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Lorrain, Mathieu (PCH)

From: Mennie, Johanne (PCH)
Sent: 16 août 2016 21:51
To: Josh Korn
Cc: Lorrain, Mathieu (PCH)
Subject: Re: Disclosure of Netflix Agreements

Sounds good Josh. Talk soon.

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Tuesday, August 16, 2016 9:15 PM
To: Mennie, Johanne (PCH)
Cc: Lorrain, Mathieu (PCH)
Subject: Re: Disclosure of Netflix Agreements

Thank you, Johanne for considering our request. I will be in touch after reviewing more carefully with any follow up, and when I have finally settled what dates I will be in Ottawa.

Josh

On Tue, Aug 16, 2016 at 5:45 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Hello Josh,

As promised, you will find attached CAVCO's official response following our review of the affidavit you provided to us on July 15, 2016. I am available to discuss further as required.

Regards,

Johanne

Johanne Mennie

Directrice
Bureau de certification des produits audiovisuels canadiens (BCPAC)
Ministère du Patrimoine canadien, Gouvernement du Canada

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johanne.mennie@canada.ca **(Nouveau)**
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Téléphone (sans frais) 1-888-433-2200

Téléimprimeur (sans frais) 1-888-997-3123

Director

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Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

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Read more: Application Deadlines /Sample Waiver Form

From: Josh Korn [redacted] s.19(1)
Sent: August-11-16 3:33 PM

To: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Cc: Angela Jones [redacted]
Subject: Re: Disclosure of Netflix Agreements

Next week would be great

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Thanks,

Josh

On Thu, Aug 11, 2016 at 3:19 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Hello Josh,

[redacted] thank you. s.19(1)

[redacted] s.23
I should be in a position to provide you with a response sometime next week. Does this work for you?

Best,

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn

Sent: Wednesday, August 10, 2016 9:46 AM

To: Mennie, Johanne (PCH)

Cc: Angela Jones

Subject: Re: Disclosure of Netflix Agreements

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[redacted] I wanted to check in and see if it makes sense to set up a call to discuss the affidavit.

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Best,

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We welcome the opportunity to discuss this draft so that we can best satisfy the objectives of your Office's review.

On a seperate note, I plan to be in Canada sometime in August. It would be great to meet to discuss the proposal about online distribution windows. [redacted] but I will be in touch when I have confirmation of dates. s.19(1)

Many thanks again,

Josh

On Tue, Jun 28, 2016 at 6:07 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Perfect. I look forward to our discussion on the 7th.

Best,

Johanne

Johanne Mennie

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Read more: Application Deadlines /Sample Waiver Form

From: Josh Korn [redacted] **s.19(1)**
Sent: June-28-16 6:06 PM
To: Angela Jones [redacted]
Cc: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Subject: Re: Disclosure of Netflix Agreements

Ok, great. Lets do Thursday July 7th at 10:30 AM EDT.

We can use the following dial in.

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[redacted]

s.16(2)(c)

On Tue, Jun 28, 2016 at 6:01 PM, Angela Jones [redacted] wrote: s.19(1)

Hi Josh and Johanne - I could do Thursday morning at 10:30am EST (Josh, if that works for you?)

Thanks,

Angela

On Tue, Jun 28, 2016 at 2:53 PM, Josh Korn [redacted] wrote:

Thank you, Johanne. Do you have any availability in the afternoon? I would like to include Angela Jones (copied), who works on our content legal team in California. If not, we can make one of those times work.

Thanks,

Josh

On Tue, Jun 28, 2016 at 4:41 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Hello Josh,

Thank you for reaching out. We can certainly schedule a conference call to discuss the issue. Here are a couple of options to hold this telecon: 10:30 AM Wednesday July 6th or 10:30 AM Thursday July 7th. Let me know if either of these dates/times work for you.

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Best,

Johanne

Johanne Mennie

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s.19(1)

From: Josh Korn [redacted]
Sent: June-28-16 10:18 AM
To: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Subject: Disclosure of Netflix Agreements

Hello Johanne,

I work on the public policy team at Netflix. I am hoping you or someone on your team has time to discuss an issue related to a series we are licensing from a Canadian producer.

The Canadian producer plans to apply for the Canadian Film or Video Production Tax Credit. We understand that your current practice for evaluating such applications include seeking supporting documentation to ensure that the Canadian production company retains full responsibility and control of the production. Netflix is happy for the producer to provide documentation to that end. However, as a consequence of being a global company that licenses content from producers in markets all around the world, [redacted] s.20(1)(b)

I look forward to providing you with more context on our concerns and working with CAVCO and the producer to ensure the objectives of your review are met.

Thank you,

Josh Korn

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

s.19(1)

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--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

s.19(1)

--

Angela Montag Jones || Director, Business & Legal Affairs, Content Acquisition

Netflix, Inc. || 335 N. Maple Dr., Suite 353, Beverly Hills, CA 90210

[redacted]

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--

Josh Korn

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s.19(1)

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

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Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

s.19(1)

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s.24(1)

AFFIDAVIT

[redacted]

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s.24(1)

Pages 16 to / à 18

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24(1)

of the Access to Information Act

de la Loi sur l'accès à l'information

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Lorrain, Mathieu (PCH)

From: Wynter, Debra (PCH)
Sent: 9 septembre 2016 11:23
To: Josh Korn
Cc: Mennie, Johanne (PCH); Lorrain, Mathieu (PCH)
Subject: RE: CAVCO letter to you dated August 16, 2016

Thank you, Josh. Sorry we had your incorrect address. We'll make note of the proper one.

Best,

Debra

Debra Wynter

Agente principale de politiques
Bureau de certification des produits audiovisuels canadiens (BCPAC)
Ministère du Patrimoine canadien, Gouvernement du Canada
25, rue Eddy, 8ième étage (25-8-027), Gatineau (Québec), Canada, K1A 0M5
debra.wynter@canada.ca (new email address)
Tél.: 819-934-9847 / Télécopieur 819-934-9828
Téléphone (sans frais) 1-888-433-2200
Téléimprimeur (sans frais) 1-888-997-3123

Senior Policy Officer
Canadian Audio-Visual Certification Office (CAVCO)
Department of Canadian Heritage, Government of Canada
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Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

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*Did you know that your CPTC certificate can be **revoked** if you don't file waivers with the Canada Revenue Agency?*
Read more: Application Deadlines /Sample Waiver Form

s.19(1)

From: Josh Korn [redacted]
Sent: September-09-16 11:19 AM
To: Wynter, Debra (PCH) <debra.wynter@canada.ca>
Cc: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>; Lorrain, Mathieu (PCH) <mathieu.lorrain@canada.ca>
Subject: Re: CAVCO letter to you dated August 16, 2016

Hi Debra,

I am not sure. That is not the office where I am located, but it should have been forwarded to me. No need to re-send. For future reference, I am at 1455 Pennsylvania Ave. NW, Suite 650, Washington DC, 20004.

Thanks,

Josh

On Fri, Sep 9, 2016 at 10:28 AM, Wynter, Debra (PCH) <debra.wynter@canada.ca> wrote:

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Dear Josh:

We wish to let you know that the original of the attached letter was mailed to you on August 16th. We just received it back marked RTS (return to sender). Would you happen to be aware of the reason it was returned to us?

Many thanks.

Best regards,

Debra

Debra Wynter

Agente principale de politiques
Bureau de certification des produits audiovisuels canadiens (BCPAC)
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From: Mennie, Johanne (PCH)
Sent: 16 août 2016 17:46
To: Josh Korn [redacted] s.19(1)
Cc: Lorrain, Mathieu (PCH) <mathieu.lorrain@canada.ca>
Subject: RE: Disclosure of Netflix Agreements

Hello Josh,

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Regards,

Johanne

Johanne Mennie

Directrice
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Johanne Mennie

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Many thanks again,

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*Did you know that your CPTC certification can be **revoked** if you don't file waivers with the Canada Revenue Agency?*

Read more: Application Deadlines /Sample Waiver Form

s.19(1)

From: Josh Korn [redacted]
Sent: June-28-16 6:06 PM
To: Angela Jones [redacted]
Cc: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Subject: Re: Disclosure of Netflix Agreements

Ok, great. Lets do Thursday July 7th at 10:30 AM EDT.

We can use the following dial in.

s.16(2)(c)

[redacted]

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On Tue, Jun 28, 2016 at 6:01 PM, Angela Jones [redacted] wrote:

Hi Josh and Johanne - I could do Thursday morning at 10:30am EST (Josh, if that works for you?)

Thanks,

Angela

On Tue, Jun 28, 2016 at 2:53 PM, Josh Korn [redacted] wrote:

> Thank you, Johanne. Do you have any availability in the afternoon? I would like to include Angela Jones (copied), who works on our content legal team in California. If not, we can make one of those times work.

Thanks,

Josh

On Tue, Jun 28, 2016 at 4:41 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

> Hello Josh,
>
> Thank you for reaching out. We can certainly schedule a conference call to discuss the issue. Here are a couple of options to hold this telecon: 10:30 AM Wednesday July 6th or 10:30 AM Thursday July 7th. Let me know if either of these dates/times work for you.
>
> Best,
>
> Johanne
>
> **Johanne Mennie**

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Directrice
Bureau de certification des produits audiovisuels canadiens (BCPAC)
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*Saviez-vous que votre certification sous le programme CIPC peut être **révoquée** si vous ne présentez pas des renonciations à l'Agence du revenu du Canada?*

Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

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*Did you know that your CPTC certification can be **revoked** if you don't file waivers with the Canada Revenue Agency?*

Read more: Application Deadlines /Sample Waiver Form

From: Josh Korn [redacted] s.19(1)
Sent: June-28-16 10:18 AM
To: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Subject: Disclosure of Netflix Agreements

Hello Johanne,

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I work on the public policy team at Netflix. I am hoping you or someone on your team has time to discuss an issue related to a series we are licensing from a Canadian producer.

The Canadian producer plans to apply for the Canadian Film or Video Production Tax Credit. We understand that your current practice for evaluating such applications include seeking supporting documentation to ensure that the Canadian production company retains full responsibility and control of the production. Netflix is happy for the producer to provide documentation to that end. However, as a consequence of being a global company that licenses content from producers in markets all around the world, [redacted] s.20(1)(b)

I look forward to providing you with more context on our concerns and working with CAVCO and the producer to ensure the objectives of your review are met.

Thank you,

Josh Korn

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted] s.19(1)

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

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--

Angela Montag Jones || Director, Business & Legal Affairs, Content Acquisition

Netflix, Inc. || 335 N. Maple Dr., Suite 353, Beverly Hills, CA 90210

s.19(1)

[redacted]

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--

Josh Korn

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Manager | Global Public Policy
Netflix, Inc.

[redacted]

s.19(1)

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--

Josh Korn
Manager | Global Public Policy
Netflix, Inc.

[redacted]

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Patrimoine canadien | Canadian Heritage

Gatineau, Quebec
K1A 0M5

AUG 16 2016

Mr. Joshua Korn
Manager, Global Public Policy
Netflix, Inc.
335 North Maple Drive, Suite 353
Beverly Hills, California 90210
United States of America

s.24(1)

Dear Mr. Korn:

[redacted]

... / 2

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s.24(1)

[redacted]

Sincerely,

Johanne Mennie
Director
Canadian Audio-Visual Certification Office (CAVCO)
25 Eddy Street, 8th Floor
Gatineau, Quebec K1A 0M5

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Leblanc, Mique (PCH)

s.19(1)

From: Josh Korn [redacted]
Sent: September-22-16 9:37 AM
To: Mennie, Johanne (PCH)
Subject: Re: October 4 in Ottawa

Thank you for the details. We will see you on the 4th.

On Wed, Sep 21, 2016 at 9:12 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Wonderful. I look forward to meeting you both.

We are at 25 Eddy Street in Gatineau (across the bridge from Ottawa). Call me when you arrive in the lobby and I will come down to sign you in to get through security.

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Tuesday, September 20, 2016 7:09 PM
To: Mennie, Johanne (PCH)
Subject: Re: October 4 in Ottawa

3:00 works great. Thank you for making some time for us.

On Tuesday, September 20, 2016, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Hello Josh,

I have a spot available from 3:00 to 4:00 on October 4th. Does this work for you?

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Monday, September 19, 2016 2:55 PM
To: Mennie, Johanne (PCH)
Subject: October 4 in Ottawa

Hi Johanne,

I hope the end of your summer has gone well.

I will be in Ottawa on Tuesday, 4 October with our head of global public policy, Chris Libertelli. Do you have any availability that day for a quick meeting so we can introduce ourselves?

Thanks,

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Josh

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted] s.19(1)

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

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White, Scott (PCH)

s.19(1)

From: Leonard St-Aubin [redacted]
Sent: February 7, 2017 10:37 AM
To: White, Scott (PCH)
Cc: Bernier, Jean-Francois (PCH)
Subject: Netflix, CanCon, and other production in Canada
Attachments: Netflix_Submission_-_Consultation_on_Canadian_Content_in_a_Digital_World.pdf; NFLX-CdnScreenAwards2017-V4.pdf

Hi Scott,

1. Nice to see you again at Prime Time conference and thanks again for your positive comments about Netflix's activities in Canada. As promised, attached is a copy of Netflix's submission to Minister Joly's consultation. s.68(a)

2. Also attached is a list of 2017 Canadian Screen Awards nominees with Netflix investment and/or distribution.

3. Lastly, here is a link to a recent column by Michael Geist with a list of the 30 made-in-Canada productions referenced in the Netflix submission. s.68(a)
http://www.michaelgeist.ca/2016/12/unnecessary-at-best-harmful-at-worst-melanie-joly-seeks-global-consensus-on-culture-contributions-from-digital-services/

Let me know if I can be of any further assistance,

All best,

Len

Pages 38 to / à 47

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68(a)

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Canadian Screen Awards: nominations for TV series with Netflix investment and/or distribution

1. Netflix Original Canadian Productions

s.24(1)

Beat Bugs [redacted]
- Best Animated Program or Series

Frontier [redacted]
- Best Direction in a Dramatic Series, Episode: "A Kingdom Unto Thyself"
- Best Achievement in Casting, Episode: "A Kingdom Unto Thyself"
- Best Achievement in Make-Up, Episode: "Mushkegowuk Esquewu"
- Best Costume Design, Episode: "Wolves"
- Best Performance by an Actor in a Continuing Leading Dramatic Role: Jason Momoa and Landon Liboiron
- Best Production Design or Art Direction in a Fiction Program or Series, Episode: "A Kingdom Unto Thyself"

Degrassi: Next Class [redacted]
- Best Children's or Youth Fiction Program or Series
- Best Writing in a Children's or Youth Program, Episode: "#YesMeansYes"

Orphan Black [redacted]
- Best Dramatic Series
- Best Direction in a Dramatic Series, Episode: "Transgressive Border Crossing"
- Best Visual Effects, Episode: "From Dancing Mice to Psychopaths"
- Best Writing in a Dramatic Series, Three Episodes: "Transgressive Border Crossing", "The Stigmata of Progress" and "The Collapse of Nature"

Between [redacted]
- Best Performance by an Actress in a Featured Supporting Role in a Dramatic Program or Series: Shailyn Pierre-Dixon

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2. Canadian TV series with one or more 2017 nominations acquired by Netflix for one or more territories

Murdoch Mysteries *
Mr. D *
Schitt's Creek *
Blackstone *
Vikings
Versailles
Real Detective **

* Previous seasons on Netflix in Canada
** 2016 season on Netflix in Canada

[redacted] s.20(1)(b) s.24(1)

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Leblanc, Mique (PCH)

s.19(1)

From: Josh Korn [redacted]
Sent: February-10-17 8:52 AM
To: Mennie, Johanne (PCH)
Subject: Re: Touching base from CAVCO

That would be great. [redacted]

On Thu, Feb 9, 2017 at 5:47 PM Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

> Thank you for the quick return. Tuesday 4:30 works for me. Shall I call you? Can you remind me your phone number?
>
> Johanne
>
> **Johanne Mennie**
>
> **Directrice**
> Bureau de certification des produits audiovisuels canadiens (BCPAC)
> Ministère du Patrimoine canadien, Gouvernement du Canada
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Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

****

Did you know that your CPTC certification can be ***revoked*** *if you don't file waivers with the Canada Revenue Agency?*

Read more: Application Deadlines /Sample Waiver Form

s.19(1)

From: Josh Korn [redacted]
Sent: February-09-17 5:39 PM
To: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Subject: Re: Touching base from CAVCO

Hi Johanne,

Good to hear from you. Things are very well, thank you! Happy New Year (although a bit belated).

Happy to hop on a call anytime. How about 4:00 or 4:30 on Tuesday?

Thanks,

Josh

2017-02-09 17:32 GMT-05:00 Mennie, Johanne (PCH) <johanne.mennie@canada.ca>:

> Hello Josh,
>
> How are things?

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I was wondering if you would be available for a chat next week?

Best,

Johanne

Johanne Mennie

Directrice
Bureau de certification des produits audiovisuels canadiens (BCPAC)
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Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

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A0053260_3-000052

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Read more: Application Deadlines /Sample Waiver Form

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

s.19(1)

--

Josh Korn
Manager | Global Public Policy
Netflix, Inc.

A0053260_4-000053

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Leblanc, Mique (PCH)

s.19(1)

From: Josh Korn [redacted]
Sent: February-14-17 4:40 PM
To: Mennie, Johanne (PCH)
Subject: Re: Our telecon today

Yes, Thursday at 1:00 works well.

Speak then,

Josh

On Tue, Feb 14, 2017 at 4:38 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

> Hi Josh,
>
> No worries, I have to run to a meeting, are you free on Thursday at 1:00 PM?
>
> Johanne
>
> **Johanne Mennie**
> **Directrice**
> Bureau de certification des produits audiovisuels canadiens (BCPAC)
> Ministère du Patrimoine canadien, Gouvernement du Canada
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Read more: Application Deadlines /Sample Waiver Form

s.19(1)

From: Josh Korn [redacted]
Sent: February-14-17 4:34 PM
To: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Subject: Re: Our telecon today

Hi Johanne,

I apologize. I completely missed this. Are you still free to speak now or would you like to reschedule?

Thanks,

Josh

2017-02-14 15:31 GMT-05:00 Mennie, Johanne (PCH) <johanne.mennie@canada.ca>:

> Hi Josh,

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Would you be free at 4:00 (in 30 minutes) rather than 4:30?

Johanne

Johanne Mennie

Directrice
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Read more: Application Deadlines /Sample Waiver Form

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--

Josh Korn
Manager | Global Public Policy
Netflix, Inc.

[redacted]

s.19(1)

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.

[redacted]

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NOTE de l'AIPRP: telefilm.ca/en/studies/profile-2016-economic-report-screen-based-media-production-industry-canada

Lorrain, Mathieu (PCH)

From: Mennie, Johanne (PCH)
Sent: 20 février 2017 13:00
To: Josh Korn
Subject: Copy of 2016 Profile
Attachments: Profile 2016 ENGLISH version.pdf

s.68(a)

Good morning Josh,

A quick follow-up to our telecon last week. As promised, attached is a PDF version of the 2016 economic report on the screen-based media production industry in Canada published a couple of weeks ago.

Also, I would suggest we connect in a couple of weeks prior to our Minister's visit with Netflix in California.

Best,

Johanne

Johanne Mennie

Directrice
Bureau de certification des produits audiovisuels canadiens (BCPAC)
Ministère du Patrimoine canadien, Gouvernement du Canada
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Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

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Read more: Application Deadlines /Sample Waiver Form

A0053262_1-000058

Pages 59 to / à 193

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Lorrain, Mathieu (PCH)

From: Josh Korn [redacted] s.19(1)
Sent: 21 février 2017 17:30
To: Mennie, Johanne (PCH)
Subject: Re: Copy of 2016 Profile

Sounds great. Thanks!

On Tue, Feb 21, 2017 at 5:23 PM Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

> Hi Josh,
>
> Nothing confirmed yet… they are simply brainstorming at this point… I will keep you posted if and when things firm up at this end and provide you with more details to help you and others prep.
>
> Best,
>
> Johanne
>
> **Johanne Mennie**
>
> **Directrice**
> Bureau de certification des produits audiovisuels canadiens (BCPAC)
> Ministère du Patrimoine canadien, Gouvernement du Canada
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Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

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*Did you know that your CPTC certification can be **revoked** if you don't file waivers with the Canada Revenue Agency?*

Read more: Application Deadlines /Sample Waiver Form

s.19(1)

From: Josh Korn [redacted]
Sent: February-21-17 4:05 PM
To: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Subject: Re: Copy of 2016 Profile

Thanks, Johanne. Much appreciated.

I am not aware of any visit to California. Do you have any more context or should I reach out to someone. Happy to hold off if nothing is confirmed as of yet.

Thanks,

Josh

On Mon, Feb 20, 2017 at 1:00 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

> Good morning Josh,

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A quick follow-up to our telecon last week. As promised, attached is a PDF version of the 2016 economic report on the screen-based media production industry in Canada published a couple of weeks ago.

Also, I would suggest we connect in a couple of weeks prior to our Minister's visit with Netflix in California.

Best,

Johanne

Johanne Mennie

Directrice
Bureau de certification des produits audiovisuels canadiens (BCPAC)
Ministère du Patrimoine canadien, Gouvernement du Canada
25, rue Eddy, 8ième étage (25-8-053), Gatineau (Québec), Canada, K1A 0M5
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Director

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Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

A0053386_3-000196

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****

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Read more: Application Deadlines /Sample Waiver Form

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted] s.19(1)

--

Josh Korn
Manager | Global Public Policy
Netflix, Inc.

[redacted]

A0053386_4-000197

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Leblanc, Mique (PCH)

s.19(1)

From: Josh Korn [redacted]
Sent: March-16-17 5:14 PM
To: Mennie, Johanne (PCH)
Subject: Re: The Netflix Effect?: Foreign Sources Outspend Canadian Broadcasters and Distributors for English TV Production

Perfect. Will be in touch when we confirm dates/times.

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s.19(1)

From: Josh Korn [mailto:[redacted]
Sent: March-16-17 1:29 PM
To: Mennie, Johanne (PCH) <johanne.mennie@canada.ca>
Subject: The Netflix Effect?: Foreign Sources Outspend Canadian Broadcasters and Distributors for English TV Production

Hi Johanne,

Hope all is well. I just wanted to make sure you saw this Michael Geist blog, which uses information from the CMPA report.

Thanks,

A0053387_3-000200

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Josh

http://www.michaelgeist.ca/2017/03/netflix-effect-foreign-sources-outspend-canadian-broadcasters-distributors-english-language-tv-production-funding/

The Netflix Effect?: Foreign Sources Outspend Canadian Broadcasters and Distributors for English TV Production

March 16, 2017

The Canadian Media Producers Association recently released its annual report on the state of screen-based media production in Canada. Despite the doomsayers who fear that the emergence of Netflix will result in less money for production in Canada, the report confirms that financing of Canadian television production continues to grow, reaching its highest point in the last five years. With $2.6 billion spent on Canadian television production, the sector remains healthy with support from licensing fees, tax credits and funding from a variety of sources.

More notable, however, is the growth of English-language Canadian television production, which has been backed with a major increase of foreign funding over the past three years. Foreign financing of Canadian English-language television production hit $335 million, which now exceeds all other sources of funding, with the exception of the combination of all provincial tax credits (both represent 18% of total financing). In other words, foreign financing now contributes more toward English-language television production than the licensing fees paid by private or public broadcasters, federal tax credits, Canadian distributors, and the Canadian Media Fund.

As recently as 2013-14, foreign funding represented 10% of total financing ($187 million), far less than Canadian distributors and roughly the same as the Canadian Media Fund. No longer. In 2014-15, foreign financing jumped by $100 million (to 16% of total funding) and added another $46 million in 2015-16 (to climb to 18% of total funding). By comparison, financing from Canadian distributors and the Canada Media Fund have remained flat with both now easily exceeded by foreign support.

A0053387_4-000201

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CMPA Profile 2016, Page 55, http://www.cmpa.ca/sites/default/files/documents/industry-information/profile/Profile%202016%20EN.pdf

When viewed by genre, the importance of foreign funding for fictional programming becomes even more apparent. Foreign financing is easily the top source of financing for fictional English-language television programming, now comprising 22% of all funding. By comparison, private broadcasters contribute only 7% of financing for fiction.

The CMPA does not break down the source of foreign funding (its sources for the numbers come from CAVCO and the CMF), but it is worth noting that Netflix began investing in original television production in 2013 and significantly ramped up its investment in 2015. The timing of Netflix investment coincides with the sharp Canadian growth in foreign spending. In fact, Netflix says that Canada ranks as one of the top three locations worldwide for its commissioned original productions. Last year, I blogged that given that the company spends billions each year on content, the spending in Canada is likely larger than all but a handful of regulated sources (the Netflix submission provides a full sense of the scope of its support for Canadian content).

The precise amount of Netflix spending in the Canadian market remains unknown, but the CMPA's own data calls into questions demands for regulations for over-the-top video providers. The data suggests that Canada has created a world-class production environment that is capable of attracting significant investment without new regulation. With foreign financing growing faster than any other source of funding and comprising nearly one of every five dollars spent on English-language television production, the notion of cramming old policies into a new, successful marketplace would represent a step backward for Minister Joly's vision of a confident, export-driven, future-focused Canadian cultural policy.

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted] s.19(1)

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--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.
[redacted]

s.19(1)

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

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Ward, Jonathan (PCH)

From: Ward, Jonathan (PCH)
Sent: Monday, March 20, 2017 8:46 AM
To: Karyn Edwards
Subject: RE: CAVCO // RSVP

Morning!

Can you confirm which event you wish attend?

We are hosting in Vancouver-Toronto-Montreal

Thanks

From: Karyn Edwards [mailto: [redacted] s.19(1)
Sent: Friday, March 17, 2017 7:01 PM
To: Ward, Jonathan (PCH) <jonathan.ward@canada.ca>
Subject: CAVCO // RSVP

Hi Jonathan - I would like to attend this session. I am a Canadian lawyer now in LA and want to keep up to date my expertise on all things Canadian.

Best,
Karyn Edwards
--
Karyn Edwards
Senior Counsel, Global Film
[redacted]

PLEASE NOTE NEW ADDRESS BELOW:
5808 W. SUNSET BLVD | LOS ANGELES, CA 90028

NETFLIX

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Leblanc, Mique (PCH)

s.19(1)

From: Josh Korn [redacted]
Sent: March-29-17 9:42 AM
To: Mennie, Johanne (PCH)
Subject: Re: The Netflix Effect?: Foreign Sources Outspend Canadian Broadcasters and Distributors for English TV Production

Your office works. We will be over that way. Let me know where we should meet.

Thanks,

Josh

On Tue, Mar 28, 2017 at 8:05 PM Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Hello Josh,

Yes, 11:00 AM on Wednesday April 5th works for me. Are you planning on coming over to our office at 25 Eddy Street on the Gatineau side? or would you rather meet somewhere more convenient?

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Tuesday, March 28, 2017 7:13 PM
To: Mennie, Johanne (PCH)
Subject: Re: The Netflix Effect?: Foreign Sources Outspend Canadian Broadcasters and Distributors for English TV Production

Hi Johanne,

Sorry for the delay. Does a coffee at 11 AM on Wednesday still work for you?

On Thu, Mar 16, 2017 at 5:14 PM, Josh Korn [redacted] wrote:

Perfect. Will be in touch when we confirm dates/times.

On Thu, Mar 16, 2017 at 4:52 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

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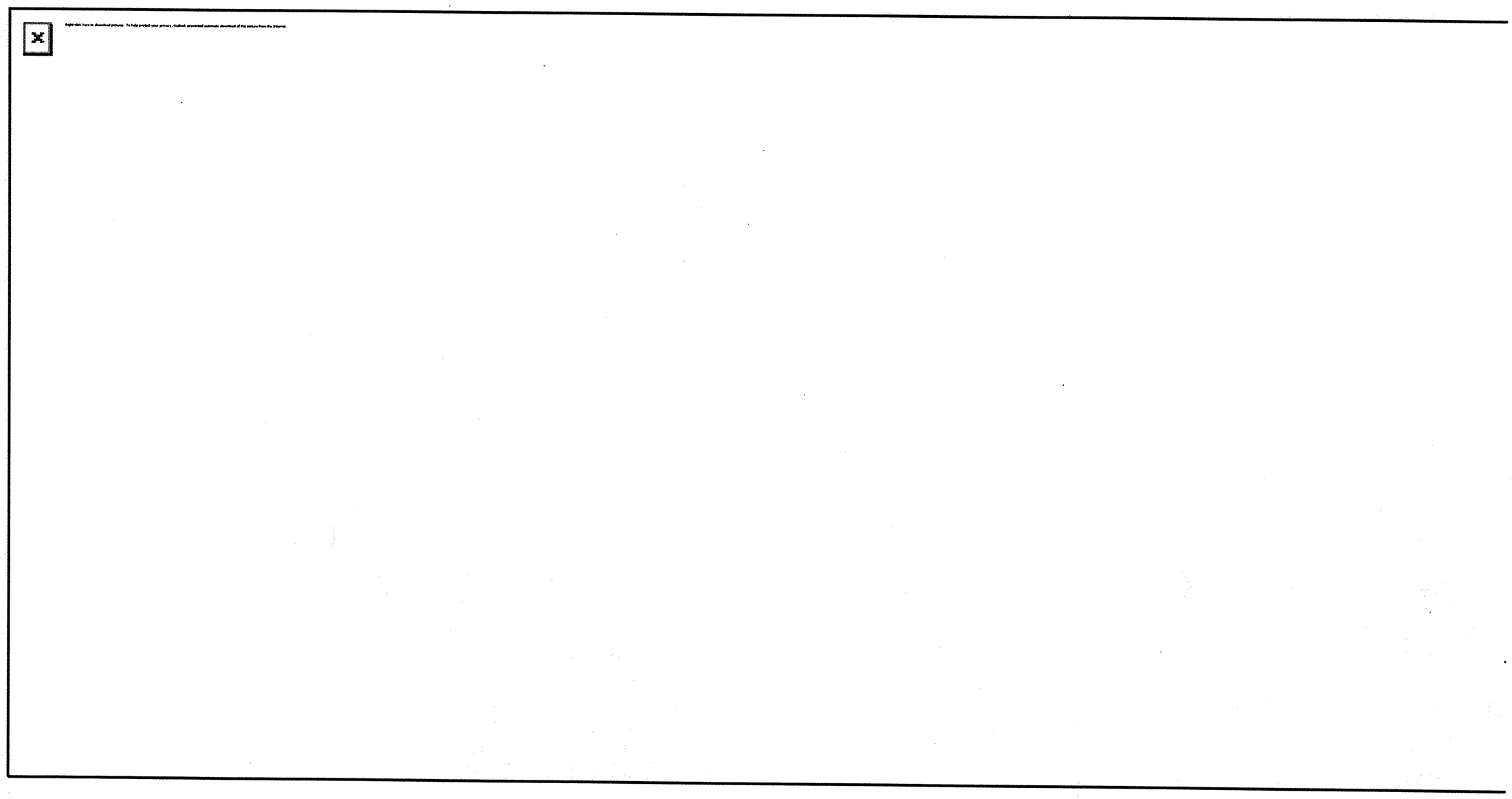

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Netflix, Inc.

[redacted] s.19(1)

--

Josh Korn

Manager | Global Public Policy
Netflix, Inc.

[redacted]

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

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Leblanc, Mique (PCH)

From: Josh Korn [redacted] s.19(1)
Sent: April-11-17 4:44 AM
To: Mennie, Johanne (PCH)
Subject: Re: Thank you and Data

Next week is great! No rush. Very much appreciated.

On Mon, Apr 10, 2017 at 9:55 PM Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:
Hi Josh,

I have several year-end priorities to deal with and it is a short 4-day week for us this week and next (Easter holiday) but I will try my best to get you something before the weekend. If not, I will definitely have something next week. [redacted] s.20(1)(b) s.24(1)

Best,

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Monday, April 10, 2017 9:03 AM
To: Mennie, Johanne (PCH)
Subject: Re: Thank you and Data

Great! Any numbers you have that are easy to access would be great. Netflix total investment, and if you break it out related to [redacted]

On Sun, Apr 9, 2017 at 10:13 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:
Hello Josh,

It was great to see you again and to meet Corie. I was debriefed on your meetings with Minister and Deputy Minister on Friday and was happy to hear that conversations at our end were pretty much as "scripted".

I have penciled the May 2 event in my calendar and look forward to meeting your colleagues.

As for data, I assume you would like to know the total Netflix investment?

Best,

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Sunday, April 9, 2017 1:58 PM

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To: Mennie, Johanne (PCH)
Subject: Thank you and Data

Hi Johanne,

Thank you very much for the conversation last week. As always, it is incredibly useful to get your perspective on Netflix production in Canada. And I hope you will be able to make it to our event on May, 2.

In the meantime, we had discussed if you would be able to send us the data that CAVCO has on Netflix production. It will be very helpful to see the official numbers if that is still possible.

Thanks,

Josh

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

s.19(1)

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

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Lorrain, Mathieu (PCH)

From: Josh Korn [redacted]
Sent: 22 avril 2017 13:57
To: Mennie, Johanne (PCH)
Subject: Re: Data

s.19(1)

Thank you!. This is great.

s.20(1)(b)

Ted will be attending the event on May 2nd. Will be great to introduce you to him and Elizabeth Bradley, the VP of all our co-productions. The article is not very well written. Your understanding about it mostly relating to the U.S. is correct and it misses a lot of nuance. The point is we don't chase tax credits for tax credits themselves. [redacted]

On Fri, Apr 21, 2017 at 12:33 AM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Hello Josh,

[redacted] s.19(1) so here is a quick snapshot.

Our fiscal years (FY) run from April 1st to March 31st for example, our last fiscal year ran from April 1, 2016 to March 31, 2017 or labeled as FY 2016-2017.

s.20(1)(b)

I have tracked Netflix activity back to FY 2012-2013. The amounts I provided cover activity from FY 2012-2013 up to and including 2016-2017. [redacted]

As well, note that as I mentioned, the data is computed by FY. This is the year the producer applies for certification at CAVCO and not the year of principal photography. I mention this in case you try to match activity at your end. Years may not coincide. I can explain complexities off line when I see you next on May 2nd.

If you need a more precise figure over less time, I could provide you with a more accurate $ figure over the last two FYs and still be within an aggregate mode. [redacted]

I return to the office on Monday and will have access to the data sets if this is something you think may be useful to you.

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On another note, is Ted Sarandos coming up for the May 2nd event? If so, note that his interview last week with The Wrap (http://www.thewrap.com/ted-sarandos-netflix-move-production-california-infrastructure/) stating that he intends to bring as much production as possible to California, unnerved a few players in the system up here. He may have to field questions in this regard if he travels here. From my read of the article, he appears to be speaking about the U.S. market, not foreign markets. Is this an accurate assumption?

Best,

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Thursday, April 20, 2017 2:19 PM
To: Mennie, Johanne (PCH)
Subject: Re: Data

Hi Johanne,

Thank you so much for this! Incredibly helpful. Do you know what the date ranges are for this data?

On Tue, Apr 18, 2017 at 4:55 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

Hi Josh,

As promised, here are the Netflix figures I was able to pull from our data collection.

s.20(1)(b)

[redacted]

Johanne

Johanne Mennie

Directrice
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Director

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*Saviez-vous que votre certification sous le programme CIPC peut être **révoquée** si vous ne présentez pas des renonciations à l'Agence du revenu du Canada?*

Pour en savoir plus : les dates limites des demandes /un exemplaire du formulaire de renonciation

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*Did you know that your CPTC certification can be **revoked** if you don't file waivers with the Canada Revenue Agency?*

Read more: Application Deadlines /Sample Waiver Form

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

s.19(1)

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Manager | Global Public Policy
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[redacted]

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	INVESTMENT STATUS	AMOUNT IN CDN $
	CONFIRMED	
	ESTIMATED	
	TOTAL PROJECTED	
	CONFIRMED	
	ESTIMATED	
	TOTAL PROJECTED	
Grand Total	CONFIRMED	
	ESTIMATED	
	TOTAL PROJECTED	

s.20(1)(b)

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Leblanc, Mique (PCH)

From: Mennie, Johanne (PCH)
Sent: April-23-17 11:53 PM
To: Josh Korn
Subject: Re: Data

Thank you for the clarifications Josh. Much appreciated.

I very much look forward to meeting the rest of the Netflix team.

See you next week.

Best,

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Saturday, April 22, 2017 1:57 PM
To: Mennie, Johanne (PCH)
Subject: Re: Data

Thank you!. This is great.

s.20(1)(b)

Ted will be attending the event on May 2nd. Will be great to introduce you to him and Elizabeth Bradley, the VP of all our co-productions. The article is not very well written. Your understanding about it mostly relating to the U.S. is correct and it misses a lot of nuance. The point is we don't chase tax credits for tax credits themselves. [redacted]

On Fri, Apr 21, 2017 at 12:33 AM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:
Hello Josh,

[redacted]

s.19(1)

Our fiscal years (FY) run from April 1st to March 31st for example, our last fiscal year ran from April 1, 2016 to March 31, 2017 or labeled as FY 2016-2017.

s.20(1)(b)

I have tracked Netflix activity back to FY 2012-2013. The amounts I provided cover activity from FY 2012-2013 up to and including 2016-2017. [redacted]

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s.20(1)(b)

[redacted]

As well, note that as I mentioned, the data is computed by FY. This is the year the producer applies for certification at CAVCO and not the year of principal photography. I mention this in case you try to match activity at your end. Years may not coincide. I can explain complexities off line when I see you next on May 2nd.

If you need a more precise figure over less time, I could provide you with a more accurate $ figure over the last two FYs and still be within an aggregate mode. [redacted]

I return to the office on Monday and will have access to the data sets if this is something you think may be useful to you.

On another note, is Ted Sarandos coming up for the May 2nd event? If so, note that his interview last week with The Wrap (http://www.thewrap.com/ted-sarandos-netflix-move-production-california-infrastructure/) stating that he intends to bring as much production as possible to California, unnerved a few players in the system up here. He may have to field questions in this regard if he travels here. From my read of the article, he appears to be speaking about the U.S. market, not foreign markets. Is this an accurate assumption?

Best,

Johanne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Josh Korn
Sent: Thursday, April 20, 2017 2:19 PM
To: Mennie, Johanne (PCH)
Subject: Re: Data

Hi Johanne,

Thank you so much for this! Incredibly helpful. Do you know what the date ranges are for this data?

On Tue, Apr 18, 2017 at 4:55 PM, Mennie, Johanne (PCH) <johanne.mennie@canada.ca> wrote:

> Hi Josh,
>
> As promised, here are the Netflix figures I was able to pull from our data collection.

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[redacted]

Johanne

Johanne Mennie

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--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

s.19(1)

--
Josh Korn
Manager | Global Public Policy
Netflix, Inc.
[redacted]

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