
FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

FINANCIAL STATEMENTS
MARCH 31, 2015

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FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

MANAGEMENT'S REPORT
MARCH 31, 2015

Management's Responsibility for the Financial Statements

The financial statements have been prepared by management in accordance with Canadian public sector accounting standards and the integrity and objectivity of these statements are management's responsibility. Management is also responsible for all of the notes and schedules to the financial statements, and for ensuring that this information is consistent, where appropriate, with the information contained in the financial statements.

Management is also responsible for implementing and maintaining a system of internal controls to provide reasonable assurance that reliable financial information is produced.

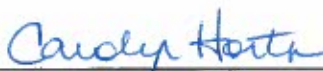
The Board of Directors (the "Board") are responsible for ensuring that management fulfills its responsibility for financial reporting and internal control and exercises these responsibilities through the Board. The Board regularly reviews internal financial statements and reviews external audited financial statements yearly.

The external auditors, Levy Casey Carter MacLean Chartered Accountants, conduct an independent examination, in accordance with Canadian auditing standards, and express their opinion on the financial statements. The external auditors have full and free access to management of Film and Creative Industries Nova Scotia and meet when required.

On behalf of Film and Creative Industries Nova Scotia:



Lisa Bugden
President & CEO



Carolyn Horton, CA
Director of Finance

May 21, 2015

INDEPENDENT AUDITOR'S REPORT

TO THE BOARD OF DIRECTORS OF FILM AND CREATIVE INDUSTRIES NOVA SCOTIA:

We have audited the accompanying financial statements, which comprise the statement of financial position of Film and Creative Industries Nova Scotia as at March 31, 2015 and the statement of operations and accumulated surplus, changes in net financial 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 public sector accounting standards, and for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's 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 of 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 auditor's 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 auditor considers 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.

Opinion

In our opinion, these financial statements present fairly, in all material respects, the financial position of Film and Creative Industries Nova Scotia as at March 31, 2015 and the results of its operations, changes in net financial assets and cash flows for the year then ended in accordance with Canadian public sector accounting standards.

Emphasis of Matter

Without modifying our opinion, we draw attention to note 2 to the financial statements which indicates that subsequent to year end the Province of Nova Scotia eliminated the Corporation's funding and the Corporation is in the process of being wound down.

Halifax, Nova Scotia
May 21, 2015


LEVY CASEY CARTER MACLEAN
Chartered Accountants

**Levy
Casey
Carter
MacLean**
Chartered Accountants

Terry Carter Ltd.
Stuart S. MacLean Inc.
J.E. Melvin Inc.
Greg T. Strange Inc.
Tracey Wright Inc.

58 Bedford Highway
Halifax, NS B3M 2J2
Canada
Phone: (902) 445-4446
Fax (902) 443-4846
www.lccm.ca

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

STATEMENT OF FINANCIAL POSITION
MARCH 31, 2015

| | <u>2015</u> | <u>2014</u> |
|--|-------------------------|------------------------|
| FINANCIAL ASSETS | | |
| Cash and cash equivalents - operating (note 3 b) | \$ 1,338,402 | \$ 1,015,555 |
| Cash and cash equivalents - IPF (note 3 b & 10) | 728,777 | 900,498 |
| Receivables, trade - operating | 106,256 | 417,467 |
| Receivables, trade - IPF | 4,361 | 82,592 |
| Due from the Province of Nova Scotia (note 5) | <u>80,490</u> | <u>62,290</u> |
| | <u>2,258,286</u> | <u>2,478,402</u> |
| LIABILITIES | | |
| Payables and accruals, trade - operating | 374,329 | 303,899 |
| Payables and accruals, trade - IPF | 1,000 | 139,000 |
| Deferred revenue - operating | 32,237 | 25,503 |
| Deferred revenue - IPF (note 10) | 522,138 | 13,290 |
| Commitments payable - operating (note 7, 8, 9) | 1,019,424 | 1,164,945 |
| Commitments payable - IPF (note 10) | 210,000 | 830,800 |
| Post-retirement health obligation (note 5) | <u>80,490</u> | <u>62,290</u> |
| | <u>2,239,618</u> | <u>2,539,727</u> |
| Net financial assets (debt) | 18,668 | (61,325) |
| NON-FINANCIAL ASSETS | | |
| Prepaid expenses - operating | <u>989</u> | <u>70,844</u> |
| Accumulated surplus | \$ <u>19,657</u> | \$ <u>9,519</u> |
| Contractual obligations (note 11) | | |

Approved by the Board

Chair

Member

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

STATEMENT OF OPERATIONS AND ACCUMULATED SURPLUS YEAR ENDED MARCH 31, 2015

| | <u>Budget</u> (unaudited) | <u>2015</u> | <u>2014</u> |
|---|------------------------------|------------------|------------------|
| Revenue | | | |
| Operating fund: | | | |
| Contributions from the Department of Economic and Rural Development and Tourism | \$ 4,217,500 | \$ 4,281,911 | \$ 4,552,800 |
| Contributions from the Department of Communities Culture and Heritage | - | 100,000 | - |
| Employee future benefits - Province of Nova Scotia | - | 18,200 | 6,090 |
| Recovery of equity investments | 200,000 | 228,866 | 255,824 |
| Recovery of development loans | - | 54,300 | 20,300 |
| Contributions from the Federal Government - Atlantic Canada Film Partners | | | |
| - Atlantic Canada Opportunities Agency | 80,000 | 59,596 | 1,545 |
| Other income | 40,000 | 45,446 | 50,418 |
| Private investment | - | 38,000 | - |
| Interest income | 20,000 | 21,191 | 26,960 |
| Independent production fund: | | | |
| Independent production fund contributions (note 10) | 400,000 | 376,543 | 1,319,637 |
| Interest income | 6,000 | 6,729 | 13,123 |
| Recovery of equity investments | - | 13,228 | 18,495 |
| | <u>4,963,500</u> | <u>5,244,010</u> | <u>6,265,192</u> |
| Expenditures | | | |
| Operating fund: | | | |
| Equity investments (note 7) | 1,686,168 | 1,577,560 | 2,081,000 |
| Development loans (note 8) | 150,000 | 206,442 | 178,710 |
| Special projects (note 9) | 200,000 | 260,092 | 143,897 |
| Music programming | 741,249 | 837,428 | 741,443 |
| Publishing programming | 164,701 | 164,700 | 171,001 |
| Other creative sector expenses | 93,382 | 274,209 | 81,356 |
| Advertising and marketing (page 14) | 492,000 | 495,255 | 527,513 |
| Administrative expenses (page 14) | 1,030,000 | 1,021,686 | 987,776 |
| Independent production fund: | | | |
| Equity investments (note 10) | 404,800 | 395,000 | 1,350,000 |
| Administrative expenses | 1,200 | 1,500 | 1,255 |
| | <u>4,963,500</u> | <u>5,233,872</u> | <u>6,263,951</u> |
| Operating surplus | <u>\$ -</u> | 10,138 | 1,241 |
| Accumulated surplus, beginning of year | | <u>9,519</u> | <u>8,278</u> |
| Accumulated surplus, end of year | | <u>\$ 19,657</u> | <u>\$ 9,519</u> |

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

STATEMENT OF CHANGES IN NET FINANCIAL ASSETS
YEAR ENDED MARCH 31, 2015

| | <u>Budget</u> (unaudited) | <u>2015</u> | <u>2014</u> |
|--|------------------------------|------------------|--------------------|
| Operating surplus | \$ Nil | \$ 10,138 | \$ 1,241 |
| Change in other non-financial assets | | | |
| Use (acquisition) of prepaid expenses | <u>70,000</u> | <u>69,855</u> | <u>(69,034)</u> |
| Increase (decrease) in net financial assets | 70,000 | 79,993 | (67,793) |
| Net financial assets (debt), beginning of the year | <u>(61,325)</u> | <u>(61,325)</u> | <u>6,468</u> |
| Net financial assets (debt), end of the year | <u>\$ 8,675</u> | <u>\$ 18,668</u> | <u>\$ (61,325)</u> |

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA**STATEMENT OF CASH FLOWS
YEAR ENDED MARCH 31, 2015**

| | <u>2015</u> | <u>2014</u> |
|---|----------------------------|----------------------------|
| Operating Activities | | |
| Operating surplus | \$ 10,138 | \$ 1,241 |
| Due from the Province of Nova Scotia (note 5) | (18,200) | (6,090) |
| Employee future benefits (note 5) | <u>18,200</u> | <u>6,090</u> |
| | 10,138 | 1,241 |
| Net change in non-cash working capital balances related to operations (note 6) | <u>140,988</u> | <u>(357,189)</u> |
| Increase (decrease) in cash during year | 151,126 | (355,948) |
| Cash and cash equivalents, beginning of year | <u>1,916,053</u> | <u>2,272,001</u> |
| Cash and cash equivalents, end of year | <u>\$ 2,067,179</u> | <u>\$ 1,916,053</u> |

Represented by:

| | | |
|---------------------------------------|----------------------------|----------------------------|
| Cash and cash equivalents - operating | \$ 1,338,402 | \$ 1,015,555 |
| Cash and cash equivalents - IPF | <u>728,777</u> | <u>900,498</u> |
| | <u>\$ 2,067,179</u> | <u>\$ 1,916,053</u> |

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

NOTES TO FINANCIAL STATEMENTS MARCH 31, 2015

1. Purpose of organization

Film and Creative Industries Nova Scotia (the "Corporation") was originally incorporated through an act proclaimed by the Governor in Council on August 1, 1990 as the Nova Scotia Film Development Corporation. The chief purpose of the Corporation is to grow Nova Scotia's creative economy by stimulating investment and employment and by promoting Nova Scotia's creative enterprises in global markets.

The Corporation has been designated by the Minister of Finance to administer the Nova Scotia Film Industry Tax Credit Program, including the review of tax credit applications.

2. Subsequent event

On April 9, 2015, the provincial government tabled the March 31, 2016 budget in the House of Assembly, which included the elimination of the Corporation's funding and a plan to cease the Corporation's operations. Legislation introduced in the spring assigned all assets and liabilities of the Corporation to Nova Scotia Business Incorporated effective April 9, 2015. The majority of the Corporation's staff have been laid off, and any remaining staff have been transferred to Nova Scotia Business Incorporated. The Corporation will be wound down through the repeal of the Film and Creative Industries Nova Scotia Act, but the wind down will only be effective on a future date, following a determination as to the future administration of the Independent Production fund (note 10). The Province of Nova Scotia will be fully funding any associated costs. There has been no adjustment to these financial statements to reflect this subsequent event.

3. Significant accounting policies

(a) Basis of presentation

These financial statements have been prepared by management in accordance with Canadian generally accepted accounting principles for government agencies as recommended by the Public Sector Accounting Board (PSAB) of the Canadian Institute of Chartered Accountants (CICA).

The financial statements have been prepared using the following significant accounting policies:

(b) Cash and cash equivalents

Cash and cash equivalents include balances with banks and cash invested in short-term highly liquid investments.

(c) Non-financial assets

Non-financial assets are not available to discharge existing liabilities and are held for use in the provision of services. They have useful lives extending beyond the current year and are not intended for sale in the ordinary course of operations. The change in non-financial assets during the year together with the operating surplus or deficit provides the change in net financial assets (debt) for the year.

(d) Tangible capital assets

Significant capital assets are capitalized and amortization is calculated using the declining balance method, at rates based on the estimated useful life of the assets. Capital assets with a cost less than \$10,000 are expensed in the year of acquisition. The Corporation's capital assets are fully amortized.

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

NOTES TO FINANCIAL STATEMENTS MARCH 31, 2015

3. Significant accounting policies (continued)

(e) Development loans and equity investments

Development loans and equity investments are recorded as a liability and charged to current expenditures when the funding is formally committed. Recoveries derived from equity investments and program loans are recorded as revenue when reported by producers. It is not feasible to accrue recoveries from equity investments since these recoveries remain uncertain until reported, as they are based upon the financial results of the recipients' activities. Recoveries from development loans are not accrued until received as repayment remains uncertain until the earlier of the first day of principal photography or on the optioning, sale or transfer of the property to a third party.

(f) Use of estimates

Uncertainty in the determination of the amount at which an item is recorded in the financial statements is known as measurement uncertainty. Such uncertainty exists when there could be a material difference between the recognized amount and another reasonably possible amount, as there is whenever estimates are used. The preparation of the financial statements in conformity with Canadian public sector accounting standards, requires management to make estimates and assumptions that affect the reporting amounts of assets and liabilities, and disclosure of contingent assets and liabilities, at the date of the financial statements and the reported amounts of revenues and expenses during the period. The post-retirement health obligation requires the use of significant estimates because actual results may differ significantly from the various assumptions about plan members and economic conditions in the marketplace.

Estimates are based upon the best information available at the time of preparation of the financial statements and are reviewed annually to reflect new information as it becomes available. Measurement uncertainty exists in these financial statements and actual results could differ from these estimates.

(g) Leases

Leases are classified as either capital or operating leases. A lease that transfers substantially all of the benefits and risks incidental to the ownership of property is classified as a capital lease. All other leases are accounted for as operating leases wherein rental payments are expensed as incurred. At the inception of a capital lease, an asset and an obligation are recorded at an amount equal to the lesser of the present value of the minimum lease payments and the property's fair value at the beginning of such lease. Assets recorded under capital leases are amortized on a straight-line basis over the estimated useful lives of the respective assets on commencement of use of the related assets.

(h) Revenue recognition

Unrestricted contributions are recognized as revenue when received or receivable.

Recovery of equity investments and development loan revenue are recorded as reported by producers.

Funds received under the independent production fund ("IPF") are deferred and recognized into revenue when the funds have been committed to qualifying projects.

Investment and other income is recorded in the period in which the related income is earned.

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

NOTES TO FINANCIAL STATEMENTS MARCH 31, 2015

3. Significant accounting policies (continued)

(h) Revenue recognition (continued)

Government transfers are recognized as revenue in the period during which the transfer is authorized and any eligibility criteria are met, except when and to the extent, stipulations by the transferor gives rise to an obligation that meets the definition of a liability. Stipulations by the transferor may require that the funds only be used for providing specific services or the acquisition of tangible capital assets. For transfers with stipulations an equivalent amount of revenue is recognized as the liability is settled.

(i) Contributed services

The Corporation receives various contributed services from the Province of Nova Scotia in carrying out its operating activities. It is the policy of the Corporation not to recognize these services in the financial statements. A description of the services received is provided in note 13.

(j) Financial instruments

All financial instruments are measured using either the amortized cost method or the fair value method. Financial instruments included in the amortized cost category are recorded at either cost or amortized cost using the effective interest rate method. Transaction costs are included in the initial cost of financial instruments recognized using the cost method. Financial instruments included in the fair value category are initially recorded at fair value with each subsequent change in fair value recognized in the statement of remeasurement gains and losses. Transaction costs associated with financial instruments in the fair value category are expensed when incurred.

Accounts receivable, payables and accruals, commitments payable and post-retirement health obligations are recorded using the cost method. Cash and cash equivalents are recorded using the fair value method utilizing quoted prices in active markets to determine the fair value.

4. Pensions

All full-time employees of the Corporation are entitled to receive pension benefits pursuant to the provisions of the pension plan established under the Public Service Superannuation Act. The defined benefit plan is funded by equal employee and employer contributions. The Public Service Superannuation Fund is administered by the Nova Scotia Pension Services Corporation. During the year the Corporation contributed \$71,182 (2014 - \$62,018). The Corporation is not responsible for any unfunded liability.

5. Post retirement health obligations

In addition to the pension benefits described in note 4, the Corporation provides other retirement benefits to its employees by participating in the Province of Nova Scotia's post-retirement health insurance program. The liability for this obligation has been assumed by the Province of Nova Scotia. Accordingly, a receivable for \$80,490 has been recorded at March 31, 2015.

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2015

5. Post retirement health obligations (continued)

| | <u>2015</u> | <u>2014</u> |
|---|-------------------|-------------------|
| <u>Retirement benefit expense</u> | | |
| Current service cost | \$ 6,930 | \$ 3,450 |
| Interest cost | 5,700 | 2,710 |
| Amortization of actuarial experience loss (gain) | <u>5,570</u> | <u>(70)</u> |
| Post-retirement health cost | \$ <u>18,200</u> | \$ <u>6,090</u> |
| <u>Change in accrued benefit obligation</u> | | |
| Accrued benefit obligation at the beginning of the year | \$ 129,110 | \$ 55,250 |
| Current service cost | 6,930 | 3,450 |
| Interest cost | 5,700 | 2,710 |
| Actuarial (gains) loss | <u>(14,460)</u> | <u>67,700</u> |
| Accrued benefit obligation at the end of the year | \$ <u>127,280</u> | \$ <u>129,110</u> |
| <u>Retirement benefit liability</u> | | |
| Accrued benefit obligation at end of year | \$ 127,280 | \$ 129,110 |
| Unamortized net actuarial gain (loss) | <u>(46,790)</u> | <u>(66,820)</u> |
| Accrued benefit liability | \$ <u>80,490</u> | \$ <u>62,290</u> |

Actuarial assumptions

The significant assumptions in measuring the Corporations accrued benefit obligations are as follows:

| | |
|--|---|
| Valuation date | March 31, 2014 |
| Liability discount rate | 4.10 % |
| Extended health care cost increases | 6.67% for period ending April 1, 2016; decreasing at 0.167% per year to an ultimate rate of 4.5% per year |
| Amortization period for unamortized losses | 12 years |

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

NOTES TO FINANCIAL STATEMENTS MARCH 31, 2015

6. Net change in non-cash working capital balances related to operations

| | <u>2015</u> | <u>2014</u> |
|---|-------------------|---------------------|
| Increase (decrease) in cash from changes in: | | |
| Receivables, trade | \$ 389,442 | \$ (364,161) |
| Prepaid expenses | 69,855 | (69,034) |
| Payables and accruals, trade | (67,570) | 321,654 |
| Deferred revenue | 515,582 | (689,737) |
| Commitments payable - operating | (145,521) | 23,389 |
| Commitments payable - IPF | <u>(620,800)</u> | <u>420,700</u> |
| | <u>\$ 140,988</u> | <u>\$ (357,189)</u> |

7. Equity investments

Production assistance in the form of equity investment is provided to eligible producers for the financing of productions that will provide employment and economic benefit to Nova Scotians. Equity investments are made with the condition of repayment through participation in revenues by projects. Revenue is recorded as reported by producers.

During the year the Corporation received \$228,866 (2014 - \$255,824) in the recovery of equity investments. The cumulative total of equity investments of the Corporation to March 31, 2015 is \$46,974,786 (2014 - \$45,397,226). As at March 31, 2015, \$4,227,360 has been recouped (2014 - \$3,998,494) and \$870,090 (2014 - \$995,850) remains undisbursed and is included in commitments payable.

8. Development loans

The Corporation provides loans to qualified applicants to support the essential process of development which takes an idea through the stages of research, writing, market analysis and costing, which must precede the completion of production financing arrangements. Support for the development of a project does not necessarily imply support for a production. Development loans are interest free and are to be repaid the earlier of the first day of principal photography or on the optioning, sale or transfer of the property to a third party.

During the year the Corporation recouped \$54,300 (2014 - \$20,300) in development loans. The cumulative total of development loans made by the Corporation as of March 31, 2015 is \$4,102,215 (2014 - \$3,895,773). As at March 31, 2015, \$1,020,570 has been recouped (2014 - \$966,270) and \$102,833 (2014 - \$117,594) remains undisbursed and is included in commitments payable. Total development loans outstanding on March 31, 2015 were \$2,978,812 (2014 - \$2,811,909).

9. Special projects

The Corporation provides non-repayable assistance in the form of grants to eligible parties for training, sponsorship, festivals and other marketing initiatives to promote the Nova Scotia film, television and creative industries.

As of March 31, 2015, \$46,501 (2014 - \$51,501) has been committed but undisbursed, and is included in commitments payable.

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

NOTES TO FINANCIAL STATEMENTS MARCH 31, 2015

10. Independent production fund ("IPF")

On August 24, 2011 the Corporation in partnership with Eastlink Television launched an Independent Production Fund ("IPF") in accordance with The Canadian Radio-Television and Telecommunications Commission Broadcasting Distribution Regulations. This fund will provide production assistance in the form of equity investment to eligible producers for the financing of productions that will support employment and economic benefit to Nova Scotians. Equity investments are made with the condition of repayment through participation in revenues by projects. Revenue is recorded as reported by producers. Funds received under the IPF are externally restricted and included on the statement of financial position in cash and cash equivalents - IPF and are deferred until committed.

During the year, the Corporation received \$885,391 (2014 - \$633,205) from the funding partner to invest in qualifying projects and \$13,228 (2014 - \$18,495) in the recovery of equity investments. The cumulative total of equity investments made by the IPF to March 31, 2015 is \$3,396,000 (2014 - \$3,001,000). As at March 31, 2015, \$31,723 (2014 - \$18,495) has been recouped and \$210,000 (2014 - \$830,800) remains undisbursed and is included in commitments payable - IPF.

11. Contractual obligations

The Corporation has entered into a lease agreement for premises. The approximate minimum payments required over the next four years are as follows:

| | | |
|------|----|--------|
| 2016 | \$ | 38,400 |
| 2017 | \$ | 38,400 |
| 2018 | \$ | 38,400 |
| 2019 | \$ | 12,800 |

In addition to the minimum rental payments the Corporation is required to pay additional fees to the lessor for operating costs, real estate taxes and electrical consumption.

12. Economic dependence and related party transactions

The Province of Nova Scotia is a related party of the Corporation. The Corporation is dependent on the Department of Economic and Rural Development and Tourism for annual funding. Details of any transactions between these related parties are separately disclosed.

13. Costs paid by the Province of Nova Scotia

During the year, services were provided to the Corporation by government departments and the estimated value of these services is as follows:

| | <u>2015</u> | <u>2014</u> |
|----------------|------------------|------------------|
| Legal services | \$ <u>31,150</u> | \$ <u>31,150</u> |

The value of these services is not reflected in these financial statements.

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA

NOTES TO FINANCIAL STATEMENTS MARCH 31, 2015

14. Public Sector Compensation Disclosure Act

For the purposes of the Public Sector Compensation Disclosure Act, Film and Creative Industries Nova Scotia is considered to be a public sector body. For the year ended March 31, 2015, the Corporation made payments in excess of \$100,000 to the following employees:

| <u>Employee</u> | <u>Position</u> | <u>Compensation</u> |
|-----------------|---------------------|---------------------|
| Lisa Bugden | President & CEO | \$155,613 |
| Carolyn Horton | Director of Finance | \$100,299 |

15. Statement of remeasurement gains and losses

The Corporation has no significant remeasurement gains or losses, therefore no statement of remeasurement gains or losses has been provided.

16. Budget information

The budget figures presented are for comparison purposes and are unaudited.

FILM AND CREATIVE INDUSTRIES NOVA SCOTIA
SCHEDULE OF ADVERTISING AND MARKETING EXPENSES
AND SCHEDULE OF ADMINISTRATIVE EXPENSES
YEAR ENDED MARCH 31, 2015

| | <u>2015</u> | <u>2014</u> |
|--|---------------------|-------------------|
| Advertising and Marketing Expenses: | | |
| Advertising | \$ 5,745 | \$ 11,561 |
| Business development | 44,966 | 58,246 |
| Locations library | 5,703 | 6,510 |
| Location services | 6,826 | 21,801 |
| Marketing | 174,690 | 223,393 |
| Publications | - | 6,670 |
| Salaries and benefits | 186,394 | 166,278 |
| Sponsorships | <u>70,931</u> | <u>33,054</u> |
| | <u>\$ 495,255</u> | <u>\$ 527,513</u> |
| Administrative Expenses: | | |
| Bad debt expense | \$ 19,054 | \$ - |
| Bank charges | 2,184 | 2,133 |
| Board honorarium and expenses | 18,002 | 20,546 |
| Conference and marketing | 2,078 | 4,167 |
| Consultants | 1,000 | 32,880 |
| Courier services | 991 | 999 |
| Dues, fees and subscriptions | 5,685 | 5,642 |
| Office supplies | 15,293 | 14,238 |
| Photocopier | 2,359 | 2,613 |
| Postage | 653 | 731 |
| Professional fees | 21,861 | 13,000 |
| Repairs, maintenance and equipment | 1,227 | 4,654 |
| Rent | 87,626 | 86,262 |
| Salaries and benefits | 820,514 | 745,837 |
| Staff training | 4,707 | 4,584 |
| Strategic planning | 6,385 | 36,708 |
| Telephone and fax | <u>12,067</u> | <u>12,782</u> |
| | <u>\$ 1,021,686</u> | <u>\$ 987,776</u> |