



Printed Matters

Annual Report 2004.05



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Foreword

To reprint or not to reprint?
It's a decision that can make or
break a book's profitability. It's also
one that can challenge even the
most experienced of publishers.



One of the main reasons why publishers often find themselves wrestling with reprint decisions is that the book industry has a traditional practice that allows retailers to return unsold books to publishers for a full refund. As a result of this practice, publishers usually do not find out how many of their books have actually been sold until months, sometimes even as long as a year, after the books were shipped to retailers. Even though publishers can estimate return levels based on past patterns, each title is unique and individual titles frequently exceed or fail to meet sales expectations. Out of a shipment of 30 copies of a book, two copies might be returned or 28. Not exactly the right kind of information for a make-or-break decision.

Canadian publishers need to know how many copies of a book have been sold, how many each bookstore has on hand and how many are on order before a reprint decision is made. Publishers need this kind of information and in 2005, for the first time, a significant portion of the Canadian book industry will have timely access to all the relevant sales, inventory and order figures, plus a whole lot more. It's called Sales Data Analysis, or SDA, and it provides real results in real time.

BookNet Canada, a not-for-profit agency created by the Canadian book industry and the Department of Canadian Heritage, will officially launch its SDA service for the English-language market in 2005. This service, BNC SalesData, will allow subscribers to know what is selling, how fast it is selling and how soon re-orders or reprints are necessary to maximize sales. Canadian Heritage believes SDA will make a significant contribution to the strength and viability of the Canadian book industry in an increasingly globalized and digitized world. That's why the Department has been working closely with BookNet on SDA, in addition to all the other important supply-chain innovations discussed in this report.

Sample page from
BookNet Canada's Sales
Data Analysis service

>

Produce reports for your timeframe.
You can extend your search from
one week to six, request the last quarter,
half-year, year, or year to date.

Report on all sales or focus by
ISBN, subject, author, or binding
(or combination).

Export options let you
choose your file format.

Even though Canada is the last major English-language market to implement Sales Data Analysis, we have now caught up with early adopters like Great Britain and the United States – and even gone a little further. Not only is BNC SalesData the only industry-owned and -managed SDA service in the world, it has original, made-in-Canada features like the ability to extrapolate consumer discount levels. And that's just the beginning of the Canadian SDA story. Our French-language book industry has also taken steps toward the creation of its own SDA service. In March 2005, Canadian Heritage met with the *Société de gestion de la banque de titres de langue française*, the *Association des distributeurs exclusifs de livres en langue française* and BookNet Canada to discuss the key requirements for the implementation of SDA.

It would seem that in the years to come, *to reprint or not to reprint* will no longer be a question fraught with uncertainty for Canadian publishers. It will be a decision full of opportunity.

This annual report, the third edition of *Printed Matters*, reviews the Department of Canadian Heritage's contribution to the success of Canadian books in 2004-05. It also discusses the priorities of the Department's Publishing Policy and Programs Branch with respect to books, the support provided to the industry by the various components of the Book Publishing Industry Development Program and the Branch's other projects and initiatives.

Canadian
Books
to
Readers
Everywhere

Three overlapping book spines are positioned in the center of the page. They are rendered in a dark, semi-transparent style, creating a layered effect. The books are oriented vertically, with their spines facing the viewer. The top book is slightly offset to the left, the middle one to the right, and the bottom one is centered, creating a sense of depth and movement.

Canadian books to readers everywhere is, simply stated, the mandate of the Book Publishing Industry Development Program. BPIDP achieves this cultural mandate by supporting the development of a strong and viable Canadian book industry in order to give better access to the stories, knowledge and ideas that reflect the richness and diversity of our culture – and it has been doing this for more than twenty-five years.



The year 2004 marked the 25th anniversary of the program. BPIDP was created in 1979 to be the Government of Canada's main tool for supporting our book industry. Much about the program has changed over the years.

The annual funding BPIDP provides has gone from \$6M in 1979 to approximately \$38M today. The program has worked with the industry to implement many new initiatives in such vital areas as the Canadian book supply chain, book marketing and publishing internships. The growing importance of exports to Canadian publishers has led to annual funding of \$4.8M for the International Marketing Assistance component of the program.

One fundamental aspect of the program has remained unchanged since 1979 – financial support provided through BPIDP is structured to reward success in publishing and promoting Canadian books. Since BPIDP was founded, there has been a dynamic growth in Canadian book publishing and our literature has achieved unprecedented levels of critical and commercial success, both nationally and internationally. This success is, of course, due to the creativity and commitment of our writers, publishers and booksellers, and the desire of readers everywhere to discover Canadian stories. It is also the result of a substantial and sustained investment by the Government of Canada to help create the conditions that have allowed this growth to occur.

In 2004, Canada's book community and the Department of Canadian Heritage commemorated this national and international success story. The 25th anniversary of BPIDP not only provided a unique opportunity to celebrate the success

of Canadian books, it was the perfect occasion to explore a quarter century of Canadian writing, publishing, cultural partnerships and the contribution Canadian books have made to our national identity.

The Publishing Policy and Programs Branch, together with industry associations, organized several high-profile events during 2004 to celebrate and examine Canadian books, including Book Summit 2004 at the BookExpo Canada conference, the first-ever Book Summit at Night, and the Minister of Canadian Heritage's official opening of the 2004 *Salon du livre de Montréal*.

The Branch also participated in a number of other 25th anniversary activities at book events around the country and published a commemorative booklet, *Creating Canada Together: 25 Years of Support for Canadian Books*.

Book Summit 2004

In 2004, Canadian Heritage and the Book and Periodical Council, an umbrella organization for book and periodical industry associations, co-hosted BookExpo Canada's annual Book Summit event. The theme of Book Summit 2004 was the role of Canadian books over the past quarter century in creating and enriching our national identity. The event featured a diverse panel of accomplished Canadian writers: Michael Adams, Thomas King, Margaret MacMillan and Noah Richler. In a lively discussion moderated by Avi Lewis, the panellists discussed a broad range of topics concerning Canadian books and writing.



Since 1993-94, the total sales of books by the publishers in BPIDP have increased from \$253M to \$394M in 2004-05.

OPENING OF THE 2004 SALON DU LIVRE DE MONTRÉAL

Minister of Canadian Heritage Liza Frulla and Reine Malo, Honourary President of the 2004 *Salon*, at the opening ceremony. The *Salon du livre de Montréal* is the largest French-language literary event in North America. In addition to the opening ceremony, BPIDP's 25th anniversary was celebrated during two other events at the Salon – the *Soirée du livre* and Books at the *Crossroads of Languages/Colloque sur le livre à la croisée des langues*.

>



photo credit: Jean-Guy Thibodeau

Book Summit 2004 was well attended by industry stakeholders and inspired many informed, and at times impassioned, questions and comments from both members of the panel and the audience.

Book Summit at Night

Also co-hosted by the Book and Periodical Council and Canadian Heritage, Book Summit at Night was designed to complement Book Summit 2004 and its exploration of 25 years of Canadian books. Book Summit at Night provided an eclectic group of authors with the opportunity to talk about the same theme as Book Summit 2004, but with a multimedia format and 'town hall' atmosphere. The event was moderated by Daniel Richler and featured video statements from each panellist with the author's musings on the state of Canadian books and writing.

Creating Canada Together: 25 Years of Support for Canadian Books

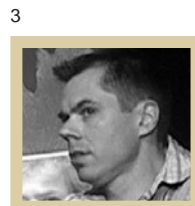
To mark the 25th anniversary of BPIDP, a commemorative booklet providing an historical overview of the successes and challenges of the

Canadian book publishing industry over the last quarter century was published by Canadian Heritage. *Creating Canada Together: 25 Years of Support for Canadian Books* reviews the industry's extraordinary development from 1979 to 2004 and is a testament to the talent and dedication of the people who have made Canadian writing what it is today. *Creating Canada Together* was included as a supplement to the 2003-04 edition of *Printed Matters*.

BOOK SUMMIT AT NIGHT PANEL

1. Daniel Richler
2. Susan Swan
3. Russell Smith
4. Jemeni
5. George Bowering
6. Donna Bailey Nurse

v





The Canadian Book Publishing Environment

There are approximately 3,000 bookstores in Canada, not including the used-book market. Canada is, without a doubt, a book buyer's paradise. Readers can choose from a vast selection of books published by Canadian houses and from virtually every country in the world.



Readers can buy books in any genre, subject or language from publishers of every size and specialty. Although this diversity is fundamental to Canadian culture, it presents specific challenges for the Canadian book industry.

Canadian-owned book publishers, mostly small to medium-sized firms, are committed to nurturing Canadian authors. However, they must deal with demanding market conditions including the relatively small size of the Canadian market, its two official languages and the presence of large international publishing companies. There is also competition among publishers for Canadian writers since international publishing companies are often able to provide larger author advances and marketing budgets.

In addition to the challenging market conditions faced by the Canadian book industry, recent trends in the retail sector are having a major impact on the industry. The way books reach readers has evolved rapidly in the last decade. Big-box stores have exploded onto the scene and online bookstores continue to make significant gains in market share. These changes have affected consumer expectations. Book buyers now demand a wider range of products and quicker delivery. This shift in consumer demand is, in turn, changing the relationships between publishers, distributors and booksellers.

Challenging market conditions. Competition for writers. A rapidly evolving retail sector. For all these reasons, Publishing Policy and Programs continues to work with the Canadian book industry to develop the tools necessary for success in the years to come, such as supply-chain innovations like Sales Data Analysis and collective marketing projects like book festivals and *salons du livre*.

In 2004-05, these tools included a new edition of *Publishing Measures*, a national readership survey

and succession planning guides for Canadian-owned book publishers.

Publishing Measures

Since 1993, BPIDP has built Canada's most extensive database of financial information on Canadian-owned book publishers. In 2003, this data was developed into a financial performance assessment tool to aid Canadian publishers in their business planning. *Publishing Measures* is a customized, confidential report for each publisher in the program demonstrating its financial performance relative to industry benchmarks. The report covers 14 financial analysis ratios and provides benchmarks for company size, market segment and language. A second version of the report, with new benchmarks for geographical regions, was launched in April 2004.

The third edition of *Publishing Measures* was released in November 2004. This new edition was distributed much earlier than the previous one and was the second benchmark report that publishers received in the calendar year 2004. Presentations on the new edition were held in Toronto in December 2004 and Quebec City in February 2005.

National Readership Survey:

Buying and Reading Books for Pleasure

Building on the Department's commitment to act on the recommendations of the recent BPIDP evaluation, Publishing Policy and Programs undertook a national survey of the reading habits of Canadians.

The most detailed and exhaustive national survey on reading since 1991, *Buying and Reading Books for Pleasure* provides a complete overview of the attitudes and behaviours of Canadians with respect to reading books for pleasure, book purchasing behaviour, books by Canadian authors, reading and the Internet, and public library use. The survey found that reading for pleasure is an activity firmly ingrained in the lives of Canadians. A few highlights from *Buying and Reading Books for Pleasure*:

- Almost 90% of Canadians have read a book in the previous year
- Over half read every day or almost every day
- 13% read more than 50 books each year
- 80% bought a book in the previous year
- 70% are interested in reading books by Canadian authors

The entire survey and the electronic database of results will be made available to national industry associations, as well as to individuals interested in undertaking additional research in this area.

Succession Planning

Publishing Policy and Programs is working with Canadian book publishers to create a succession strategy. At present, the strategy focuses on succession awareness and follows up on recommendations made by the industry/government Finance and Succession Committee, as well as research done by the Department. The high number of publishers planning to retire in the next ten years suggests that information and tools need to be available as soon as possible to enable publishers to begin succession planning.

In collaboration with the national industry associations, the Branch has developed a number of guides in a *Succession Planning for Book Publishers* series. Titles that are available at the Canadian Heritage and association websites are:

- *An Overview*
- *A Guide to Valuation*
- *Insider Succession*

Three other titles will be available later in 2005:

- *The Human Aspects of Succession*
- *A Guide for Outsider Succession*
- *Readying Your Company for Sale*

These guides provide a straightforward explanation of succession planning methods and the steps necessary to develop a plan tailored to a publisher's specific needs. They also include contact information for relevant organizations that can provide further assistance on the topic.

The Branch is also co-hosting, with *Quill & Quire*, a succession panel at BookExpo Canada 2005 and exploring the possibility of holding two roundtables to allow publishers to share their experiences with respect to succession planning.

Tools like *Publishing Measures*, the national readership survey and succession planning guides will help Canadian-owned book publishers succeed in the face of challenging market conditions and to continue to share Canadian stories with readers everywhere.



According to the most recent Statistics Canada survey, by sales, Canadian-owned publishers control over 53% of the domestic market.

Department of Canadian Heritage Policy Framework in Support of Books

The Department of Canadian Heritage's approach to supporting Canadian books is guided by five strategic objectives in three areas:

Creation

Sustainability

Access

**REFLECT
OURSELVES**

**INVEST IN
EXCELLENCE**

**HARNESS THE
OPPORTUNITIES
OF NEW
TECHNOLOGIES**

**REACH
AUDIENCES**

**REACH
THE WORLD**

Canadian books will **reflect ourselves**, holding a mirror to Canada's shared citizenship and common values, including our rich linguistic, ethno-cultural, Aboriginal, and regional diversity.

Investing in excellence will ensure that creative excellence in the Canadian book sector flourishes and success is rewarded, contributing to the vitality of Canadian books over the long-term.


Harnessing the opportunities of new technologies will allow the Canadian book industry to take full advantage of their benefits, providing maximum access to cultural works for Canadians while respecting the rights of creators.

Canadian books will **reach audiences** from writer to reader, so that diverse Canadian works are available and accessible to all Canadians.

Canadian books will **reach the world** through well-developed international markets, which share Canadian-authored works with global audiences.



Book Publishing Policy and Programs

The image features three overlapping 3D book spines rendered in a dark, semi-transparent grey color. They are positioned behind the text, with the front-most spine being the most prominent and slightly offset to the right. The spines are rectangular blocks with visible top and bottom surfaces, suggesting a stack of books. The background is a solid, light beige color.

The financial support provided through the Book Publishing Industry Development Program rewards success in selling Canadian books. This structure has allowed the program to play a critical role over the past 25 years in the emergence of a national literature and the resulting international recognition of Canadian writing.



The significance of BPIDP's role demands that the structure and performance of the program be effective, efficient and responsive to the changing context of book publishing in Canada.

As part of the program's performance measurement strategy, a summative evaluation of BPIDP was conducted by an independent research firm in the spring of 2004. The evaluation looked at BPIDP's design, impact, cost-effectiveness and funding alternatives.

As with the BPIDP audit that was completed in 2003, the evaluation concluded that the program is clearly achieving its mandate. According to the 2004 evaluation, BPIDP has had a significant impact in increasing the publication and sale of Canadian books. The evaluation also found that the program has substantially contributed to the diversity of Canadian publishing, which now represents every region of the country and produces books in both official languages and from Canada's aboriginal communities.

Among the BPIDP Summative Evaluation's findings:

- BPIDP-funded firms produce a large majority of the Canadian-authored trade books and children's books published in Canada, 65% and 70% respectively, and almost 40% of Canadian-authored textbooks.

- These publishers have considerably higher export sales of Canadian-authored titles than Canadian firms not in the program and foreign publishers. In the last decade, export sales of BPIDP-funded firms have increased

from \$28.2M to \$95.8M and foreign rights sales have increased from \$1.8M to \$9.9M.

The evaluation concluded that there remains a clear, ongoing need for BPIDP. It also made eight recommendations for improving the program's efficiency and effectiveness, including the following:

- BPIDP should continue to use a sales-based approach to determine funding. By rewarding success, the sales-based funding approach supports BPIDP's cultural objective in a direct and demonstrable way.

- An analysis of the Canadian book industry should be completed to determine whether increases in the number of publishers receiving BPIDP funding are advancing the program's objective of fostering a strong and viable book industry.

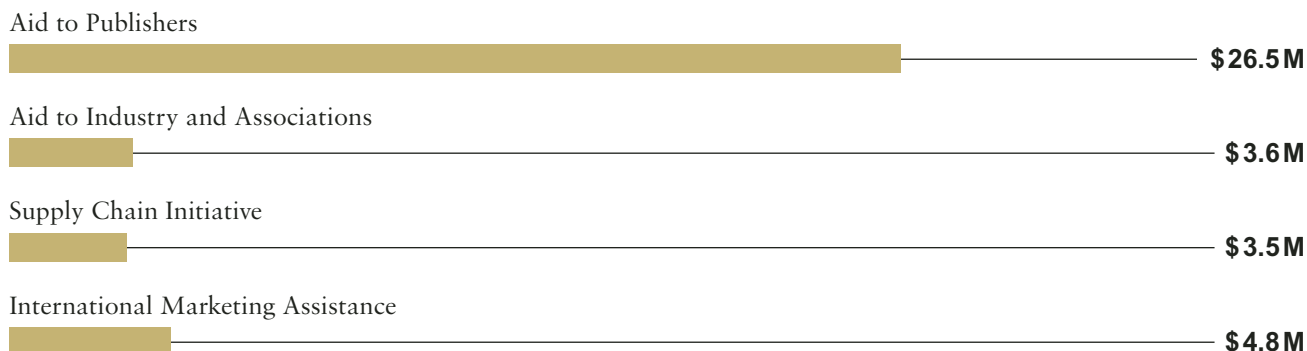
The program has already put into practice many of the recommendations and is taking the necessary steps to implement the remainder. The entire BPIDP Summative Evaluation report is available at www.canadianheritage.gc.ca/bpidp.



In 2004-05, there were 13 official language minority or aboriginal publishers that received funding from BPIDP. In the same year, these publishers produced 268 new titles and had total sales over \$3.9M.

**Book Publishing Industry
Development Program Funding
2004-05**

Total: \$38.4M



In addition to the BPIDP evaluation, other 2004-05 priorities of the Publishing Policy and Programs Branch included the government-wide Expenditure Review and communications and industry consultations.

Expenditure Review

In February 2005, the Government of Canada identified nearly \$11B in cumulative savings over the next five years. While Canadian Heritage participated fully in this Expenditure Review, funding for arts, culture, sport, heritage and citizenship initiatives will not only be maintained but increased in some areas.

The Department will be contributing \$38M over the next five years to Expenditure Review, with \$2M in 2005-06, \$6M in 2006-07 and \$10M each of the following three years. However, this contribution will be achieved by reducing corporate overhead and streamlining program delivery to provide similar or better levels of service at less cost. These improvements will not affect the funding available to program recipients.

More information on Expenditure Review is available at www.expenditurereview.gc.ca.

Vol. 2, No. 3 **books@BPIDP** Winter 2004

Tomorrow Starts Today Funding for the Book Industry Renewed

On December 15, 2004, Minister Liza Frulla announced a one-year extension of Tomorrow Starts Today, a cultural funding initiative introduced by the Government of Canada in 2001. Tomorrow Starts Today is the most significant investment in Canadian culture since the creation of the Canada Council in 1957, and the renewal will mean an investment of up to \$192M in arts and culture for 2005-06.

Since 2001, a portion of the Tomorrow Starts Today funds has been invested in the Canadian book industry through BPIDP. As a result, the program's budget over the past four years has been the highest in its history. The renewed investment will allow the program to maintain existing levels of

Aid to Publishers funding, continue to focus on book industry supply chain improvements and support a diverse range of literary festivals and salons *du livre* that promote Canadian authors.

Aid to Publishers Contributions Accelerated

This year, the Aid to Publishers team delivered payments to recipient publishers faster than in any year since BPIDP's inception. By December 22, all contribution agreements had been sent out. As of the same date, 99% of funding recipients had returned their signed contribution agreements to the program. This means

that almost all the publishers in the program for 2004-05 will have received a first payment by December 31, 2004.

Key factors in the quicker delivery of contributions were the strict enforcement of the application deadline by BPIDP and the prompt responses by publishers to requests for additional information.

The Book Publishing Policy and Programs team wishes you a **HAPPY HOLIDAY** and all the best for 2005!

INTERNET ADDRESSES
Department of Canadian Heritage
www.cca.ca
Book Publishing Industry Development Program (BPIDP)
www.books@heritage.gc.ca
/bpidp

New Publishing Measures Released

The third edition of Publishing Measures was released on November 30, 2004. Publishing Measures is a customized report on comparative financial ratios of Canadian book publishers given to every recipient of Aid to Publishers funding. The report covers 14 ratios and provides benchmarks for company size, market segment, language and geographic region.

This new edition of Publishing Measures is being distributed much earlier than the previous one and is the second such report that publishers have received in the calendar year 2004. A series of presentations on the new edition will be done in cities across the country early in 2005, starting with a French language presentation in the province of Quebec.

The Book Publishing Policy and Programs team wishes you a **HAPPY HOLIDAY** and all the best for 2005!



Communications and Industry Consultations

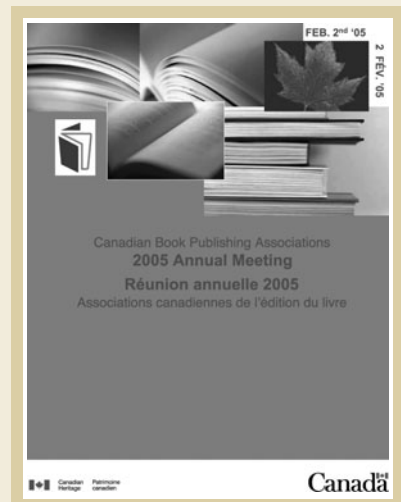
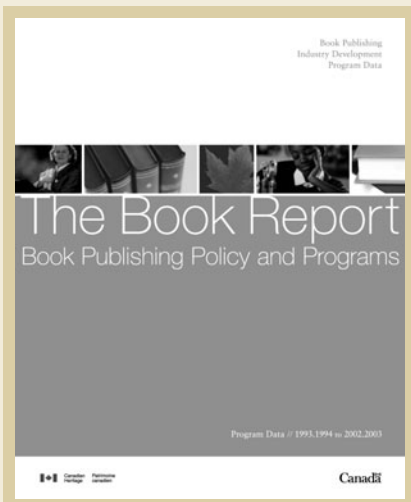
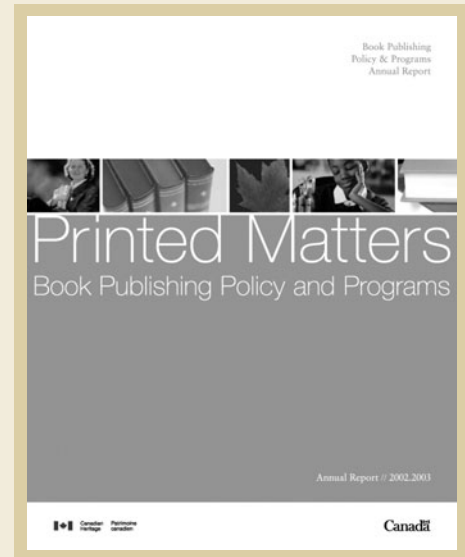
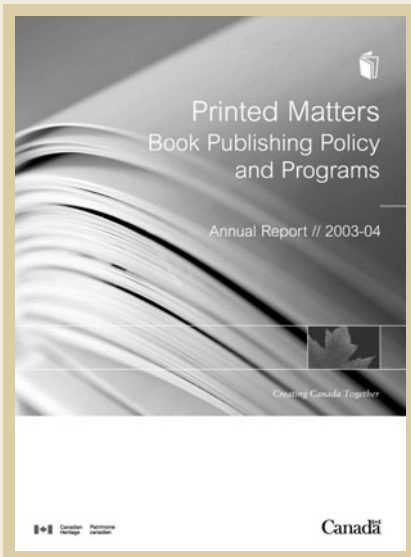
Open and effective communications with the Canadian book industry is a long-term priority of the Branch. This includes regular meetings with industry members across the country, the *books@BPIDP* electronic newsletter, the publication of the results of research undertaken by the Branch and this annual report.

In addition, Publishing Policy and Programs organizes an annual consultation in February with four national associations representing the Canadian book publishing industry in an effort to engage key industry stakeholders in a dialogue on Departmental objectives and priorities, program results, and policy and program development. These consultations play a key role in ensuring that BPIDP is responsive to industry needs and market conditions.

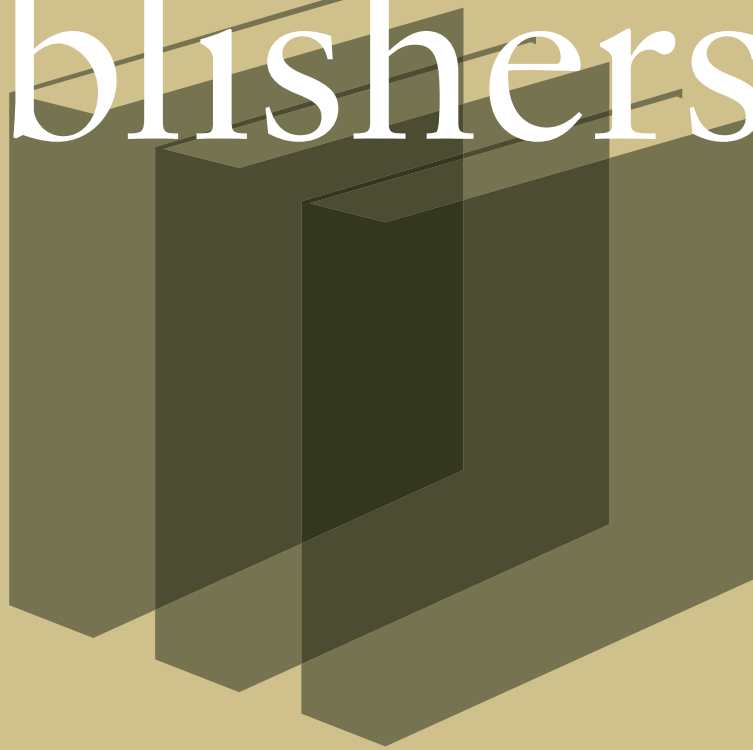
The associations that attend the annual consultation are the Association of Canadian Publishers, *l'Association nationale des éditeurs de livres*, the Literary Press Group and the *Regroupement des éditeurs canadiens-français*.

The Association for the Export of Canadian Books and the Canada Council for the Arts are invited to the consultation to present their contributions to the success of Canadian books and writing.

Communicating results: Some BPIDP publications 2002-05



Aid to Publishers



Aid to Publishers is the cornerstone of the Book Publishing Industry Development Program, providing funding to Canadian-owned book publishers based on their sales of Canadian-authored books.



In 2004-05, Aid to Publishers provided \$26.5M in support to 218 publishers. A complete listing of publishers supported in 2004-05 is available on page 49 of this report or at www.canadianheritage.gc.ca/bpidp.

Aid to Publishers 2004-05

	Total	BC	Prairies	Ontario	Quebec	Atlantic
Number of publishers	218	23	26	62	97	10
New titles published	6,098	476	561	1,496	3,454	111
New titles per publisher	28	21	22	24	35	11
Aid to Publishers contribution	\$26.5M	\$2.4M	\$2.3M	\$7.3M	\$13.8M	\$0.7M

How Publishers Use BPIDP Funding

It is one of the operating principles of BPIDP that publishers are in the best position to make decisions on the most effective use of their resources to produce Canadian-authored books. This feature was highlighted in the 2004 BPIDP evaluation as one of the strengths of the program.

In general, BPIDP requires only that publishers spend their funding on activities that support the publication and promotion of Canadian books. In the year following receipt of a contribution, recipients are required to report on the use of funding and on the results achieved.

The following are the main activities that publishers use their Aid to Publishers contributions for:

Activity	%
Book production	40.1
Royalties	11.4
Marketing	16.0
Distribution	14.7
Capital assets	1.8
Company financing	2.3
Other	13.7

Support for Publishers eForm

In 2004-05, the program streamlined the Aid to Publishers application process by developing some new technology of its own – an electronic application form. BPIDP had received inquiries from publishers about the possibility of such a system and a survey in late 2004 of funding recipients showed strong enthusiasm for the project. The program developed an eForm in 2005 and, starting with the May 2005 application deadline, publishers were able to submit their applications electronically for the Aid to Publishers and Supply Chain Initiative components.

The traditional print application form is still available to applicants but the program strongly encourages publishers to move to the new system. With the eForm, applicants save time and largely eliminate errors, and the program is able to upload the information from the application forms directly into the BPIDP database. This bypasses a lengthy and error-prone data entry process. The overall result is that the program is able to move ahead on reviewing applications faster than in previous years.

The use of the eForm by applicants has been very good since its introduction. Out of a total of approximately 220 applications submitted in May, 140 were received electronically. Other applicants took advantage of the automatic calculation features of the eForm but chose to mail in their printed form.

Acceleration of Aid to Publishers Contributions

In 2004-05, Aid to Publishers delivered payments to recipient publishers faster than the previous year.

By December 22, 2004, all contribution agreements had been sent out. As of the same date, 99% of funding recipients had returned their signed contribution agreements. This meant that almost all the publishers in the program for 2004-05 received their first payment by December 31, 2004. Key factors in the accelerated delivery of payments were the strict enforcement of the application deadline by BPIDP and the timely responses by publishers to requests for additional information.

Growth of Regional Publishing in Canada

One of the most striking changes over the twenty-five plus year history of BPIDP has been the rise of regional publishing.

At the beginning of the 1970s, 92 of the 100 English-language publishers listed in the Canadian Publishers Directory were based in the Toronto area and five of the remaining eight were in Montréal. All 34 French-language firms were in Montréal. Of the regional publishers that existed at that time, one was in British Columbia and the other in Alberta. There were no publishers listed for Atlantic Canada.

In the years since, book publishing has spread out from its central Canadian roots. In 2004-05, there were 23 Aid to Publishers recipients from British Columbia, 14 from Alberta, 4 from Saskatchewan and 8 based in Manitoba. There were 10 publishers from Atlantic Canada in the program.



Canadian-owned book publishers directly employ nearly 7,000 people and have total revenue exceeding \$1.5B.

Award Winners

Cover to Cover, Coast to Coast

2004-05

British Columbia

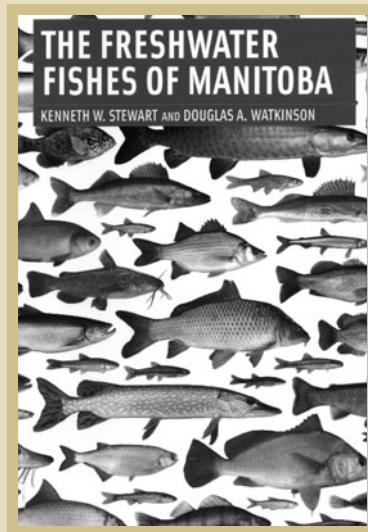


Talon Books

Drama

Canada-Japan
Literary Awards

Prairies

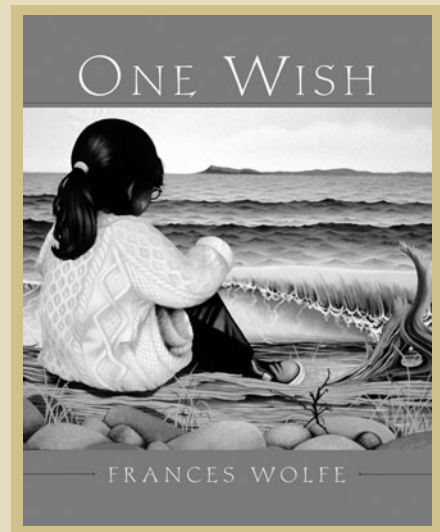


University of
Manitoba Press

Non-fiction

Mary Scorer Award
for Best Book
by a Manitoba
Publisher

Ontario

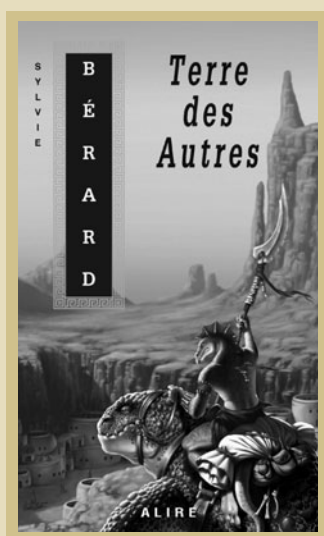


Tundra Books

*Children's
literature*

Mayor's Award
for Excellence in
Book Illustration,
City of Halifax

Quebec

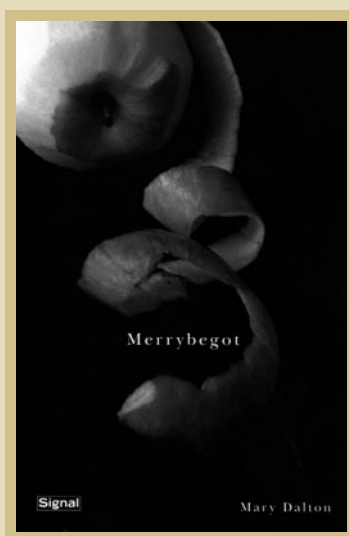


Édition Alire

Fiction

Grand Prize for
Quebécois Science
Fiction and Fantasy,
*Salon international
du livre de Québec*

Quebec-English

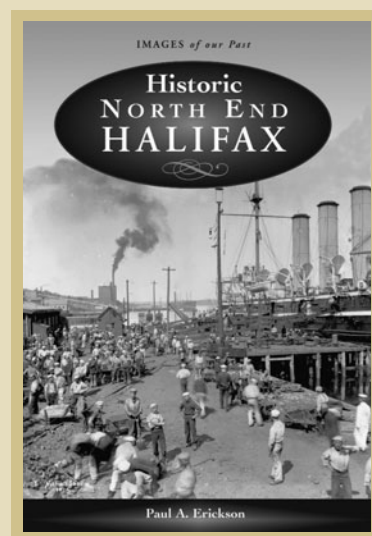


Véhicule Press

Poetry

E.J. Pratt Award

Atlantic



Nimbus Press

Non-fiction

Dartmouth
Book Awards,
Non-fiction

Support for Official Language Minority Publishers

In keeping with the Department of Canadian Heritage's mandate to support official language minority communities, BPIDP has implemented special eligibility requirements to encourage official language minority publishers to apply for funding. As a result, there has been a gradual increase in the number of these publishers receiving support from BPIDP in recent years. In 2004-05, there were four English-language firms based in Quebec in the program and seven French-language publishers operating outside of Quebec.

One of the largest French-language communities outside of Quebec is in New Brunswick, where publisher Bouton d'or Acadie specializes in children's books and the expansion of Acadian literature. In 2004, Bouton d'or Acadie founder Marguerite Maillet received a special award at the *Gala des Prix Éloïzes* for her contribution to Acadian literature.

In Ontario, the francophone community in Sudbury is served by *Prise de Parole*, which publishes novels, poetry collections and dramatic works. In 2002, the poet Robert Dickson won a Governor General's Literary Award for his collection *Humains paysages en temps de paix relative*.

Manitoba-based Éditions des Plaines, which celebrated its 25th anniversary this year, supports the creation of a French-language literature throughout western Canada. The novel *Les beaux jours* by David Beaudemont received international recognition in 2004 when it was shortlisted for France's *Prix Saint-Exupéry*.

New Firms in Aid to Publishers

The following Canadian-owned book publishers were new recipients of Aid to Publishers funding in 2004-05:

→ **Curriculum Plus–Bailey Press Ltd., Ontario**
Based in Georgetown, Curriculum Plus is an educational publisher specializing in

kindergarten to grade three language arts, both in English and French, and kindergarten to grade eight science. www.curriculumplus.ca

"As a small publisher with an ambitious publishing program, the Aid to Publishers funding has allowed us to accelerate our rate of production, particularly insofar as our French language titles are concerned. At Curriculum Plus, we are rather proud of the fact that we offer French language editions of our major early literacy series, and we believe we have BPIDP to thank for the opportunity to provide an exciting new reading program in both official languages."

John Merchant
Publisher, Curriculum Plus

→ **Gaspereau Press, Nova Scotia**
Gaspereau Press publishes literary and regional-interest titles and is one of a handful of Canadian trade publishers that prints and binds books in-house. www.gaspereau.com

"Over the past eight years, Gaspereau Press has built a reputation for the award-winning quality of its publishing program – quality that extends from its editing and design straight through to its in-house print shop and bindery. Our partnership with Canadian Heritage and the funding it provides through BPIDP helps foster growth and innovation, and strengthen Gaspereau Press's ability to deliver on its mandate to present Canadian authors to Canadian readers."

Andrew Steeves
Publisher, Gaspereau Press

- **Les Éditions David Inc., Ontario**
Founded in 1993, Les Éditions David publishes a diverse range of books in French, including biographies, children's books, haikus, novels and social commentaries. www.livres-disques.ca/editions_david/home/index.cfm

- **Playwrights Canada Press Ltd., Ontario**
Playwrights Canada Press was founded as the book publishing arm of the Playwrights Guild of Canada. Over the years, it has become the largest exclusive publisher of Canadian drama. www.playwrightscanada.com

- **Wolsak and Wynn Publishers, Ontario**
Wolsak and Wynn Publishers has been publishing poetry exclusively for over 20 years. To date, Wolsak and Wynn has published 97 titles. www.poets.ca/wolsakwynn/

- **Les Éditions Scolartek inc., Quebec**
Based in Grand-Mère, Les Éditions Scolartek is an educational publisher of children's books, teacher's manuals, teaching aids and educational games. www.scolartek.com

- **Beauchemin International Inc., Quebec**
Beauchemin International develops and produces teaching material in all disciplines for the preschool, primary and secondary levels, literacy and teacher training. www.beaucheminediteur.com/fr/

- **Literacy Services of Canada Ltd., Alberta**
Literacy Services of Canada specializes in adult literacy research. Its imprint, Grass Roots Press, publishes and distributes adult literacy resources. www.literacyservices.com

"Literacy Services of Canada was thrilled to become a BPIDP participant. Acceptance into the program gave us the confidence to develop a long-term publishing plan. Over the course of the next three years, we hope to publish 25 easy-to-read books for adults with low-literacy skills. This represents a 300% increase in eligible titles compared to the previous three years. These titles will benefit thousands of adults across the country who have difficulty reading."

Dr. Pat Campbell
President, Literacy Services of Canada

"In 2004, thanks to BPIDP, members of Les éditions scolartek have finally been able to develop the literary collection for youth they were dreaming about for a long time. The BPIDP funds have allowed the publication of illustrated albums, youth novels and workbooks that are now available in bookstores. In real terms, these funds have helped pay the printers and carry the promotion of this new collection."

Marc Bruneau
Assistant Director, Les Éditions Scolartek

Aid to Industry and Associations

A 3D bar chart with four bars of increasing height, overlaid on the text. The bars are dark grey and cast shadows on the surface below them. The chart is positioned behind the text, with the word 'Industry' partially overlapping the top of the bars.

According to research undertaken by Publishing Policy and Programs in 2003-04, about half of the owners of Canadian book publishing firms plan to retire within the next ten years. It has become more than evident that – in addition to technological developments like Sales Data Analysis – addressing the succession issue will be one of the keys to the industry's success in the coming years.

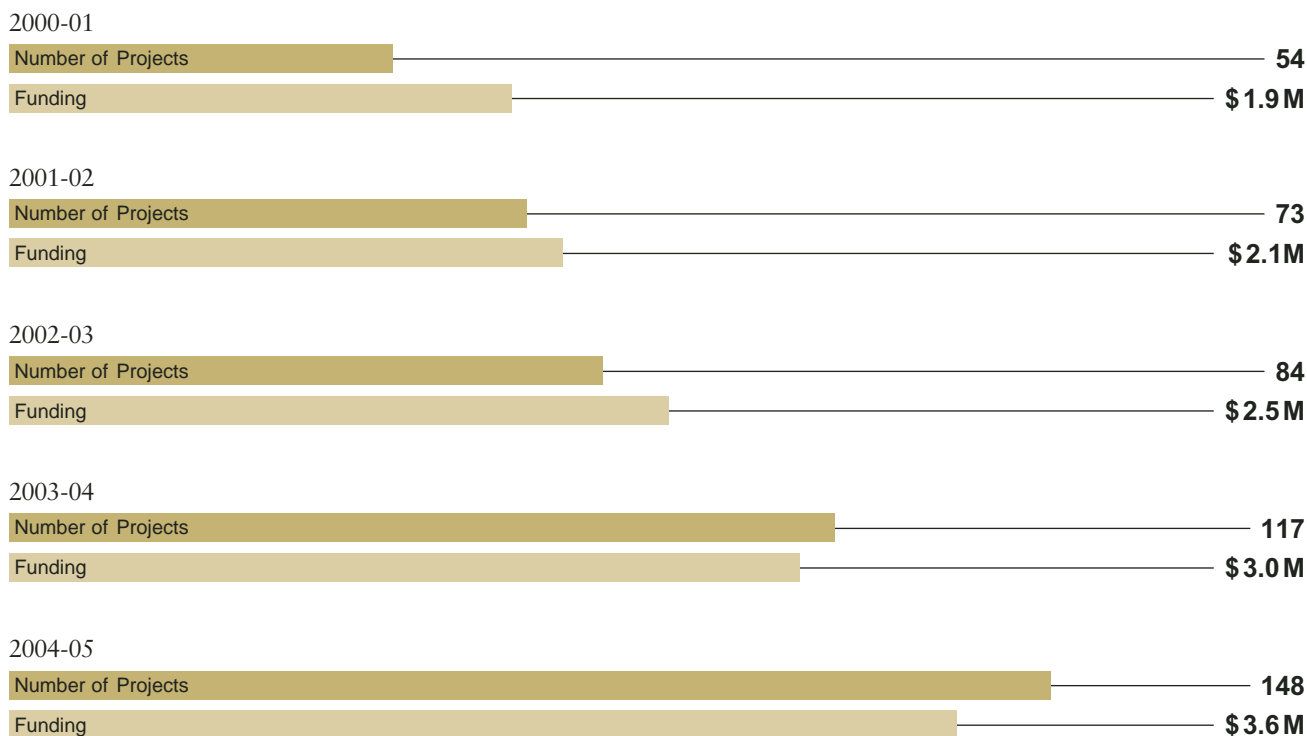


This is why, in combination with the succession tools discussed in Chapter Two, Book Publishing Industry Development Program has introduced funding support for succession planning projects for 2005-06. More information on this funding can be found in the Aid to Industry and Associations 2005-06 application guide.

It is the objective of the Aid to Industry and Associations component of BPIDP to support projects that strengthen the infrastructure of the Canadian book industry as a whole. This component helps the industry meet new challenges and take full advantage of new opportunities through collective projects in:

- Marketing and Promotion
- Professional Development
- Industry Research
- Business Planning
- Publishing Internships

Growth of Aid to Industry and Associations, 2000-01 to 2004-05



In 2004-05, Aid to Industry and Associations supported 148 projects, with total funding of \$3.6M. As it does every year, the program gave priority to projects that identified a significant market need, were well targeted and offered sound and substantial results. A complete listing of projects supported in 2004-05 is available on page 49 of this report or at www.canadianheritage.gc.ca/bpidp. A selection of some of the projects that the component supported last year follows.

Marketing and Promotion

Montréal World Book Capital

Established in 2001 by UNESCO, the purpose of the World Book Capital program is to promote books and foster reading. In 2004, Montréal was chosen by an international jury to be the World Book Capital for 2005-06. The previous World Book Capitals were Madrid, Alexandria, New Delhi and Antwerp.

Montréal World Book Capital was launched on April 23, 2005 with World Book and Copyright Day and continues through to April 22, 2006. In addition to the numerous activities celebrating Canadian authors and books, Montréal will also play host to international seminars and roundtables.

This event represents an outstanding opportunity to promote Canadian literature and culture. It will be the largest literary event in the country in 2005-06, with approximately one thousand activities including the opening ceremony, televised broadcasts and hundreds of readings and other book-related events. Due to the exceptional nature and scope of Montréal World Book Capital, BPIDP will be providing support of \$750,000 for 2005-06, in addition to the \$250,000 in funding provided in 2004-05.

"Working together – writers, booksellers, professors, parents, literary critics, cultural organizations, publishers, the media and, of course, governments – our united efforts will ensure that books occupy a place of honour in our lives, in our communities and in our society."

Liza Frulla
Minister of Canadian Heritage and
Minister responsible for Status of Women

(Excerpt from Minister Frulla's speech at the launch of Montréal, 2005 World Book Capital, on the occasion of World Book and Copyright Day, translated from the original French.)

Book festivals and *salons du livre*

The book festivals and *salons du livre* that take place throughout the year bring together authors, publishers, booksellers and readers from all over the country to celebrate Canadian books.

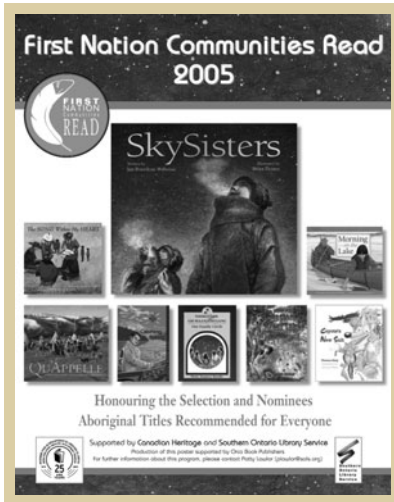
Aid to Industry and Associations supported 12 *salons du livre* across Canada last year, including the *Salon international du livre de Québec*, which had record-setting attendance in 2005. The salon had 64,000 visitors this year, showing a remarkable growth from the 2004 attendance of 51,000.

Aid to Industry and Associations also funded 12 English-language book festivals and fairs, such as the Winnipeg International Writers festival. This festival features author readings, book launches and many other events, in both English and French, and has a school program that includes special performances and workshops for area students.

First Nation Communities Read

Aid to Industry and Associations supported the First Nation Communities Read program in 2004-05 through funding provided to the Southern Ontario Library Service. Launched in 2003, this program encourages literacy and intergenerational storytelling, as well as the sharing of native voices and experiences.

A jury of representatives from Ontario's First Nation public libraries picked *SkySisters* by Nishinawbe Ojibwa Jan Bourdeau Waboose as the featured title for the 2004-05 program. First Nation Communities Read also includes author-illustrator events throughout the year in southern Ontario libraries and at events such as Saskatchewan's Aboriginal Storytelling Week.



The Giller Prize

In 2004-05, Aid to Industry and Associations again provided support to the Giller Prize for the promotional campaign leading up to the award's gala ceremony. In addition to this funding, BPIDP also supported readings by the six Giller Prize finalists at the Harbourfront International Festival of Authors.

It was the first time that the Giller finalists had appeared at the annual Harbourfront festival and the first time in years that all the finalists had read at the same event. The readings were sold-out, with over 435 festival patrons attending. The event was also broadcast by the CBC.

ZOF Montréal

Aid to Industry and Associations, together with Canadian Heritage's Canada Music Fund and Official Languages Program, supported the *Fédération culturelle canadienne-française* for ZOF Montréal, a cultural centre for the promotion of books, authors and other French-language cultural products from outside Quebec.

Last year, ZOF arranged for approximately 200 articles, reviews and interviews of francophone writers from outside of Quebec by the Quebec media. The centre also provided writers and publishers with a base to work from when they came to Montréal.

Association of English-language Publishers of Quebec

Aid to Industry and Associations provided funding to the Association of English-language Publishers of Quebec in 2004-05 to produce the *Montréal Review of Books*. This publication is a free, 24-page book-review tabloid published twice a year. Circulation is 35,000, with about 22,000 copies inserted in the *Globe and Mail* Quebec region edition and another 13,000 distributed through stands in bookstores, libraries and at literary events. The *Montréal Review of Books* provides a forum for reviews and discussion of Canadian books, particularly English-language books published in Quebec.

Professional Development

Books at the Crossroads of Languages/ *Le livre a la croisée des langues*

The Books at the Crossroads of Languages conference took place during the *Salon de livre de Montréal* in November 2004. Presented by *Livre d'ici* magazine and supported by Aid to Industry and Associations, the conference brought together both francophone and anglophone industry professionals to share their thoughts on literary production in a bilingual context and the future of books in Canada.



The conference featured four panels with topics ranging from *Bilingualism in Canada: The current situation* to *Literature beyond linguistic borders*. Author panellists included Naïm Kattan, winner of the 2004 Prix Athanase-David, Linda Leith, founder of the Blue Metropolis International Literary Festival and the Honourable Herménégilde Chiasson.

Canadian Centre for Studies in Publishing
Simon Fraser University's Canadian Centre for Studies in Publishing offers two professional development programs that are supported by BPIDP: a Masters of Publishing and a series of publishing workshops that take place every summer.

The Masters of Publishing is the only graduate training and research program for the book publishing industry in Canada. It is the ideal forum for students to gain first-hand knowledge from leading book industry professionals. The aim of the program is to produce graduates who have an excellent understanding of current industry practices together with entrepreneurial vision and creative energy.

The summer publishing workshops are designed to provide an intensive learning experience as well as invaluable opportunities for new and established industry members to meet.

Business Planning

Heritage Group

The Heritage Group of publishers – Heritage House Publishing, TouchWood Editions and Rocky Mountain Books – has enjoyed strong sales growth over the past few years. To best respond to this growth, the group took advantage of BPIDP's business planning funding to bring in expert consultants in production, marketing and information management systems.

The group's new business plan focuses on three strategic areas: a marketing plan for regions of Canada outside British Columbia, a restructuring of editorial and production staff, and the development of a plan to implement an information management systems upgrade.

"I truly believe that your aid has helped us immensely to commit ourselves to a professional planning process that will serve us well for years to come. This is the type of undertaking that would be impossible for us to pursue without support. We have gained valuable marketing knowledge and new production efficiencies as a result of the process. The process has led directly and indirectly to four new people joining our expanded staff. I believe that BPIDP business planning support can be of particular benefit to mid-sized companies like ourselves and encourage all publishers to give serious consideration to the benefits of business planning."

Rodger Touchie
Publisher, Heritage House

Publishing Internships

Launched in 2000-01, BPIDP publishing internships help Canadian book publishers, and national and regional associations, develop a pool of new book industry professionals. Publishing internships are – in combination with initiatives like the new succession planning tools and funding – essential to the long-term sustainability and vitality of the Canadian book industry. Special priority is given by the program to internships involving aboriginal or culturally diverse participants.

The number of publishing internships supported by Aid to Industry and Associations has grown every year since 2000. To date, 41 English-language firms and 17 French-language book publishing firms have participated in publishing internships.

Industry Research

Canadian Publishers' Council Book Buying Study

In 2004-05, Aid to Industry and Associations supported the Canadian Publishers' Council study, *Book Buying Attitudes & Behaviours*. The study explores how and why English-speaking Canadian adults buy books. It also suggests possible ways of encouraging this segment of the population to both read and buy more books.

Book Buying Attitudes & Behaviours was released in January 2005 and can be purchased at www.pubcouncil.ca. The study is the first part of a two-part initiative. The second will consist of targeted, collaborative industry efforts to modify existing practices to increase book buying levels.



Over 72% of the titles published in Canada are authored by Canadians.

New faces of book publishing: Some 2004-05 publishing interns

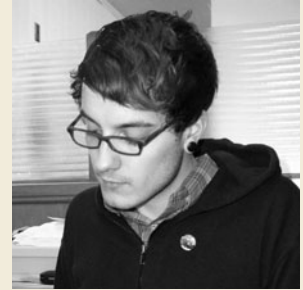
**Angela
Leung**

ASSOCIATION OF
BOOK PUBLISHERS
OF BRITISH COLUMBIA



**Robbie
MacGregor**

FORMAC
PUBLISHING



**Lisa
Lévesque**

BOUTON D'OR
ACADIE



**Suzanne
Bates**

THEYTUS
BOOKS

**Hiro
Boga**

OOLICHAN
BOOKS



**Katherine
Hale**

NEWEST
PUBLISHERS



**Alethea
Adair**

UNIVERSITY OF
ALBERTA PRESS



**Mitch
Dermer**

HOUSE OF
ANANSI PRESS

Supply Chain Initiative



The 'supply chain' is the entire process of production scheduling, order processing, inventory management, warehousing, procurement, transportation and customer service. An effective supply chain features integrated processes throughout the chain based on common standards and technologies.



Established in 2002, Book Publishing Industry Development Program's Supply Chain Initiative supports industry participation in Canadian book supply chain innovations.

These improvements result in labour cost savings by replacing manual data entry with automated processes; production runs more closely related to demand; cost savings in shipping, receiving, and billing; and information sharing that allows more effective strategic planning.

The bottom line is that a better book supply chain will lead to improved profits, helping the industry become more viable and resilient to change. And a stronger Canadian book industry will be better able to invest in the production and promotion of Canadian books.

Currently, the Supply Chain Initiative has three key priorities:

- Bibliographic Data: improving the accuracy and comprehensiveness of bibliographic data on books for sale in the Canadian market.
- Electronic Data Interchange: promoting standards-driven electronic communication between all sectors of the industry.
- Sales Data Analysis: increasing access to accurate and timely data on book sales in the Canadian market.

Supply Chain Initiative funding is available for Canadian book publishers who make a significant investment in the development and maintenance of their bibliographic database. In addition, project funding is provided to Canadian book industry participants, such as distributors, wholesalers and retailers, in order to facilitate improvements to bibliographic data, electronic communication and inventory management technology. A complete

listing of projects supported in 2004-05 is available on page 49 of this report and at www.canadianheritage.gc.ca/bpidp.

Bibliographic Data

Support for book publishers

In 2004-05, the Supply Chain Initiative provided \$1,092,500 in funding to 156 Canadian publishers for bibliographic database improvements. Eligible expenses for this support include hardware, software and labour expenses directly related to bibliographic data activities.

Since the first year of funding in 2002-03, the Supply Chain Initiative has provided a total of \$3,040,000 to Canadian book publishers. Between 2003-04 and 2004-05, there was a 19% increase in the number of publishers participating in the component.

Bibliographic data certification in the English-language market

BookNet Canada (BNC) has developed a Canadian Bibliographic Standard with Bronze, Silver and Gold levels of data quality. Through these standards, BNC is able to certify publishers, data aggregators and software vendors that have attained the necessary level of data quality. To date, twelve publishers and three software vendors have received certification.

BNC's Canadian Bibliographic Standard has now been integrated into the Supply Chain Initiative's eligibility criteria. To be eligible for funding in 2005-06, English-language publishers must achieve a Canadian Bibliographic Standard Bronze Level certification.

BookNet is also working hard to ensure that Canadian book publishers, distributors and retailers are able to make a smooth transition to the new 13-digit International Standard Book Number, which will be implemented worldwide by 2007.

BNC has a three-year bibliographic data project through the Supply Chain Initiative, with a total contribution amount of \$551,083. The objectives of this project include assisting Canadian publishers to make improvements to their in-house databases; acting as a liaison between book publishers, retailers and commercial data aggregators to improve the accessibility of data; and implementing methods for monitoring and certifying data quality.

Central bibliographic database and certification in the French-language market
BPIDP has funded *La Société de gestion de la banque de titres de langue française* (BTLF) since its inception, providing support for the development of a bibliographic database with over 550,000 French-language titles. In 2004, BTLF formed a partnership with Electre, a French bibliographic data aggregator, for the creation of a research and data management tool called Memento. According to BTLF's plans, Memento will become the authoritative database for all French-language titles in North America.

In spring 2005, BTLF implemented a bibliographic data certification process with two data quality levels – Minimal and Enriched. To be eligible for Supply Chain Initiative funding in 2005-06, French-language publishers must submit their in-house bibliographic data directly to BTLF in the required format, which is Minimal Level.

BTLF currently has two multi-year bibliographic data projects through the Supply Chain Initiative, with a total contribution amount of \$626,040. The objectives of these projects include creating and maintaining a central database of bibliographic data for Canadian French-language titles, verifying and updating this data, and providing access to this data to the Canadian book industry.

Electronic Data Interchange

In 2004-05, both language markets established Electronic Data Interchange (EDI) platforms to facilitate electronic communication between industry participants. An EDI platform allows for computer-to-computer exchange of business information in standard formats. Participants can instantly send purchase orders, advanced shipping notices and invoices, which are then automatically accepted into the receiver's operating system. EDI documents cost less to process than transactions done by mail, fax or phone, lowering costs for both publishers and booksellers.

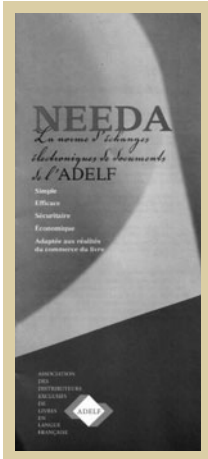
English-language market EDI platform
BookNet Canada launched Pubnet Canada, an EDI network, for the English-language market in January 2004. Pubnet allows publishers to achieve considerable cost reductions by moving from competing networks to the new network. It is estimated that Pubnet has allowed participants to decrease costs by 50%-70%.

To date, there are 64 publishers, distributors and wholesalers, and 107 retailers using Pubnet. More than 85% of all purchase orders in the English-language market are being cleared through Pubnet's EDI network – 720,000 orders in 2004 alone.

BNC currently has a three-year EDI project through the Supply Chain Initiative, for a total of \$1,003,199. Objectives include selecting a new electronic communication network that is appropriate to the industry's capacity and providing ongoing support to the industry in its adoption of the tools required to support the system.

French-language market EDI platform

The *Association des distributeurs exclusifs de livres en langue française* (ADELF) created NEEDA for EDI in the French-language market. NEEDA is a free platform that allows retailers and distributors



The NEEDA brochure of the Association des distributeurs exclusifs de livres en langue française

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to communicate electronically. Prior to NEEDA, only a few large distributors were using EDI in the French-language market and it was costing the participants a total of \$150,000 per year. To date, 18 distributors and 110 bookstores subscribe to NEEDA.

ADEL currently has a two-year project through the Supply Chain Initiative, for a total of \$114,675. The objective of this project is to assist a maximum of another 40 French-language bookstores to implement NEEDA.

Sales Data Analysis

A Sales Data Analysis service tracks sales from all retail channels and reports to subscribers on what is selling, how fast it is selling and how soon reorders or reprints are necessary to maximize sales. The visibility of sales across all retail channels that is achieved through SDA allows publishers to make more informed decisions with respect to reprints, warehouse stock allocation, marketing and publicity, and editorial strategies. It also allows booksellers to identify missing titles, see performance by subject area and improve underperforming areas.

Sales Data Analysis in the English-language market

BNC's SDA service will track data from participating retail sources, including chains,

independents, college/university stores, online stores and non-traditional book retailers such as grocery chains, and will provide meaningful reports to subscribers. BNC SalesData will give book retailers and publishers the information necessary to predict trends, manage their inventories and reduce operating costs.

The advantage of being the last English-language country to implement a SDA service is that the Canadian system can address the key shortcomings of systems in other markets, such as a lack of historical archiving, inventory position and access to raw data for offline analysis.

BNC has begun data collection with participating retailers. BNC SalesData will be officially launched in June at BookExpo 2005.

BNC currently has a three-year SDA project, for a total of \$573,213. Objectives include facilitating the introduction of a sales tracking service in Canada; and supporting the industry in its adoption and use of the system.

Sales Data Analysis in the French-language market

In March 2005, the Department of Canadian Heritage organized a meeting between the BTLF, ADEL and BookNet Canada. It was acknowledged

by meeting participants that a French-language SDA service could be implemented more quickly and economically if both language markets work together to build on the results achieved in the English-language market.

Participants discussed the key actions required for the implementation of a SDA service for the French-language market, determined roles and responsibilities and began development of a communication plan. During 2005-06, the BTLF, ADELFI and BookNet will work on a business plan for a French-language SDA service.

Encouraging the Adoption of Technology

In order to ensure that the Canadian book industry is able to take advantage of the improvements made to the supply chain, BPIDP provides funding to various industry participants, such as distributors, retailers and associations, for projects that will benefit the industry as a whole. These projects typically focus on facilitating the adoption of technologies and practices related to supply chain management. For example:

Association of Canadian Publishers

The Association of Canadian Publishers (ACP) currently has a project through the Supply Chain Initiative that encourages English-language book publishers' adoption of a common, low-cost accounting, order-processing and fulfillment software package.

The ACP has completed the first phase of the project, which included assessing its members' needs, researching available software options and selecting an optimal combination of software providers. The second phase, including the purchase and implementation of the software, is planned for 2005-06.

Association des libraires du Québec

The *Association des libraires du Québec* (ALQ) currently has a project that encourages the adoption of Electronic Data Interchange technology by French-language bookstores.

In partnership with BPIDP and the *Société de développement des entreprises culturelles du Québec*, ALQ is helping bookstores meet the current standards for technological infrastructure in the French-language book publishing industry. The Société is contributing toward the booksellers' expenses for purchasing the necessary hardware and BPIDP is contributing toward software costs. Fifteen bookstores are participating in this project.

Wolf Creek Books

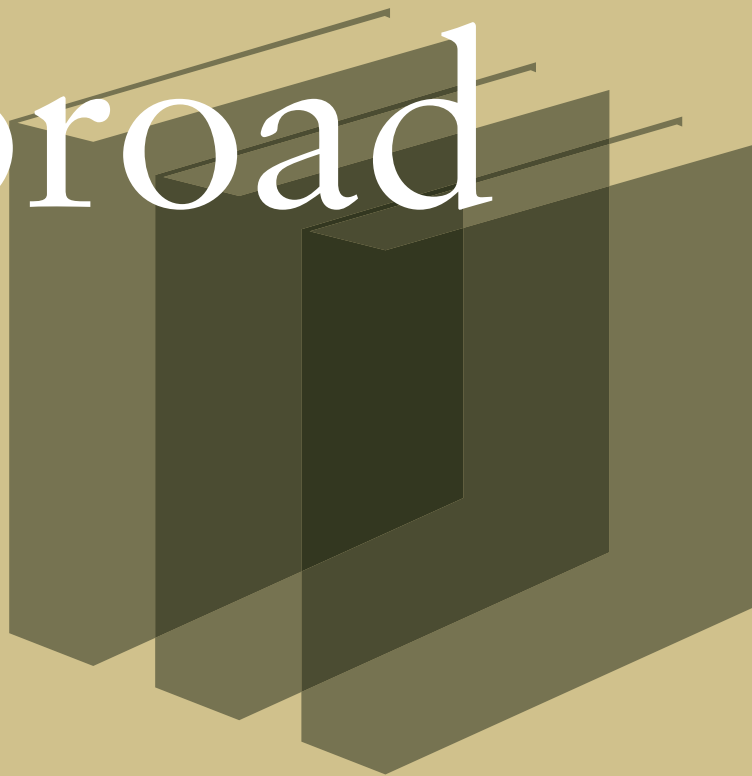
Wolf Creek Books is a key book publisher and distributor in the Yukon. It distributes more than 100 titles for a variety of Canadian-owned publishers to approximately 45 different retail outlets in the Yukon and northern BC, and another 20 outlets in Alaska. Almost all of these retailers are non-traditional book retailers such as gift stores and hotels.

To strengthen Wolf Creek's distribution of Canadian books to northern communities, a project supported by the Supply Chain Initiative will focus on Wolf Creek's bibliographic data capabilities. It consists of the purchase of software that will facilitate bibliographic database improvements, computer hardware purchases and warehouse equipment purchases. On completion of the project, Wolf Creek Books will be able to achieve BNC's Canadian Bibliographic Standard Gold Level certification.



The Canadian book industry exchanged one million electronic purchase orders through the Pubnet EDI network in its first year of operation in Canada.

Canadian Books Abroad



It was a banner year for global recognition of the achievements of Canadian books. In June 2004, one of Scotland's national newspapers ran a feature, "Canada Offers an Example to the Scots", on our success in promoting Canadian writers against the cultural influence of a more populous neighbouring country.



Just one month after the article in *The Scotsman, Newsweek* did a cover story titled “The World's Best Countries” surveying what is pre-eminent in countries around the world. According to the article, Canada is the top country for writers to call home.

Titled "The Literary Life: Authors revel in global acclaim and public funding", the section about Canada names prestigious Canadian writers like Margaret Atwood, Gil Courtemanche, Yann Martel and Michael Ondaatje – all of whom are published by BPIDP-supported publishers – and suggests that Canada is going through a golden age of literature. The article also cites substantial and sustained public support of writers, publishers, literary organizations and book festivals as a major factor in this success.

Global promotion of Canadian writing and international marketing for Canadian books remain priorities of the Publishing Policy and Programs Branch. Support for international marketing is delivered through the International Marketing Assistance component of BPIDP. The Branch also works with partners such as the Canada Council for the Arts and the Department of Foreign Affairs and International Trade to develop special projects that raise the profile of Canadian writing around the world.

International Marketing Assistance

BPIDP's support for international marketing is focused on developing exports by Canadian-owned publishers and increasing the distribution and promotion of Canadian titles abroad. This investment helps Canadian publishers increase their revenue beyond the limits dictated by Canada's small domestic market.

Since 1985, BPIDP has delivered its international marketing support through a partnership with the Association for the Export of Canadian Books (AECB). In 2004-05, the program provided \$4.8M in funding to the AECB to administer the International Marketing Assistance component. In addition, BPIDP support is used by the AECB to provide value-added services such as market intelligence and for the association's operational costs.

Association for the Export of Canadian Books

The AECB is a non-profit industry organization and the only national book industry association with the sole purpose of fostering and facilitating the growth of Canadian publisher export sales. In addition to the partnership with Canadian Heritage, the AECB works with other government departments and agencies, Canadian publishers and industry associations to deliver financial assistance, logistical support at international fairs, market intelligence, professional development and promotional tools.

In 2004-05, the AECB allocated \$3.9M (81%) of its BPIDP contribution directly to Canadian publishers through the four funding sub-components of International Marketing Assistance: the Export Marketing Assistance Program, New Market Development Fund, Export Expertise Development Fund and the Foreign Rights Marketing Assistance Program. An additional \$341K of BPIDP support carried over from 2003-04, bringing the total direct funding to publishers to \$4.24M. This additional funding was distributed through the New Market Development Fund.

A complete listing of publishers supported in 2004-05 is available on page 49 of this report.



The export of books from Canada represents 21% of all cultural goods exported.

BPIDP International Marketing Assistance Funding 2004-05

Total: \$4.24M

	Applications submitted	Applications approved	Funding allocated	Maximum contribution
Export Marketing Assistance Program	142	139	\$2.6M	\$42K
New Market Development Fund	82	80	\$940K	\$24K
Export Expertise Development Fund	22	16	\$100K	\$10K
Foreign Rights Marketing Assistance Program	144	141	\$600K	n/a

“The Export Marketing Assistance Program offers such significant benefits to publishers trying to break into export markets. The confidence provided by EMAP support made it possible to consider projects that would have been completely outside our means without it.”

Jonathan Lovat Dickson
President, Pippin Publishing Corporation

Market intelligence

In 2004-05, the AECB added three new market guides – for the United Kingdom, Spain and Australia – to its list of over 15 guides that are available to Canadian book publishers. The AECB also studied print-on-demand as an export option for Canadian publishers. The study explores the viability of print-on-demand for exporting, discusses recent developments with the Google Internet search engine, and identifies international firms offering POD services. The study will be

offered to *AECB News* recipients in downloadable form at the association's website.

International trade fairs

The AECB coordinated the collective Canada stand at five major international book fairs in 2004-05: Bologna Children's Book Fair, BookExpo America in Chicago, Liber Book Fair in Barcelona, Frankfurt Book Fair and the London Book Fair. The association introduced new Canadian publishers to each of these fairs and helped returning publishers expand and consolidate their network of foreign partners.

Professional development

To complement its market guides, the AECB conducted a number of seminars in 2004-05 on topics such as the United States children's book market and online marketing. Over 30 delegates from 20 publishing companies attended the seminar on trends in the children's/young adult market in the US. In addition to the seminar, the AECB scheduled individual meetings between participating publishers and the guest speakers.



Canada stand at the London Book Fair

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In February 2005, an Internet marketing expert conducted a French-language seminar in Montréal on the development of an Internet sales strategy including implementation and legal aspects. Also in February, a US publishing consultancy specializing in online marketing strategy, campaigns and training conducted a one-day seminar in Toronto on online book promotion.

Promotion

Over the last three years, the AECB has developed collective promotional tools targeted to specific markets or events and built on its partnership with Canadian embassies and consulates.

The association took its travelling Canadian book display, together with the 2004 edition of its *Books on Canada* catalogue, to 32 Canadian Studies conferences in 17 countries around the world. The 2005 edition of the catalogue lists over 340 titles, nearly a 30% increase over last year, from 67 Canadian publishers. Ten new publishers are participating in the 2005 edition including three from Quebec. The catalogue is also distributed at the Canada stand at international book fairs.

In 2004-05, the AECB published and distributed two editions of the *Rights Canada* catalogue. The Fall 2004 edition received an unprecedented

number of submissions – 155 from 50 publishers, three of which were new participants. The Spring 2005 edition was mailed to over 2,500 foreign publishers and agents from 70 countries, well ahead of the London Book Fair and Bologna Children's Book Fair.

The AECB published and distributed three updated trade catalogues and put together three travelling trade collections used by the association's network of Canadian embassies abroad. The association also carried out a pilot project, Celebrating Canadian Publishing, with the objective of building and consolidating partnerships between the AECB and Canadian embassies.

More information about the programs and services offered by the Association for the Export of Canadian Books is available at www.aecb.org.

Global Promotion of Canadian Writing

Canada: A World of Stories

There are stories that go beyond borders, capturing a universal imagination and lingering in the minds of people from every walk of life and in every corner of the world.

Sample pages from the *Canada: A World of Stories* brochure

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That's the opening sentence of the *Canada: A World of Stories* brochure that Publishing Policy and Programs produced in collaboration with the Canada Council in 2004 – and it captures why there is a need for such publications. Canadian authors and publishers are creating stories that not only speak to Canadians but to readers everywhere. Tools like *Canada: A World of Stories* are invaluable for promoting Canadian writing on an international stage to key publishers, literary agents and media.

Belgrade International Book Fair

Canada was the Belgrade International Book Fair's guest-of-honour nation in October 2003. Publishing Policy and Program worked with the AECB, Canada Council for the Arts and the Department of Foreign Affairs and International Trade to support the Canadian presence at the fair. Media coverage of the Canada booth was extraordinary – there were more than 70 newspaper articles on Canadian literature and publishing plus numerous radio and TV interviews.

As a result of Canada's successful participation in the Belgrade fair, representatives of five key publishing houses from Serbia and Montenegro came to Canada in June 2004, visiting Toronto during BookExpo, Ottawa and Montréal. The publishers, who have all been engaged in the

translation of Canadian books, came to Canada with a view to acquiring and selling rights, establishing a mentorship program between the publishing sectors of the two countries and arranging for Serbian and Montenegrin publishers and authors to participate in the *Salon du livre de Montréal*, *Salon international du livre de Québec* and *Blue Metropolis International Literary Festival*.

China Trade Mission

The next international promotion project involving BPIDP is the Association of Canadian Publishers' trade mission to China in June 2005. The Aid to Industry and Associations component of the program is providing support for the trade mission, which has enormous potential for the Canadian book industry. Its objective is to set the stage for greater exports of Canadian books to the Chinese market and increased foreign right sales.

Fifteen selected Canadian publishers will travel to China to learn how the industry operates there and meet with Chinese book publishers and retailers. The trade mission will also include meetings with officials involved in the publishing trade and presentations on different genres of Canadian publishing.

Forward

The growth of Canadian writing and book publishing in the last quarter century is one of our most remarkable cultural success stories. It comes as no surprise that magazines like *Newsweek* and *The Scotsman* would publish articles recognizing Canada for the excellence of its literature and the quality of public support for its book industry.

For 2005-06, Publishing Policy and Programs will focus on a broad range of initiatives and issues vital to building on this success. These include Montréal World Book Capital and other collective promotion projects, tools like the national readership survey and succession planning guides, aboriginal publishing and cultural diversity, and Sales Data Analysis for the French-language market.

Working together with Canadian publishers, industry associations, booksellers and authors on exciting projects like Montréal World Book Capital will not only contribute to a stronger and more viable industry in the coming year, it will help ensure that Canadian books are an important part of the lives of readers everywhere for many years to come.

The Numbers



Aid to Publishers

Statistical Overview

	2000-01	2001-02	2002-03	2003-04	2004-05
Number of Book Publishers – Total	213	217	217	221	218
French-Language Book Publishers	105	105	104	102	100
English-Language Book Publishers	108	112	113	119	118
Number of New Titles Published – Total	5,708	5,874	6,277	6,270	6,098
French-Language Book Publishers	3,368	3,446	3,856	3,889	3,376
English-Language Book Publishers	2,340	2,428	2,421	2,381	2,722
Sales of Canadian-Authored Titles					
Total (in millions of dollars)	260	281	288	281	272
French-Language Book Publishers	130	137	144	146	143
English-Language Book Publishers	131	144	144	135	130
Publishing Revenue					
Total (in millions of dollars)	369	388	410	416	393
French-Language Book Publishers	191	199	203	224	216
English-Language Book Publishers	178	190	208	192	177
Total Revenue					
Total (in millions of dollars)	627	615	635	671	658
French-Language Book Publishers	258	267	280	304	301
English-Language Book Publishers	369	348	355	367	357
Sales of Canadian-Authored Titles as a % of Total Revenue	41.6%	45.6%	45.4%	41.9%	41.3%
Profit Margin (Median)	4.0%	2.3%	2.9%	4.8%	3.0%
Number of Publishers per Total Revenue Category					
Less than \$200,000	22	26	23	22	19
\$200,000 to \$999,999	101	104	98	102	96
\$1 million to \$4,999,999	60	56	65	62	70
\$5 million and greater	30	31	31	35	33
Publishers and Contributions per Region in 2004-05					
	Publishers	% of Total	\$ Millions	% of Total	
British Columbia	23	10.6%	2.4	9.0%	
Prairies and North	26	11.9%	2.3	8.8%	
Ontario	62	28.4%	7.3	27.6%	
Quebec	97	44.5%	13.8	52.0%	
Atlantic	10	4.6%	0.7	2.6%	
Total	218	100.0%	26.5	100.0%	

Notes:

- Totals may not sum due to rounding.
- Data are reviewed and revised on an on-going basis. This can result in changes to data published in previous editions of the annual reports.

Book Publishing Industry Development Program

Funding by recipient 2004-05

Recipient		04-05 Contribution	Total Multi-year Contribution
* Alliage Éditeur	Aid to Publishers	\$ 10,176	—
Total: \$20,268	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 2,592	—
	IMA, New Market Development Fund	\$ 2,500	—
* Altitude Publishing Group of Companies	Aid to Publishers	\$ 160,285	—
Total: \$212,499	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 31,214	—
	IMA, New Market Development Fund	\$ 11,000	—
* Annick Press Ltd.	Aid to Publishers	\$ 188,296	—
Total: \$265,186	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 37,890	—
	IMA, New Market Development Fund	\$ 24,000	—
	IMA, Export Expertise Development Fund	\$ 5,000	—
Anvil Press Inc.	Aid to Publishers	\$ 6,992	—
Total: \$16,402	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 4,410	\$ 7,644
Apple Press Publishing Limited	Aid to Publishers	\$ 14,872	—
Total: \$14,872			
Aquila Communications Inc.	Aid to Publishers	\$ 58,764	—
Total: \$63,764	Supply Chain for Publishers	\$ 5,000	—
* Arsenal Pulp Press Ltd.	Aid to Publishers	\$ 106,383	—
Total: \$157,620	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 34,737	—
	IMA, New Market Development Fund	\$ 9,000	—
Art Global Inc.	Aid to Publishers	\$ 42,047	—
Total: \$42,047			
Association des auteurs de la Montérégie	AIA, Marketing and Promotion - Grands prix du livre 2004	\$ 2,300	\$ 9,500
Total: \$9,500	AIA, Marketing and Promotion - Grand prix du livre 2005	\$ 7,200	\$ 9,500
Association des distributeurs exclusifs de livres en langue française	SCI, Efficacité des échanges distributeurs/libraires	\$ 3,694	\$ 13,694
Total: \$32,669	SCI, Projet d'aide aux libraires - soutien au déploiement de NEEDA	\$ 28,975	\$ 114,675
Association des libraires du Québec	AIA, Professional Development	\$ 28,309	\$ 63,695
Total: \$237,888	SCI, Amélioration de l'infrastructure informatique des librairies indépendantes	\$ 209,579	—

AIA -- Aid to Industry and Association
IMA -- International Marketing Assistance
SCI -- Supply Chain Initiative
***** -- Publishers marked with * have been deemed eligible to IMA, Foreign Rights Marketing Assistance Program, however contribution amounts were not available when this report was printed.
 For more information contact the Association for the Export of Canadian Books at www.aecb.org.

The amounts reported have been approved by the Minister of Canadian Heritage, however there may be a small variation compared to actual contributions.

Recipient		04-05 Contribution	Total Multi-year Contribution
Association nationale des éditeurs de livres	AIA, Professional Development - Forum de l'édition 2004	\$ 6,325	—
Total: \$169,862	AIA, Marketing and Promotion - Journée mondiale du livre	\$ 70,000	\$ 100,000
	AIA, Marketing and Promotion - Journée mondiale du livre	\$ 30,000	\$ 100,000
	AIA, Professional Development	\$ 19,350	\$ 62,411
	AIA, Professional Development	\$ 27,787	\$ 54,970
	IMA, Export Marketing Assistance Program	\$ 16,400	
Association of Book Publishers of British Columbia	AIA, Marketing and Promotion - BC Books for BC Schools	\$ 26,220	\$ 52,493
Total: \$67,572	AIA, Marketing and Promotion - Collective	\$ 13,436	\$ 29,987
	AIA, Marketing and Promotion - Collective	\$ 2,887	\$ 12,224
	AIA, Marketing and Promotion - Library Book Purchase Plan	\$ 5,733	\$ 32,183
	AIA, Research - Impact Tax Credit	\$ 2,885	\$ 10,057
	AIA, Internship	\$ 10,560	\$ 16,000
	AIA, Professional Development	\$ 5,851	\$ 11,744
Association of Canadian Publishers	AIA, Marketing and Promotion - Books in Schools	\$ 35,535	\$ 71,645
Total: \$210,427	AIA, Internship	\$ 14,400	\$ 16,000
	AIA, Marketing and Promotion - Digital Media List	\$ 8,953	—
	AIA, Marketing and Promotion - Media Monitoring	\$ 5,065	\$ 6,331
	AIA, Professional Development	\$ 21,986	—
	AIA, Marketing and Promotion - Website Upgrade	\$ 29,541	\$ 48,999
	AIA, Marketing and Promotion - Salon du livre de Montréal 2004	\$ 9,488	—
	AIA, Professional Development - SFU Summer Publishing Workshops	\$ 34,934	—
	AIA, Marketing and Promotion - Trade Mission to China	\$ 40,000	\$ 98,200
	IMA, Export Marketing Assistance Program	\$ 10,525	
Association of Canadian University Presses	AIA, Professional Development - Seminars at AAUP	\$ 17,543	—
Total: \$17,543			
Association of English-Language Publishers of Quebec	AIA, Marketing and Promotion - Montreal Review of Books 2004 & 6 Seminars	\$ 24,264	\$ 26,960
Total: \$34,889	AIA, Marketing and Promotion - Montreal Review of Books 2005	\$ 10,625	\$ 26,563
Association of Manitoba Book Publishers	AIA, Marketing and Promotion - Prairie Books NOW	\$ 19,000	\$ 38,000
Total: \$24,633	AIA, Marketing and Promotion - Book Expo 2004	\$ 1,683	\$ 6,475
	AIA, Marketing and Promotion - Book Expo 2005	\$ 3,950	\$ 6,210
Atlantic Publishers Marketing Association	AIA, Marketing and Promotion - Atlantic Book Today	\$ 95,000	\$ 189,000
Total: \$177,625	AIA, Marketing and Promotion - Atlantic Holiday Books 2004	\$ 35,125	—
	AIA, Marketing and Promotion - Books for the summer 2004	\$ 34,500	—
	AIA, Professional Development - Sale Data Analysis Sessions	\$ 13,000	—
Banff Centre	AIA, Professional Development - International Literary Translation	\$ 10,000	—
Total: \$10,000			
* Bayeux Arts Inc.	Aid to Publishers	\$ 16,156	—
Total: \$43,261	IMA, Export Marketing Assistance Program	\$ 12,605	—
	IMA, New Market Development Fund	\$ 4,500	—
	IMA, Export Expertise Development Fund	\$ 10,000	—
Beauchemin International Inc.	Aid to Publishers	\$ 52,415	—
Total: \$52,415			

Recipient		04-05 Contribution	Total Multi-year Contribution
* Between the Lines Incorporated	Aid to Publishers	\$ 45,811	—
Total: \$53,677	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 2,866	—
* Bibliothèque québécoise inc.	Aid to Publishers	\$ 67,141	—
Total: \$78,606	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 2,965	—
	IMA, New Market Development Fund	\$ 3,500	—
Blue Metropolis / Metropolis Bleu	AIA, Marketing and Promotion - Festival 2004	\$ 16,250	\$ 65,000
Total: \$65,000	AIA, Marketing and Promotion - Festival 2005	\$ 48,750	\$ 65,000
Book and Periodical Council	AIA, Professional Development - Book Summit 2004	\$ 14,775	—
Total: \$14,775			
Book Publishers Association of Alberta	AIA, Marketing and Promotion - Best of the West	\$ 23,400	\$ 52,000
Total: \$29,874	AIA, Marketing and Promotion - Book Expo 2004	\$ 1,749	\$ 7,492
	AIA, Marketing and Promotion - Book Expo 2005	\$ 850	\$ 7,500
	SCI, Professional Development - Sales Data	\$ 3,875	—
BookNet Canada	SCI, Bibliographic Data Strategy	\$ 184,426	\$ 551,083
Total: \$637,050	SCI, Electronic Communication Platform	\$ 162,701	\$ 1,003,200
	SCI, Sales Data Tracking Service	\$ 211,477	\$ 573,213
	SCI, International Standards	\$ 78,446	\$ 350,447
Bookshorts	AIA, Marketing and Promotion - Bookshorts	\$ 40,000	—
Total: \$40,000			
Borealis Press Limited	Aid to Publishers	\$ 37,889	—
Total: \$42,889	Supply Chain for Publishers	\$ 5,000	—
Bouquinistes du Saint-Laurent (Les)	AIA, Marketing and Promotion - Activités et promotion d'auteurs	\$ 35,000	—
Total: \$35,000			
Bouton d'or Acadie	Aid to Publishers	\$ 9,802	—
Total: \$29,202	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 14,400	\$ 16,000
* Breakwater Books Limited	Aid to Publishers	\$ 117,263	—
Total: \$129,232	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 1,969	—
Breton Books	Aid to Publishers	\$ 28,312	—
Total: \$33,312	Supply Chain for Publishers	\$ 5,000	—
Brick Books Inc.	Aid to Publishers	\$ 12,337	—
Total: \$17,337	Supply Chain for Publishers	\$ 5,000	—
* Broadview Press Inc.	Aid to Publishers	\$ 204,086	—
Total: \$280,186	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 42,100	—
	IMA, New Market Development Fund	\$ 24,000	—
* Broquet Inc.	Aid to Publishers	\$ 128,248	—
Total: \$150,597	IMA, Export Marketing Assistance Program	\$ 17,849	—
	IMA, New Market Development Fund	\$ 4,500	—
Caitlin Press Inc.	Aid to Publishers	\$ 17,025	—
Total: \$22,025	Supply Chain for Publishers	\$ 5,000	—
Canadian Children's Book Centre	AIA, Marketing and Promotion - Book News	\$ 49,985	\$ 112,467
Total: \$49,985			
Canadian Plains Research Center	Aid to Publishers	\$ 37,106	—
Total: \$37,106			
Canadian Publishers' Council	AIA, Research - Consumer Book Purchasing Study	\$ 45,000	—
Total: \$45,000			

Recipient		04-05 Contribution	Total Multi-year Contribution
* Canadian Scholars' Press Inc.	Aid to Publishers	\$ 90,463	—
Total: \$113,045	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 15,082	—
Captus Press Inc.	Aid to Publishers	\$ 108,222	—
Total: \$119,752	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 4,030	—
CARIAD	AIA, Marketing and Promotion	\$ 3,975	\$ 39,750
Total: \$3,975			
CCI Learning Solutions Inc.	Aid to Publishers	\$ 157,935	—
Total: \$165,864	IMA, Export Marketing Assistance Program	\$ 4,429	—
	IMA, New Market Development Fund	\$ 3,500	—
Centre FORA	AIA, Marketing and Promotion - Salon Sudbury	\$ 18,000	—
Total: \$18,000			
Coach House Books Inc.	Aid to Publishers	\$ 27,357	—
TOTAL: \$41,357	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 9,000	—
* Collectors Guide Publishing Inc.	Aid to Publishers	\$ 79,118	—
Total: \$150,218	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 42,100	—
	IMA, New Market Development Fund	\$ 24,000	—
Collège universitaire de Hearst (Les amis du)	AIA, Marketing and Promotion - Salon du livre	\$ 9,000	\$ 10,000
Total: \$9,000			
Communications Jeunesse	AIA, Marketing and Promotion - Le plaisir de lire	\$ 138,870	—
Total: \$138,870			
Cormorant Books Inc.	Aid to Publishers	\$ 28,951	—
Total: \$35,621	AIA, Internship	\$ 6,670	\$ 16,900
* Coteau Books	Aid to Publishers	\$ 80,189	—
Total: \$95,411	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 3,722	—
	IMA, New Market Development Fund	\$ 3,500	—
	IMA, Export Expertise Development Fund	\$ 3,000	—
* Crabtree Publishing Company Limited	Aid to Publishers	\$ 480,714	—
Total: \$563,955	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 39,241	—
	IMA, New Market Development Fund	\$ 24,000	—
	IMA, Export Expertise Development Fund	\$ 10,000	—
Crime Writers of Canada	AIA, Marketing and Promotion - Awareness Campaign	\$ 6,225	\$ 12,275
Total: \$6,225			
Curriculum Plus-Bailey Press Ltd.	Aid to Publishers	\$ 34,369	—
Total: \$34,369			
DC Books	Aid to Publishers	\$ 3,303	—
Total: \$9,803	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 1,500	—
* Décarie éditeur inc.	Aid to Publishers	\$ 59,362	—
Total: \$66,662	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 2,300	—
* Detselig Enterprises Ltd.	Aid to Publishers	\$ 38,168	—
Total: \$51,761	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 8,593	—

Recipient		04-05 Contribution	Total Multi-year Contribution
Distribution Livres Unvers	SCI, Site Internet transactionnel multifonctionnel	\$ 43,913	—
Total: \$43,913			
Doris Giller Rabinovitch Foundation	AIA, Marketing and Promotion - Giller Prize	\$ 49,821	—
Total: \$49,821			
* Douglas & McIntyre Ltd.	Aid to Publishers	\$ 493,295	—
Total: \$576,321	Supply Chain for Publishers	\$ 10,000	—
	AIA, Business Planning	\$ 2,410	\$ 24,100
	IMA, Export Marketing Assistance Program	\$ 41,616	—
	IMA, New Market Development Fund	\$ 24,000	—
	IMA, Export Expertise Development Fund	\$ 5,000	—
Dub Poets Collective	AIA, Marketing and Promotion - International Festival	\$ 30,000	—
Total: \$30,000			
* Dundurn Press Limited	Aid to Publishers	\$ 166,273	—
Total: \$190,396	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 9,623	—
	IMA, New Market Development Fund	\$ 4,500	—
* ECW Press Ltd.	Aid to Publishers	\$ 152,347	—
Total: \$287,253	Supply Chain for Publishers	\$ 10,000	—
	AIA, Business Planning	\$ 47,250	—
	AIA, Internship (Montréal)	\$ 11,556	\$ 16,711
	IMA, Export Marketing Assistance Program	\$ 42,100	—
	IMA, New Market Development Fund	\$ 24,000	—
* Édimag inc.	Aid to Publishers	\$ 73,821	—
Total: \$83,027	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 4,206	—
Éditions ADA inc.	Aid to Publishers	\$ 9,727	—
Total: \$9,727			
* Éditions Anne Sigier inc.	Aid to Publishers	\$ 50,757	—
Total: \$73,652	IMA, Export Marketing Assistance Program	\$ 22,895	—
Éditions Banjo inc.	Aid to Publishers	\$ 66,136	—
Total: \$71,136	Supply Chain for Publishers	\$ 5,000	—
* Éditions Berger A.C. inc.	Aid to Publishers	\$ 21,152	—
Total: \$45,645	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 7,193	\$ 10,500
	IMA, Export Marketing Assistance Program	\$ 3,800	—
	IMA, New Market Development Fund	\$ 3,500	—
	IMA, Export Expertise Development Fund	\$ 5,000	—
* Éditions Brault et Bouthillier inc.	Aid to Publishers	\$ 181,610	—
Total: \$192,438	IMA, Export Marketing Assistance Program	\$ 10,828	—
* Éditions de la paix enrg.	Aid to Publishers	\$ 28,041	—
Total: \$33,041	Supply Chain for Publishers	\$ 5,000	—
* Éditions de Mortagne	Aid to Publishers	\$ 101,501	—
Total: \$133,181	IMA, Export Marketing Assistance Program	\$ 31,680	—
Éditions du Noroît	AIA, Internship	\$ 5,870	\$ 10,465
Total: \$5,870			
Éditions du phare inc.	Aid to Publishers	\$ 101,351	—
Total: \$108,851	Supply Chain for Publishers	\$ 7,500	—
* Éditions Hurtubise HMH ltée	Aid to Publishers	\$ 280,635	—
Total: \$311,358	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 11,723	—
	IMA, New Market Development Fund	\$ 9,000	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* Éditions l'Artichaut inc.	Aid to Publishers	\$ 110,550	—
Total: \$180,150	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 42,100	—
	IMA, New Market Development Fund	\$ 20,000	—
* Éditions Marie-France ltée	Aid to Publishers	\$ 121,929	—
Total: \$134,671	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 2,742	—
* Éditions Médiaspaul	Aid to Publishers	\$ 77,662	—
Total: \$88,636	IMA, Export Marketing Assistance Program	\$ 10,974	—
Éditions Michel Quintin inc.	Aid to Publishers	\$ 84,439	—
Total: \$91,939	Supply Chain for Publishers	\$ 7,500	—
* Éditions Mille-Îles inc.	Aid to Publishers	\$ 79,095	—
Total: \$91,843	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 7,748	—
* Éditions Phidal inc.	Aid to Publishers	\$ 260,281	—
Total: \$298,171	IMA, Export Marketing Assistance Program	\$ 37,890	—
Éditions Pierre Tisseyre inc.	Aid to Publishers	\$ 92,457	—
Total: \$99,957	Supply Chain for Publishers	\$ 7,500	—
Éditions Prise de Parole	Aid to Publishers	\$ 18,164	—
Total: \$23,164	Supply Chain for Publishers	\$ 5,000	—
* Éditions Quebecor Média inc.	Aid to Publishers	\$ 689,082	—
Total: \$755,182	IMA, Export Marketing Assistance Program	\$ 42,100	—
	IMA, New Market Development Fund	\$ 24,000	—
* Éditions sciences et culture inc.	Aid to Publishers	\$ 63,634	—
Total: \$79,850	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 6,216	—
Emond Montgomery Publications Limited	Aid to Publishers	\$ 202,593	—
Total: \$212,593	Supply Chain for Publishers	\$ 10,000	—
Fairmount Books	SCI, Canadian Automated Shipping System Project	\$ 4,061	\$ 37,614
Total: \$13,566	SCI, Computer Automated Ordering System	\$ 9,505	\$ 48,240
Fédération des coopératives québécoises en milieu scolaire (COOPSCO)	AIA, Perfectionnement professionnel - Librairies coopératives	\$ 18,750	\$ 25,000
Total: \$18,750			
* Fernwood Publishing Co. Limited	Aid to Publishers	\$ 75,873	—
Total: \$78,286	IMA, Export Marketing Assistance Program	\$ 2,413	—
Festival littéraire international Northrop Frye	AIA, Marketing and Promotion - Promotion des livres pendant le festival	\$ 10,000	\$ 20,000
Total: \$10,000			
Fête du livre de Longueuil	AIA, Marketing and Promotion - Fête du livre et de la lecture de Longueuil	\$ 5,000	—
Total: \$5,000			
Fifth House Ltd.	Aid to Publishers	\$ 103,273	—
Total: \$110,773	Supply Chain for Publishers	\$ 7,500	—
* Firefly Books Ltd.	Aid to Publishers	\$ 612,871	—
Total: \$679,242	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 32,371	—
	IMA, New Market Development Fund	\$ 24,000	—
* Fitzhenry & Whiteside Limited	Aid to Publishers	\$ 219,850	—
Total: \$294,812	Supply Chain for Publishers	\$ 10,000	—
	AIA, Business Planning	\$ 13,250	—
	IMA, Export Marketing Assistance Program	\$ 40,712	—
	IMA, New Market Development Fund	\$ 11,000	—

Recipient		04-05 Contribution	Total Multi-year Contribution
Flanker Press Ltd.	Aid to Publishers	\$ 77,103	—
Total: \$82,103	Supply Chain for Publishers	\$ 5,000	—
Formac Publishing Company Limited	Aid to Publishers	\$ 100,657	—
Total: \$117,782	Supply Chain for Publishers	\$ 7,500	—
	AIA, Internship	\$ 9,625	\$ 10,500
Fourwest	AIA, Marketing and Promotion - 2004-4-West Catalogue	\$ 14,000	—
Total: \$14,000			
Fraser Direct	SCI, Infrastructure Development	\$ 47,268	\$ 55,750
Total: \$66,068	SCI, Web-based Information and Reporting	\$ 18,800	\$ 42,750
* Gaëtan Morin éditeur ltée.	Aid to Publishers	\$ 288,849	—
Total: \$307,618	IMA, Export Marketing Assistance Program	\$ 18,769	—
* Garamond Press Ltd.	Aid to Publishers	\$ 25,176	—
Total: \$30,978	IMA, Export Marketing Assistance Program	\$ 3,302	—
	IMA, New Market Development Fund	\$ 2,500	—
Gaspereau Press	Aid to Publishers	\$ 14,051	—
Total: \$19,051	Supply Chain for Publishers	\$ 5,000	—
* Goose Lane Editions Ltd.	Aid to Publishers	\$ 80,223	—
Total: \$92,216	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 3,493	—
	IMA, New Market Development Fund	\$ 3,500	—
Great Plains Publications Ltd.	Aid to Publishers	\$ 30,585	—
Total: \$35,585	Supply Chain for Publishers	\$ 5,000	—
Green Gables Books	SCI, Sales Development Through Access to Electronic MARC Records	\$ 13,488	\$ 16,363
Total: \$13,488			
* Groupe Beauchemin, éditeur ltée.	Aid to Publishers	\$ 410,319	—
Total: \$456,031	IMA, Export Marketing Assistance Program	\$ 25,712	—
	IMA, New Market Development Fund	\$ 20,000	—
Groupe Educalivres inc.	Aid to Publishers	\$ 600,192	—
Total: \$600,192			
* Groupe Modulo Inc.	Aid to Publishers	\$ 364,268	—
Total: \$379,900	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 5,632	—
* Groupe Ville-Marie littérature inc.	Aid to Publishers	\$ 141,247	—
Total: \$141,618	IMA, Export Marketing Assistance Program	\$ 371	—
* Guérin, éditeur ltée.	Aid to Publishers	\$ 267,015	—
Total: \$284,951	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 3,436	—
	IMA, New Market Development Fund	\$ 4,500	—
* Guernica Editions inc.		—	—
* Guides de voyage Ulysse inc.	Aid to Publishers	\$ 124,816	—
Total: \$181,010	Supply Chain for Publishers	\$ 10,000	—
	AIA, Internship	\$ 1,050	\$ 10,500
	AIA, Internship	\$ 5,250	\$ 10,500
	AIA, Business Planning	\$ 1,175	\$ 11,750
	IMA, Export Marketing Assistance Program	\$ 27,719	—
	IMA, New Market Development Fund	\$ 11,000	—
* Guy Saint-Jean éditeur inc.	Aid to Publishers	\$ 108,460	—
Total: \$139,599	Supply Chain for Publishers	\$ 7,500	—
	AIA, Internship	\$ 8,316	\$ 10,500
	IMA, Export Marketing Assistance Program	\$ 15,323	—
* Hancock House Publishers Ltd.	Aid to Publishers	\$ 71,650	—
Total: \$108,037	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 31,387	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* Harbour Publishing Co. Ltd.	Aid to Publishers	\$ 131,512	—
Total: \$176,705	Supply Chain for Publishers	\$ 10,000	—
	AIA, Internship	\$ 9,450	\$ 10,500
	IMA, Export Marketing Assistance Program	\$ 16,743	—
	IMA, New Market Development Fund	\$ 9,000	—
Harbourfront (International Readings at)	AIA, Marketing and Promotion - Giller Readings	\$ 5,375	\$ 5,375
Total: \$25,375	AIA, Marketing and Promotion - ALOUD	\$ 20,000	\$ 60,000
* Heritage House Publishing Co. Ltd.	Aid to Publishers	\$ 91,404	—
Total: \$154,041	Supply Chain for Publishers	\$ 7,500	—
	AIA, Internship	\$ 8,663	\$ 10,500
	AIA, Business Planning	\$ 31,050	—
	IMA, Export Marketing Assistance Program	\$ 10,924	—
	IMA, New Market Development Fund	\$ 4,500	—
* House of Anansi Press Inc.	Aid to Publishers	\$ 105,840	—
Total: \$133,373	Supply Chain for Publishers	\$ 7,500	—
	AIA, Internship	\$ 6,048	\$ 10,500
	IMA, Export Marketing Assistance Program	\$ 10,485	—
	IMA, New Market Development Fund	\$ 3,500	—
Humber College	AIA, Professional Development - The New face of Publishing	\$ 20,000	—
Total: \$31,863	AIA, Professional Development - Writing and Publishing for Children	\$ 11,863	\$ 20,000
Hyperion Press Limited	Aid to Publishers	\$ 53,905	—
Total: \$107,263	AIA, Internship	\$ 5,382	\$ 7,800
	IMA, Export Marketing Assistance Program	\$ 27,976	—
	IMA, New Market Development Fund	\$ 20,000	—
* Insomniac Press Ltd.	Aid to Publishers	\$ 66,893	—
Total: \$88,575	IMA, Export Marketing Assistance Program	\$ 17,182	—
	IMA, New Market Development Fund	\$ 4,500	—
* International Self-Counsel Press Ltd.	Aid to Publishers	\$ 233,975	—
Total: \$281,865	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 37,890	—
* Irwin Law Inc.	Aid to Publishers	\$ 88,241	—
Total: \$100,500	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 2,259	—
	IMA, New Market Development Fund	\$ 2,500	—
J. Gordon Shillingford Publishing Inc.	Aid to Publishers	\$ 16,850	—
Total: \$16,850			
* James Lorimer & Company Limited	Aid to Publishers	\$ 93,418	—
Total: \$123,663	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program (Formac Publishing Co. Ltd.)	\$ 13,745	—
	IMA, New Market Development Fund	\$ 9,000	—
* Key Porter Books Limited	Aid to Publishers	\$ 422,531	—
Total: \$494,421	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 37,890	—
	IMA, New Market Development Fund	\$ 24,000	—
* Kids Can Press Ltd.	Aid to Publishers	\$ 678,210	—
Total: \$791,318	Supply Chain for Publishers	\$ 10,000	—
	AIA, Internship	\$ 11,650	\$ 17,500
	AIA, Business Planning	\$ 29,568	\$ 49,568
	IMA, Export Marketing Assistance Program	\$ 37,890	—
	IMA, New Market Development Fund	\$ 24,000	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* Lanctôt Éditeur Inc.	Aid to Publishers	\$ 63,277	—
Total: \$71,160	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 2,883	—
* Le boréal express ltée	Aid to Publishers	\$ 240,494	—
Total: \$274,750	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 24,256	—
Le Libraire - Réalisation Denis Lebrun	AIA, Marketing and Promotion - Périodicité du journal Le Libraire	\$ 31,089	\$ 87,576
Total: \$31,089			
* Le Loup de Gouttière inc.	Aid to Publishers	\$ 20,386	—
Total: \$32,699	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 2,313	—
	IMA, New Market Development Fund	\$ 2,500	—
	IMA, Export Expertise Development Fund	\$ 2,500	—
League of Canadian Poets	AIA, Marketing and Promotion - Promotion of Canadian Poetry	\$ 51,543	—
Total: \$51,543			
* Leméac Éditeur Inc.	Aid to Publishers	\$ 169,552	—
Total: \$205,469	IMA, Export Marketing Assistance Program	\$ 26,917	—
	IMA, New Market Development Fund	\$ 9,000	—
* Les Écrits des Forges Inc.	Aid to Publishers	\$ 38,280	—
Total: \$55,171	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 7,391	—
	IMA, New Market Development Fund	\$ 4,500	—
Les éditions Alire Inc.	Aid to Publishers	\$ 79,908	—
Total: \$91,508	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 6,600	\$ 10,400
* Les Éditions chouette (1987) Inc.	Aid to Publishers	\$ 429,802	—
Total: \$505,902	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 42,100	—
	IMA, New Market Development Fund	\$ 24,000	—
* Les éditions coopératives Albert St-Martin de Montréal	Aid to Publishers	\$ 49,211	—
Total: \$66,285	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 8,574	—
	IMA, New Market Development Fund	\$ 3,500	—
Les Éditions David Inc.	Aid to Publishers	\$ 7,274	—
Total: \$12,274	Supply Chain for Publishers	\$ 5,000	—
* Les éditions de la Chenelière inc.	Aid to Publishers	\$ 850,000	—
Total: \$881,307	IMA, Export Marketing Assistance Program	\$ 31,307	—
* Les éditions de la courte échelle inc.	Aid to Publishers	\$ 179,105	—
Total: \$211,379	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 13,274	—
	IMA, New Market Development Fund	\$ 9,000	—
Les éditions de la fondation de l'entrepreneurship	Aid to Publishers	\$ 54,457	—
Total: \$54,457			
Les éditions de l'instant même inc.	Aid to Publishers	\$ 35,891	—
Total: \$40,891	Supply Chain for Publishers	\$ 5,000	—
Les éditions d'enseignement religieux F.P.R. inc.	Aid to Publishers	\$ 59,648	—
Total: \$64,648	Supply Chain for Publishers	\$ 5,000	—
* Les éditions des Intouchables inc.	Aid to Publishers	\$ 140,702	—
Total: \$160,768	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 10,066	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* Les éditions des Plaines	Aid to Publishers	\$ 61,097	—
Total: \$81,892	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 15,795	—
* Les éditions du remue-ménage inc.	Aid to Publishers	\$ 19,151	—
Total: \$46,284	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 10,500	—
	IMA, Export Marketing Assistance Program	\$ 4,133	—
	IMA, New Market Development Fund	\$ 2,500	—
	IMA, Export Expertise Development Fund	\$ 5,000	—
* Les Éditions du Septentrion Inc.	Aid to Publishers	\$ 78,060	—
Total: \$86,355	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 3,295	—
* Les Éditions du Soleil de Minuit Inc.		—	—
* Les Éditions du Vermillon Inc.	Aid to Publishers	\$ 15,697	—
Total: \$24,110	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 3,413	—
* Les Éditions Duval inc.	Aid to Publishers	\$ 245,791	—
Total: \$256,729	IMA, Export Marketing Assistance Program	\$ 10,938	—
* Les Éditions Écosociété	Aid to Publishers	\$ 60,582	—
Total: \$67,967	IMA, Export Marketing Assistance Program	\$ 3,885	—
	IMA, New Market Development Fund	\$ 3,500	—
* Les Éditions Fides	Aid to Publishers	\$ 226,272	—
Total: \$286,479	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 39,207	—
	IMA, New Market Development Fund	\$ 11,000	—
Les éditions Gid Inc.	Aid to Publishers	\$ 50,873	—
Total: \$50,873			
* Les Éditions Héritage Inc.	Aid to Publishers	\$ 165,467	—
Total: \$195,397	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 19,930	—
* Les Éditions J.C.L. Inc.	Aid to Publishers	\$ 87,508	—
Total: \$124,018	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 20,010	—
	IMA, New Market Development Fund	\$ 9,000	—
Les Éditions La Pensée Inc.	Aid to Publishers	\$ 91,286	—
Total: \$98,786	Supply Chain for Publishers	\$ 7,500	—
Les Éditions le Dauphin Blanc inc.	Aid to Publishers	\$ 72,493	—
Total: \$72,493			
* Les Éditions les heures bleues inc.		—	—
Les éditions Liber inc.	Aid to Publishers	\$ 23,484	—
Total: \$28,484	Supply Chain for Publishers	\$ 5,000	—
Les Éditions l'Interligne Inc.	Aid to Publishers	\$ 10,522	—
Total: \$15,522	Supply Chain for Publishers	\$ 5,000	—
* Les Éditions MultiMondes Inc.	Aid to Publishers	\$ 42,977	—
Total: \$53,092	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 5,115	—
Les éditions Nota Bene inc.	Aid to Publishers	\$ 21,884	—
Total: \$21,884			
Les éditions Nouvelles	Aid to Publishers	\$ 45,386	—
Total: \$59,122	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 5,236	—
	IMA, New Market Development Fund	\$ 3,500	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* Les Éditions Novalis Inc.	Aid to Publishers	\$ 298,932	—
Total: \$340,544	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 31,612	—
* Les Éditions Perce-Neige		—	—
* Les Éditions Québec-Amérique Inc.	Aid to Publishers	\$ 496,397	—
Total: \$548,497	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 42,100	—
* Les Éditions Reynald Goulet Inc.	Aid to Publishers	\$ 172,706	—
Total: \$242,005	IMA, Export Marketing Assistance Program	\$ 39,449	—
	IMA, New Market Development Fund	\$ 20,000	—
	IMA, Export Expertise Development Fund	\$ 9,850	—
Les Éditions Scolartek inc.	Aid to Publishers	\$ 14,087	—
Total: \$14,087			
Les Éditions Septembre Inc.	Aid to Publishers	\$ 114,903	—
Total: \$126,552	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 1,649	—
Les Éditions Thémis inc.	Aid to Publishers	\$ 70,312	—
Total: \$70,312			
* Les Éditions Tormont inc.	Aid to Publishers	\$ 478,688	—
Total: \$540,578	IMA, Export Marketing Assistance Program	\$ 37,890	—
	IMA, New Market Development Fund	\$ 24,000	—
* Les éditions transcontinental inc.	Aid to Publishers	\$ 121,158	—
Total: \$131,158	Supply Chain for Publishers	\$ 10,000	—
Les Éditions Triptyque Inc.	Aid to Publishers	\$ 27,473	—
Total: \$39,097	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 6,623	\$ 10,500
Les Éditions Trois-Pistoles Inc.	Aid to Publishers	\$ 27,536	—
Total: \$27,536			
Les Éditions TVA inc.	Aid to Publishers	\$ 100,127	—
Total: \$100,127			
* Les Éditions Un monde différent Ltée	Aid to Publishers	\$ 48,153	—
Total: \$69,612	IMA, Export Marketing Assistance Program	\$ 21,459	—
Les Éditions Vents d'Ouest (1993) Inc.	Aid to Publishers	\$ 28,725	—
Total: \$33,725	Supply Chain for Publishers	\$ 5,000	—
Les Éditions Yvon Blais Inc.	Aid to Publishers	\$ 368,850	—
Total: \$378,850	Supply Chain for Publishers	\$ 10,000	—
* Les Presses de l'Université de Montréal	Aid to Publishers	\$ 87,155	—
Total: \$119,003	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 15,348	—
	IMA, New Market Development Fund	\$ 9,000	—
* Les Presses de l'Université d'Ottawa	Aid to Publishers	\$ 19,948	—
Total: \$28,998	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 550	—
	IMA, New Market Development Fund	\$ 3,500	—
* Les Presses de l'Université Laval	Aid to Publishers	\$ 133,418	—
Total: \$159,058	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 15,640	—
Les Publications Graficor (1989) Inc.	Aid to Publishers	\$ 327,243	—
Total: \$327,243			
* Les Publications Modus Vivendi Inc.	Aid to Publishers	\$ 99,548	—
Total: \$148,894	IMA, Export Marketing Assistance Program	\$ 29,346	—
	IMA, New Market Development Fund	\$ 20,000	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* Librairie Raffin (1990) Inc.	Aid to Publishers	\$ 82,831	—
Total: \$134,989	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 31,158	—
	IMA, New Market Development Fund	\$ 11,000	—
Library Services Centre	SCI, Database Modernization Project	\$ 41,498	\$ 90,205
Total: \$41,498			
Lidec Inc.	Aid to Publishers	\$ 285,130	—
Total: \$295,130	Supply Chain for Publishers	\$ 10,000	—
* Lingo Media Inc.	Aid to Publishers	\$ 108,495	—
Total: \$146,385	IMA, Export Marketing Assistance Program	\$ 37,890	—
Literacy Services of Canada Ltd.	Aid to Publishers	\$ 17,581	—
Total: \$17,581			
Literary Press Group	AIA, Marketing and Promotion - Expanding the Literary Marketplace	\$ 191,400	—
Total: \$478,715	AIA, Marketing and Promotion	\$ 239,315	—
	AIA, Professional Development	\$ 13,300	—
	AIA, Internship	\$ 9,450	\$ 10,500
	SCI, Bibliographic Data Project	\$ 14,725	\$ 16,250
	IMA, Export Marketing Assistance Program	\$ 10,525	—
* Lone Pine Media Productions Ltd.	Aid to Publishers	\$ 417,759	—
Total: \$530,237	Supply Chain for Publishers	\$ 10,000	—
	SCI, Supply Chain Infrastructure Project - Phase 4	\$ 32,007	\$ 73,087
	IMA, Export Marketing Assistance Program	\$ 39,486	—
	IMA, New Market Development Fund	\$ 24,000	—
	IMA, Export Expertise Development Fund	\$ 6,985	—
Louise Courteau éditrice inc.	Aid to Publishers	\$ 36,135	—
Total: \$100,343	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 36,708	—
	IMA, New Market Development Fund	\$ 20,000	—
Loze-Dion éditeur inc.	Aid to Publishers	\$ 19,950	—
Total: \$19,950			
Maison de la poésie	AIA, Marketing and Promotion - Marché francophone de la poésie	\$ 20,000	—
Total: \$30,000	AIA, Marketing and Promotion - Marché francophone	\$ 10,000	\$ 20,000
Manor House Publishing Inc.	Aid to Publishers	\$ 11,324	—
Total: \$11,324			
* Maple Tree Press Inc.	Aid to Publishers	\$ 136,722	—
Total: \$193,605	Supply Chain for Publishers	\$ 10,000	—
	AIA, Internship	\$ 7,770	\$ 10,500
	IMA, Export Marketing Assistance Program	\$ 28,113	—
	IMA, New Market Development Fund	\$ 11,000	—
Marcel Didier Inc.	Aid to Publishers	\$ 71,689	—
Total: \$76,689	Supply Chain for Publishers	\$ 5,000	—
* Master Point Press	Aid to Publishers	\$ 48,701	—
Total: \$80,080	IMA, Export Marketing Assistance Program	\$ 31,379	—
* McArthur & Company Publishing Limited	Aid to Publishers	\$ 129,368	—
Total: \$139,368	Supply Chain for Publishers	\$ 10,000	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* McClelland & Stewart Ltd.	Aid to Publishers	\$ 574,947	—
Total: \$635,254	AIA, Internship	\$ 5,670	\$ 10,500
	IMA, Export Marketing Assistance Program	\$ 20,637	—
	IMA, New Market Development Fund (Tundra Inc.)	\$ 24,000	—
	IMA, Export Expertise Development Fund	\$ 10,000	—
* McGill-Queen's University Press	Aid to Publishers	\$ 199,468	—
Total: \$275,075	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 41,607	—
	IMA, New Market Development Fund	\$ 24,000	—
* Mediscript Communications Inc.	Aid to Publishers	\$ 26,533	—
Total: \$57,526	IMA, Export Marketing Assistance Program	\$ 11,993	—
	IMA, New Market Development Fund	\$ 9,000	—
	IMA, Export Expertise Development Fund	\$ 10,000	—
Mondia éditeurs inc.	Aid to Publishers	\$ 113,079	—
Total: \$123,079	Supply Chain for Publishers	\$ 10,000	—
Montréal, capitale mondiale du livre	AIA, Marketing and Promotion - Montréal, capitale mondiale du livre	\$ 250,000	—
* Mosaic Press	Aid to Publishers	\$ 42,536	—
Total: \$68,136	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 11,600	—
	IMA, New Market Development Fund	\$ 9,000	—
* Natural Heritage/Natural History Inc.	Aid to Publishers	\$ 56,790	—
Total: \$70,421	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 5,131	—
	IMA, New Market Development Fund	\$ 3,500	—
* New Society Publishers Ltd.	Aid to Publishers	\$ 78,342	—
Total: \$149,442	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 42,100	—
	IMA, New Market Development Fund	\$ 24,000	—
New Star Books Ltd.	Aid to Publishers	\$ 12,637	—
Total: \$17,637	Supply Chain for Publishers	\$ 5,000	—
NeWest Publishers Ltd.	Aid to Publishers	\$ 33,812	—
Total: \$41,362	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 2,550	\$ 7,500
* Nimbus Publishing Limited	Aid to Publishers	\$ 159,285	—
Total: \$178,049	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 8,764	—
North 49	SCI, Bulk Picking Infrastructure	\$ 1,116	—
Total: \$1,116			
Oberon Press	Aid to Publishers	\$ 19,768	—
Total: \$24,768	Supply Chain for Publishers	\$ 5,000	—
Oolichan Books	Aid to Publishers	\$ 13,272	—
Total: \$30,438	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 12,166	\$ 17,665
* Orca Book Publishers Ltd.	Aid to Publishers	\$ 122,386	—
Total: \$201,979	Supply Chain for Publishers	\$ 10,000	—
	AIA, Internship	\$ 10,500	—
	IMA, Export Marketing Assistance Program	\$ 35,093	—
	IMA, New Market Development Fund	\$ 24,000	—
Pacific Edge Publishing Ltd.	Aid to Publishers	\$ 36,377	—
Total: \$36,377			

Recipient		04-05 Contribution	Total Multi-year Contribution
* Pembroke Publishers Limited	Aid to Publishers	\$ 82,468	—
Total: \$110,412	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 20,444	—
Pemmican Publications Incorporated	Aid to Publishers	\$ 39,751	—
Total: \$48,501	AIA, Internship	\$ 8,750	\$ 16,750
Penumbra Press	Aid to Publishers	\$ 28,740	—
Total: \$33,740	Supply Chain for Publishers	\$ 5,000	—
* Pippin Publishing Corporation	IMA, Export Marketing Assistance Program	\$ 4,077	—
Total: \$4,077			
Playwrights Canada Press Ltd.	Aid to Publishers	\$ 29,253	—
Total: \$29,253			
* Portage & Main Press Ltd.	Aid to Publishers	\$ 126,557	—
Total: \$159,857	IMA, Export Marketing Assistance Program	\$ 33,300	—
Pottersfield Press Limited	Aid to Publishers	\$ 38,268	—
Total: \$45,245	IMA, Export Marketing Assistance Program	\$ 6,977	—
* Presses de l'université du Québec	Aid to Publishers	\$ 128,682	—
Total: \$151,151	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 12,469	—
* Presses inter-universitaires inc.	Aid to Publishers	\$ 25,399	—
Total: \$30,399	Supply Chain for Publishers	\$ 5,000	—
* Productions jeux de mots inc.	Aid to Publishers	\$ 20,402	—
WordPlay Productions Inc.	Supply Chain for Publishers	\$ 5,000	—
Total: \$35,269	IMA, Export Marketing Assistance Program	\$ 6,367	—
	IMA, New Market Development Fund	\$ 3,500	—
Publications MNH inc.	Aid to Publishers	\$ 18,020	—
Total: \$23,020	Supply Chain for Publishers	\$ 5,000	—
Quarry Press Inc.	Aid to Publishers	\$ 52,595	—
Total: \$57,595	Supply Chain for Publishers	\$ 5,000	—
Quebec Writers' Federation	AIA, Research - Quebec English-language Writers and Publishing Research Project	\$ 9,138	\$ 16,500
Total: \$9,138			
Québec-Livres	SCI, Système de gestion des expéditions	\$ 21,892	—
Total: \$112,027	SCI, Site Internet transactionnel multifonctionnel	\$ 15,650	—
	SCI, Dossiers représentant	\$ 74,485	—
* Rainbow Horizons Publishing Inc.	Aid to Publishers	\$ 59,354	—
Total: \$73,220	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 6,366	—
	IMA, New Market Development Fund	\$ 2,500	—
* Raincoast Book Distribution Ltd.	Aid to Publishers	\$ 130,039	—
Total: \$247,064	SCI, Warehouse Management System and Radio Frequency Technology	\$ 63,422	\$ 173,454
	IMA, Export Marketing Assistance Program	\$ 33,603	—
	IMA, New Market Development Fund	\$ 20,000	—
* Red Deer Press Ltd.	Aid to Publishers	\$ 86,449	—
Total: \$122,959	Supply Chain for Publishers	\$ 7,500	—
	AIA, Internship	\$ 10,500	—
	IMA, Export Marketing Assistance Program	\$ 15,510	—
	IMA, Export Expertise Development Fund	\$ 3,000	—
Regroupement des éditeurs canadiens-français	AIA, Marketing and Promotion	\$ 111,700	—
Total: \$179,950	AIA, Marketing and Promotion - Livres, Disques, Etc. 2004-2005	\$ 63,600	—
	IMA, Export Marketing Assistance Program	\$ 4,650	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* Robert Rose Inc.	Aid to Publishers	\$ 289,850	—
Total: \$309,579	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 9,729	—
* Rocky Mountain Books Ltd.	Aid to Publishers	\$ 78,233	—
Total: \$98,968	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 6,735	—
	IMA, New Market Development Fund	\$ 9,000	—
Ronsdale Press	Aid to Publishers	\$ 15,372	—
Total: \$20,372	Supply Chain for Publishers	\$ 5,000	—
Salon du livre de la Côte-Nord	AIA, Marketing and Promotion - Salon du livre	\$ 1,500	\$ 15,000
Total: \$16,500	AIA, Marketing and Promotion - Salon du livre, 21e et 22e éditions	\$ 15,000	\$ 33,000
Salon du livre de l'Abitibi	AIA, Marketing and Promotion - Salon du livre, 28e édition	\$ 19,000	—
Total: \$19,000			
Salon du livre de l'Outaouais	AIA, Marketing and Promotion - Salon du livre, 26e édition	\$ 37,000	—
Total: \$37,000			
Salon du livre de Montréal	AIA, Marketing and Promotion - Salon du livre, 27e et 28e éditions	\$ 80,000	\$ 170,000
Total: \$80,000			
Salon du livre de Rimouski	AIA, Marketing and Promotion - Salon du livre, 39e édition	\$ 18,000	—
Total: \$18,000			
Salon du livre de Toronto	AIA, Marketing and Promotion - Salon du livre, 12e festival	\$ 27,500	—
Total: \$27,500			
Salon du livre de Trois-Rivières	AIA, Marketing and Promotion - Salon du livre	\$ 2,200	\$ 21,700
Total: \$21,700	AIA, Marketing and Promotion - Salon du livre	\$ 19,500	\$ 21,700
Salon du livre d'Edmundston	AIA, Marketing and Promotion - Salon du livre	\$ 2,500	\$ 25,000
Total: \$25,000	AIA, Marketing and Promotion - Salon du livre	\$ 22,500	\$ 25,000
Salon du livre du Saguenay	AIA, Marketing and Promotion - Salon du livre, 40e et 41e éditions	\$ 21,000	\$ 42,000
Total: \$21,000			
Salon international du livre de Québec	AIA, Marketing and Promotion - Salon du livre	\$ 5,065	\$ 50,650
Total: \$55,830	AIA, Marketing and Promotion - Salon du livre	\$ 50,765	\$ 101,530
* Sara Jordan Publishing	Aid to Publishers	\$ 56,853	—
Total: \$87,892	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 17,039	—
	IMA, New Market Development Fund	\$ 9,000	—
Saskatchewan Publishers Group	AIA, Marketing and Promotion - Books Go Public	\$ 15,525	—
Total: \$40,834	AIA, Marketing and Promotion - Display & Book Box	\$ 11,538	—
	AIA, Professional Development	\$ 13,771	—
* Second Story Feminist Press Inc.	Aid to Publishers	\$ 84,766	—
Total: \$114,650	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 13,384	—
	IMA, New Market Development Fund	\$ 9,000	—
Septembre éditeur S.E.N.C.	Aid to Publishers	\$ 106,530	—
Total: \$114,030	Supply Chain for Publishers	\$ 7,500	—
Simon Fraser University	AIA, Professional Development	\$ 32,138	\$ 85,700
Total: \$73,599	AIA, Professional Development - Master of Publishing	\$ 1,556	\$ 15,558
	SCI, ONIX Automation Project (Phase 3): PExOD	\$ 39,905	\$ 142,813
Société de gestion de la Banque de titres de langue française	SCI, Développement des systèmes dans le cadre de la nouvelle offre de produit de la BTLF	\$ 292,910	\$ 476,831
Total: \$441,963	SCI, Standardisation des données bibliographiques	\$ 149,053	\$ 149,209

Recipient		04-05 Contribution	Total Multi-year Contribution
Société de promotion du livre (Livre d'ici)	AIA, Marketing and Promotion - Annuaire 2004-05, 11e édition	\$ 15,520	—
Total: \$64,597	AIA, Marketing and Promotion - Le livre à la croisée des langues	\$ 29,077	—
	AIA, Marketing and Promotion - Livre d'ici Internet	\$ 20,000	—
* Sogides Ltée	Aid to Publishers	\$ 662,249	—
Total: \$703,978	IMA, Export Marketing Assistance Program	\$ 41,729	—
Sono Nis Press	Aid to Publishers	\$ 37,956	—
Total: \$42,956	Supply Chain for Publishers	\$ 5,000	—
Soulières éditeur, inc.	Aid to Publishers	\$ 74,427	—
Total: \$79,427	Supply Chain for Publishers	\$ 5,000	—
Southern Ontario Library Service	AIA, Marketing and Promotion - First Nation Communities Read Program Enhancement and Expansion	\$ 10,000	\$ 15,000
Total: \$10,000			
Sumach Press Inc.	Aid to Publishers	\$ 33,471	—
Total: \$43,046	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 4,575	—
* Talon Books Ltd.	Aid to Publishers	\$ 78,848	—
Total: \$93,819	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 5,471	—
	IMA, New Market Development Fund	\$ 4,500	—
* The Boston Mills Press Inc.	Aid to Publishers	\$ 110,038	—
Total: \$168,574	Supply Chain for Publishers	\$ 7,500	—
	IMA, Export Marketing Assistance Program	\$ 31,036	—
	IMA, New Market Development Fund	\$ 20,000	—
* The Frederick Harris Music Co., Limited	Aid to Publishers	\$ 242,516	—
Total: \$285,908	IMA, Export Marketing Assistance Program	\$ 23,392	—
	IMA, New Market Development Fund	\$ 20,000	—
The Gateway to Knowledge Inc.	Aid to Publishers	\$ 53,462	—
Total: \$58,462	Supply Chain for Publishers	\$ 5,000	—
The Mercury Press Publishers Inc.	Aid to Publishers	\$ 11,698	—
Total: \$16,698	Supply Chain for Publishers	\$ 5,000	—
The Porcupine's Quill Inc.	Aid to Publishers	\$ 29,238	—
Total: \$45,601	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 7,088	\$ 10,500
	AIA, Internship	\$ 4,275	\$ 9,000
* The Solski Group Ltd.	Aid to Publishers	\$ 139,260	—
Total: \$178,946	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 17,486	—
	IMA, New Market Development Fund	\$ 9,000	—
	IMA, Export Expertise Development Fund	\$ 3,200	—
* The Toronto South Asian Review		—	—
Theytus Books Ltd.	Aid to Publishers	\$ 13,363	—
Total: \$30,466	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 12,103	\$ 17,703
Thistledown Press Limited	Aid to Publishers	\$ 30,135	—
Total: \$39,916	Supply Chain for Publishers	\$ 5,000	—
	AIA, Internship	\$ 4,781	\$ 9,792
* Thomas Allen & Son Ltd.	Aid to Publishers	\$ 88,607	—
Total: \$96,107	Supply Chain for Publishers	\$ 7,500	—
* Thompson Educational Publishing Inc.	Aid to Publishers	\$ 124,682	—
Total: \$137,033	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 2,351	—

Recipient		04-05 Contribution	Total Multi-year Contribution
* TouchWood Editions Ltd.	Aid to Publishers	\$ 56,484	—
Total: \$61,484	Supply Chain for Publishers	\$ 5,000	—
* Tralco Educational Services Inc.	Aid to Publishers	\$ 12,592	—
Total: \$22,754	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 2,662	—
	IMA, New Market Development Fund	\$ 2,500	—
* Trifolium Books Inc.	IMA, Export Marketing Assistance Program	\$ 1,649	—
Total: \$4,149	IMA, New Market Development Fund	\$ 2,500	—
* Tundra Inc.	Aid to Publishers	\$ 163,826	—
Total: \$185,289	IMA, Export Marketing Assistance Program	\$ 21,463	—
Turnstone Press Limited	Aid to Publishers	\$ 18,000	—
Total: \$23,000	Supply Chain for Publishers	\$ 5,000	—
Union des écrivaines et écrivains québécois	AIA, Marketing and Promotion - 10e festival de littérature	\$ 30,000	—
Total: \$30,000			
* University of Alberta Press	Aid to Publishers	\$ 96,161	—
Total: \$118,022	Supply Chain for Publishers	\$ 7,500	—
	AIA, Internship	\$ 9,450	\$ 10,500
	IMA, Export Marketing Assistance Program	\$ 4,911	—
* University of British Columbia Press	Aid to Publishers	\$ 145,443	—
Total: \$208,296	IMA, Export Marketing Assistance Program	\$ 38,853	—
	IMA, New Market Development Fund	\$ 20,000	—
	IMA, Export Expertise Development Fund	\$ 4,000	—
* University of Calgary Press	Aid to Publishers	\$ 46,871	—
Total: \$73,094	Supply Chain for Publishers	\$ 5,000	—
	AIA, Business Planning (04/05-05/06)	\$ 6,940	\$ 11,250
	IMA, Export Marketing Assistance Program	\$ 14,283	—
University of Manitoba Press	Aid to Publishers	\$ 17,122	—
Total: \$22,122	Supply Chain for Publishers	\$ 5,000	—
* University of Toronto Press Incorporated	Aid to Publishers	\$ 293,637	—
Total: \$345,187	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 41,550	—
Vancouver International Writers Festival	AIA, Marketing and Promotion - Vancouver International Writers Festival	\$ 32,918	\$ 65,835
Total: \$32,918			
* Vanwell Publishing Limited	Aid to Publishers	\$ 64,772	—
Total: \$72,513	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 2,741	—
* Véhicule Press Reg'd	Aid to Publishers	\$ 28,889	—
Total: \$35,660	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 1,771	—
* Warwick Publishing Inc.	Aid to Publishers	\$ 52,806	—
Total: \$82,419	IMA, Export Marketing Assistance Program	\$ 20,613	—
	IMA, New Market Development Fund	\$ 9,000	—
* Weigl Educational Publishers Limited	Aid to Publishers	\$ 213,561	—
Total: \$295,451	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 37,890	—
	IMA, New Market Development Fund	\$ 24,000	—
	IMA, Export Expertise Development Fund	\$ 10,000	—
West Coast Book Prize Society (The)	AIA, Marketing and Promotion - National Marketing	\$ 18,375	\$ 24,500
Total: \$27,432	AIA, Marketing and Promotion - BC Book Prizes	\$ 9,057	\$ 28,894

Recipient		04-05 Contribution	Total Multi-year Contribution
* Whitecap Books Ltd.	Aid to Publishers	\$ 293,407	—
Total: \$333,453	IMA, Export Marketing Assistance Program	\$ 40,046	—
Whitehots	SCI, EDI Implementation	\$ 30,725	—
Total: \$30,725			
* Wilfrid Laurier University Press	Aid to Publishers	\$ 53,982	—
Total: \$82,389	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 14,407	—
	IMA, New Market Development Fund	\$ 9,000	—
* Wilson & Lafleur Ltée	Aid to Publishers	\$ 147,428	—
Total: \$160,876	Supply Chain for Publishers	\$ 10,000	—
	IMA, Export Marketing Assistance Program	\$ 3,448	—
Winnipeg International Writers Festival	AIA, Marketing and Promotion - Writers Festival / Thin Air	\$ 34,307	—
Total: \$34,307			
Wolf Creek Books	SCI, Bibliographic Database Improvements	\$ 13,798	\$ 15,403
Total: \$13,798			
Wolsak and Wynn Publishers	Aid to Publishers	\$ 4,683	—
Total: \$4,683			
* Wood Lake Books Inc.	Aid to Publishers	\$ 54,177	—
Total: \$81,396	Supply Chain for Publishers	\$ 5,000	—
	IMA, Export Marketing Assistance Program	\$ 22,219	—
Word on the Street	AIA, Marketing and Promotion - 2004 Festivals	\$ 35,000	—
Total: \$35,000			
Wordfest : Banff-Calgary International Writers Festival	AIA, Marketing and Promotion - Wordfest 2004	\$ 75,000	\$ 150,000
Total: \$75,000			
Writers' Federation of Nova Scotia	AIA, Marketing and Promotion - Atlantic Book Festival	\$ 49,000	—
Total: \$49,000			
Writers Union of Canada	AIA, Professional Development for Writers	\$ 53,250	\$ 71,000
Total: \$67,056	AIA, Professional Development	\$ 13,800	\$ 64,200
* XYZ éditeur	Aid to Publishers	\$ 133,689	—
Total: \$149,449	Supply Chain for Publishers	\$ 10,000	—
	AIA, Internship	\$ 5,760	—



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