$5,615.61	-
Association of Manitoba Book Publishers (AMBP)	\$752.48	-
ATMA	\$8,309.56	-
Baraka Books	\$3,565.95	-
Bayard Canada	\$1,351.65	-
Beauchemin International, Éditions	\$7,729.50	-
Béliveau Éditeur	\$2,462.64	-

RECIDIENT	FRMAP	MENTORING
RECIPIENT	FRMAP	FUNDING SUPPORT
Between the Lines	\$2,951.57	-
Biblioasis	\$9,163.67	-
Blue Bike Books	\$3,737.16	-
BookThug	\$4,987.29	-
Boomerang éditeur jeunesse	\$4,915.67	-
Boréal Express, Le	\$7,141.57	-
Bouton d'or Acadie	\$822.27	\$2,000.00
Broadview Press	\$9,046.91	-
Broquet	\$3,571.62	-
Brush Education	\$3,628.18	-
Caractère, Les Éditions	\$1,756.83	-
CCI Learning Solutions	\$8,029.79	-
Centre d'élaboration des moyens d'enseignement	\$7,615.07	-
Chalkboard Publishing	\$1,377.94	\$2,000.00
Chouette, Éditions	\$13,262.46	-
Coach House Books	\$6,024.83	-
Company's Coming Publishing	\$1,437.20	-
Coteau Books / Thundercreek Co-Op	\$3,795.67	-

FUNDING BY RECIPIENT YEAR ENDED MARCH 31, 2018

RECIPIENT	EDMAD	MENTORING	
	FRMAP	FUNDING SUPPORT	
Courte échelle, Groupe d'édition la	\$5,861.80	-	
Crabtree Publishing	\$10,985.83	-	
David, Éditions	\$1,340.90	\$2,000.00	
DC Canada Education Publishing	\$2,703.37	-	
Drawn & Quarterly	\$10,644.73	-	
Dundurn Press	\$11,100.00	-	
Écosociété, Éditions	\$5,450.91	-	
Écrits des Forges, Les	\$5,132.70	-	
ECW Press	\$12,615.33	-	
Ekstasis Editions	\$2,239.77	-	
Fernwood Publishing	\$3,422.11	-	
Fifth House Publishers	\$1,814.84	-	
Fitzhenry & Whiteside	\$4,412.59	-	
Folklore Publishing	\$5,661.47	-	
Formac Publishing / James Lorimer & Company	\$7,529.47	-	
Governors of Athabasca University Press	\$1,965.25	-	
Governors of the University of Calgary Press	\$4,061.67	-	
Greystone Books	\$14,883.32	-	

RECIPIENT	FRMAP	MENTORING	
RECIPIENT	FRMAP	FUNDING SUPPORT	
Groundwood Books	\$9,161.97	-	
Guernica Editions	\$3,401.54	\$2,000.00	
Guides de voyage Ulysse	\$3,244.31	-	
Guy Saint-Jean Éditeur	\$10,191.12	-	
Héritage, Éditions	\$3,784.89	-	
House of Anansi Press	\$6,724.77	-	
Hurtubise, Éditions	\$11,137.36	-	
Inanna Publications & Education	\$6,144.72	-	
Isatis, Éditions de l'	\$9,721.86	-	
J.C.L., Éditions	\$1,254.84	-	
Kids Can Press	\$14,360.99	-	
Leméac Éditeur	\$6,172.22	-	
Liber, Éditions	\$2,699.61	-	
Librex, Groupe	\$4,572.57	-	
Linda Leith Editions - Linda Leith Publishing	\$3,242.69	-	
Lingo Learning	\$10,756.95	-	
Literacy Services of Canada	\$5,227.43	-	
Lone Pine Media Productions	\$2,020.63	-	

FUNDING BY RECIPIENT YEAR ENDED MARCH 31, 2018

RECIPIENT	FRMAP	MENTORING
RECIPIENT	FRMAP	FUNDING SUPPORT
Lux Éditeur	\$4,432.37	-
Malins, Les Éditions les	\$11,237.90	-
McGill-Queen's University Press	\$14,408.42	-
Médiaspaul, Éditions	\$4,931.03	-
Mémoire d'encrier	\$7,211.19	-
Michel Quintin, Éditions	\$4,855.87	-
Modus Vivendi, Publications	\$11,037.47	-
Monde différent, Les éditions un	\$2,834.73	-
Montagne Verte, Éditions de la	\$3,196.61	-
Mortagne, Éditions de	\$12,134.61	-
Mosaic Press	\$4,439.15	-
New Society Publishers	\$7,298.33	-
Nimbus Publishing	\$4,732.53	-
Noroît, Éditions du	\$2,050.77	-
Nota bene, Groupe	\$6,204.38	-
Novalis, Les Éditions	\$2,953.54	-
Novelty Book Company, The	\$11,584.44	-
Orca Book Publishers	\$9,049.40	-

RECIPIENT	FRMAP	MENTORING	
RECIPIENT	FRMAP	FUNDING SUPPORT	
Owlkids Books	\$12,027.40	-	
Pajama Press	\$6,454.60	-	
PAPP International	\$15,015.71	-	
Partners Publishing	\$1,857.06	-	
Passage, Éditions du	\$5,937.92	-	
Pastèque, Éditions de la	\$11,431.39	-	
Pembroke Publishers	\$8,427.05	-	
Perro éditeur	\$3,212.03	-	
Peuplade, Éditions La	\$8,681.32	-	
Phidal, Éditions	\$2,658.87	-	
Phoenix, Éditions du	\$4,720.60	-	
Plaines, Éditions des	\$5,891.84	-	
Planète rebelle, Les Éditions	\$4,238.36	-	
Playwrights Canada Press	\$893.37	-	
Productions Somme Toute	\$1,478.93	-	
Quartanier, Le	\$4,609.71	-	
Québec Amérique, Éditions	\$9,246.77	-	
Rainbow Horizons Publishing	\$4,004.55	-	

RECIPIENT	EDMAD	MENTORING	
	FRMAP	FUNDING SUPPORT	
Red Deer Press	\$1,684.86	-	
Remue-ménage, Éditions du	\$3,464.12	-	
Réunis, Les Éditeurs	\$1,246.58	-	
Robert Rose	\$8,346.46	-	
Ronsdale Press	\$2,106.80	-	
Second Story Press	\$10,677.26	-	
Sémaphore, Éditions	\$1,969.79	-	
Septentrion, Éditions du	\$1,503.83	-	
Shoebox Media	\$11,980.33	-	
Simply Read Books	\$4,952.61	-	
Sylvain Harvey, Éditions	\$2,688.46	-	
Talon Books	\$6,786.99	-	
TC Média Livres	\$6,970.12	-	
Thompson Educational Publishing	\$3,221.84	-	
Tradewind Books	\$170.09	-	
Tralco Educational Services	\$1,582.01	-	
Université de Montréal, Les Presses de l'	\$2,704.94	-	
Université du Québec, Les Presses de l'	\$1,276.94	-	

FUNDING BY RECIPIENT YEAR ENDED MARCH 31, 2018

		•		
RECIPIENT				

RECIPIENT	FRMAP	MENTORING
	PRMAP	FUNDING SUPPORT
Université Laval, Les Presses de l'	\$2,350.83	-
University of Alberta Press	\$441.37	-
University of British Columbia Press	\$5,620.56	-
University of Manitoba Press	\$2,872.85	-
University of Ottawa Press / Université d'Ottawa, Les Presses de l'	\$2,934.09	-
University of Regina Press	\$1,757.46	-
University of Toronto Press	\$9,761.17	-
Ville-Marie Littérature, Groupe	\$2,629.72	-
Weigl Educational Publishers	\$6,797.53	-
Whitecap Books	\$1,212.06	-
Wilfrid Laurier University Press	\$5,098.86	-
Z'ailées, Les Éditions	\$1,885.26	-
	\$780,000.00	\$8,000.00