Inside Out

Gratitude Report 2019





32 countries represented



45 community partners and co-presenters





275

275 film and industry guests



4.485

4,485 hours of volunteer time



\$124,750

Over \$124,750 in direct support to LGBTQ+ filmmakers





With Gratitude

In 1990, a group of individuals working in media arts in Toronto came together to form the Inside/Out Collective. As our team today is hard at work preparing to celebrate our milestone 30th anniversary in 2020, we find ourselves reflecting on that history, and on the significance of our roots as a collective. A cooperative enterprise, a committed and passionate assemblage of LGBTQ2S people striving to improve the lives of their communities through sharing their stories on screen.

As we see 2020 on the horizon, there is no question that the power of collective action is what has made Inside Out's 30th anniversary a possibility. In 2019, when faced with funding cuts, and an ever-shifting industry landscape, we saw and felt the power of community solidarity as so many of you answered our call for support. In an unpredictable moment, we were able to grow our programming, initiatives and offerings through establishing new partnerships. Our 4-year partnership with Netflix comes with a commitment to supporting Canadian LGBTQ2S filmmakers, and through building opportunities for our artists, we strengthen our organization and our community.

Inside Out has been fortunate to grow in a space that enables us to celebrate how far we've come, kicking off the 2019 festival with a studio film celebrating the life of a gay icon in Rocketman, and through our ability to embrace other formats, premiering series like Vida and Tales of the City. Celebrating an increased and more meaningful representation has been key, whilst ensuring we use these opportunities to lift our next generation of diverse, queer storytellers through long standing programs like Local Heroes, through providing networking opportunities and greater access for our Toronto and visiting filmmakers, and through our industry and development programs like the Film Finance Forum.

Each of our new, and continued, strategic partnerships are building blocks for our future, for the next 30 years, for our continued mission to challenge attitudes and change lives through the transformative power of cinema.

To you, our partners, our champions, we offer our deepest gratitude. With heartfelt thanks,

Andria Wilson Executive Director

Andrew Murphy Director of Programming The Year in Review

The Year in Review



You strengthen our LGBTQ+ communities and create a welcoming home for our storytellers.

Thanks to you, Inside Out plays a vital role in the social and cultural health of our communities, and we do this by supporting a wide range of LGBTQ+ representation on-screen and among our audiences and supporters. Over the past year, you have helped grow our capacity to engage more people in our communities and support more filmmakers than in any year prior.

Growth like this is no small feat, especially considering it took place at the same time as significant reductions in our provincial funding – the likes of which hasn't been seen since the 1990's. Shortly after we learned of the funding reductions, we shared the news with our supporters. The positive response was immediate and clearly confirms the strength of our communities – and demonstrates that when it comes to representation, visibility and inclusion, we are standing up to be counted.

We were also fortunate this past year to partner with Crave to bring some incredible new LGBTQ+ content to our audiences. Likewise, brand new partnerships with Netflix and OUTtv increase our capacity to support LGBTQ+ filmmakers in a sustainable way and help bring more of their stories to the screen, while keeping this programming accessible to our audiences.

Combined with the support of members and donors, these sources of funding have helped us to overcome some real challenges and make major strides toward supporting our communities' vast talent while providing new opportunities for audiences to engage with LGBTQ+ stories.

Efforts are already underway to develop a new Strategic Plan for 2021, and as we approach Inside Out's 30th anniversary year in 2020, we look forward to an LGBTQ+ homecoming for the ages and a collective celebration of just how far we have come.

You boost our ability to reach and engage more people with our programming.

This year, you helped to expand our community outreach efforts and partner with more organizations to distribute 1681 free community tickets. After its debut last year, our popular Community Pass Program continued to grow through partnership with Rainbow Railroad and The 519 to help reach more LGBTQ+ newcomers and elders in our communities.

For the first time ever, we hosted Reel Access, a day-long forum at our Toronto festival which brought together participants from 30 organizations to share ideas and discuss pathways to increase access to film festival experiences for more people – particularly those who might experience barriers at film festivals or be excluded from taking part. The Reel Access initiative is a 2-year project supported by the Toronto Arts Council that is led by a working group of film festival and Toronto-based disability advocates and activists.

Each year, Inside Out brings hundreds of high school students to our Festivals and hosts a full day of Youth Day activities, including a youth-led panel and discussion and a special screening of short films. Programming like this is important for LGBTQ+ youth and allies because it gives them the chance to connect with their peers and also reflect what they take from it back into their communities. This year we welcomed the participation of The LGBT Youthline, who partnered with us to provide peer support to attendees.

Now with the pending launch of Inside Out's Online Platform, you are helping to provide transformative access to LGBTQ+ media and resources for more young people, educators, community groups and others. Access to curated content will be free of charge and available right across the country. Inside Out will host a soft launch of the Platform this year with a series of shorts and discussion materials for classrooms and groups. After gathering feedback, we will scale up the program for 2020 and Inside Out's 30th anniversary.





If a student doesn't feel recognized, seen or heard... they can't be themselves. Equity should be a part of every single day and everything we do to support our LGBTQIA2S youth. Inside Out does an excellent job sharing the stories of folks from across the spectrum.

JORDAN APPLEBAUM TEACHER

The Year in Review

You ensure that talented LGTBQ+ filmmakers get the support they need to tell their next great story.



With your help, this year we brought a record number of directors, writers and producers to our Festivals. Bringing talent to Inside Out enhances the experience of our festival audiences and has provided many unforgettable moments, including at the screenings of essential episodic work like Tales of the City, Vida and Eastsiders where on-stage interviews and other unique experiences were highlights of the festival. Hosting a wide range of local and international talent to present their work enriches the experience for attendees and artists alike.

Inside Out led the charge in supporting LGBTQ+ film three years ago when it launched the world's first LGBTQ+ Film Finance Forum. This Forum aims to provide filmmakers with the professional tools and networking opportunities to get support for new work and tell their next great story. In 2020, we look forward to sharing completed feature films from past participants in the Forum with our Inside Out audiences.

This year with the announcement of new support for Canadian LGBTQ+ filmmakers from significant partnerships with Netflix and OUTtv we are able to provide essential new funding over the next few years, and significantly expand the offerings of the Forum and other professional development programming. We also grew funding for Inside Out's RE:Focus Fund and our Pitch, Please! Short Film Pitch Competition, allowing Inside Out to provide financial support to filmmakers throughout all stages of their career development.

After many successful years of community-driven, first-time-filmmaker support through Inside Out's digital and short film mentorship programs, in 2019 Inside Out partnered with ASAAP to launch a one-year pilot mentorship lab that supports LGBTQ+filmmakers from South Asian and Indo-Carribbean communities. The works of these filmmakers will premiere at Inside Out 2020.





I really appreciate that the Forum allows independent LGBT writer-directors, producers, and distributors from all over the world to quickly develop meaningful relationships over the short span of two days.

JASON KARMAN
DIRECTOR
FILM FINANCE FORUM PARTICIPANT

Attending the Finance Forum was a joy. Inside Out has provided an incredible platform for creatives to take meaningful steps in bringing their visions to life and we thoroughly enjoyed the opportunity to be a part of their storytelling process.

ZACHARY TARICA
FILM FINANCE FORUM EXECUTIVE

Awards Awards

Canadian **Juried Awards**

2019 Canadian Jury Members: Luis De Filippis, Lisa Donato, Nick McCarthy

Best Canadian Feature (Narrative or Documentary) Sponsored by Entertainment Partners Canada

Drag Kids **Directed by Megan Wennberg**

Emerging Canadian Artist Sponsored by RBC Royal Bank & William F. White International

Skies Are Not Just Blue Directed by Lysandre Cosse-Tremblay

Best Canadian Short Sponsored by Accenture

Soft Spot **Directed by Justine Stevens**

International **Juried Awards**

2019 International Jury Members: Tricia Hagoriles, Allison Tate, Curtis M. Wong

Best First Feature Sponsored by Netflix

A Dog Barking at the Moon Directed by Zi Xiang

Inside Out Special Award for Innovation

This \$10,000 cash award targets a filmmaker who, in their feature film, demonstrates innovation and a commitment to authentic and positive representation of LGBTQ+ people.

This award was established through Inside Out's Strategic Innovation Fund, from a generous bequest made by the late James Stewart.

Memories of My Body

Audience Awards

Best Narrative Feature Sponsored by Suzy Zucker

Billie and Emma **Directed by Samantha Lee**

Best Documentary Film Sponsored by Jo-Ann Chiam

We Are the Radical Monarchs **Directed by Linda Goldstein** Knowlton

Best Short Film

Sponsored by Michael Leshner and Mike Stark (in honour of Mikey/Schmikey)

Thrive **Directed by Jamie Di Spirito**





Pitch, Please! Short Film Pitch Competition

\$5,000 production grant sponsored by Netflix

\$10,000 in-kind package sponsored by Sim International, EP Canada, Bedtracks, Final Draft, Lewis Brinberg Hanet, **Behind the Scenes Services**

Winner:

Re-Live: A Tale of a 30-Year-Old Cheerleader **Director/Writer Rain Valdez**



WRITER AND DIRECTOR OF RAZOR TONGUE WINNER OF THE 2019 PITCH, PLEASE! SHORT FILM PITCH COMPETITION

RAIN VALDEZ ON THE POWER TO TELL OUR OWN STORIES

Historically our stories have been in the hands of folks who don't identify with our journey, resulting in stories with inaccurate 'perspectives' based on their gaze and judgements. LGBTQ identified folks have suffered immensely because of this. I'd like to see this industry giving us the power to tell our own stories more and more. We're ready to take agency, take our seat at the table and take our stories to the screen. Our stories are more universal and relatable than most people think - but we can only reflect that if we're a part of the creative and decision-making process.

We Love Our Members and Donors!

\$5,000+

Michael Bellefontaine' David Carter* Karim Ladak* Jim Lawrence and David Salak* Michael Loader* Martha LA McCain*

\$2,000 to \$4,999

Neville Austin* Lawrence Bennett* Chris Black and Paul Butler* Carl Bremner and Kenneth Holt Nelson Carvalho and Zak Miljanic* Jo-Ann Chiam and Janet Koecher* Sarah Hunter* Dr. Richard Isaac and Brian Sambourne' Steve Khan and Frédéric Prigot* Willliam and Gary Klein*

Jim Knoop and

Michael Leshner

and Mike Stark*

Andrew Mainprize

and Philip Kocev*

Scott Ferguson*

Jim Laughlin*

James Owen*

Russell Mathew and

Donald McKay and

Adam Morrison and

Ralph Pascht and

Mark Le Messurier*

Bernardine Perreira*

Kimahli Powell'

Philip Rouse*

Ed Piotrowski

Marcus Law*

Davinder Singh and Pablo Ruisanchez Ortega* Ross Slater and Wayne Smith Joe E. Teves and David Rankin* Anne-Marie Vanier* David Vella* Scott Windsor* Suzy Zucker*

\$1.000 to \$1,999

Jill Andrew and

Aisha Fairclough* Deborah Barr Alexander and James Boecker-Fitzgerald **Lambert Boenders** and Barry Trentham Bradley J. Campbell and Obed Urquilla Flores* Jack Candido and **Howard Craven** Linda Chen Andy Chong* John Clifford Henry D'Auchapt and Peter Harding* Daniel DaCosta and Wade Rowley Dennis Findlay*

Sarah Fodey* Murray Gaudreau Heather Gibson* Larry Hughsam* Julie Kinnear* Stephen Johnson' Claire Lavoie and Lisa Landrey Greg Lichti and Garth Norbraten* Keith Medley Steve Nardi and Kevin Meloche Joe Pharaon* Nik Redman **Trevor Stevenson** and Justin Schurman* Jason Wagar*

\$600 to \$999

Barry Adam* Roberto Bozac and Steve Clelland Allen Braude* Daniel Brown and Maurice Fournier* Tania Cheng and Dana Decent* Chris Chin* Patrick David and Michael Smith Christopher Field and Changming Guo

David Hazzan and Mason Schleuter* Wayne Horchover Mark Kizhnerman and Shawn Castonguay Geoff Lawrence and Neil Calhoun Adrian Mitchell Thomas Park* Jeffrey Richstone* Michelle Robertson and Naomi Brooks **Denis Schryburt*** Mark Stringer* Michelle and Amy Talbert* Jennifer Trant* Barry Waite*

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Donna Inch and

Audrey Lobo*

Harvey Kaye

Doug Kerr and

Michael Went

B. Kitchell*

Kathryn Kinnear*

Greg W. Johns

Miriam Kaufman

Marc Hill

Lillian Gong

Tomislav Harmic \$400 to \$ 599 Nathan Heinrichs Paul Higgs

Janine and Christine

Bruce Ferreira-Wells and Roberta Benson

We support Inside Out because the arts are critical to the success and cohesion of our LGBTQ communities. We applaud its efforts to be more inclusive, accessible and welcoming of all.

JIM LAWRENCE AND DAVID SALAK



Paul Lalonde*

Samuel Lapidus

Michael Legouffe

Michael Lockhart*

Devon MacFarlane

Gilles Marchildon

and Gord Klassen

The Rev. Dr. John

Joseph Mastandrea*

Peter McNaughton

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Alexander Darnell

Fabio Mello and

Brandon Brophy

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Geoffrey Skelding

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Kris Fortomaris

Bruce Lawson

Dr. Ben Louie

Jeanette and

Brian Markle

Robert Martel

Christopher

McKenzie and

Grant Murphy

Ron Leach

Lulu Wei Philip Wong Joseph Woodworth*

\$250 to \$399 Alan Abuchaibe and Drew Hemler Jersey Anderson D. Arcand and A. Karmali* Amir Azadeh Michel Beauvais Lucas Beaver Daniel Bourré David Brennan and Michael Woodford Christopher **Brohman and David** Beckner* Jason Brown Robert Buckingham* **Daniel Burns** Michael Bushara Blair Caines and **Brad Candy** Jim Carleton* Dora Catalarranas Andrew Chang* Mara Chaplin Harry Cherniak Harold Chmara and Danny Hoy Paolo Cini and

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Gordon Gingras Rebecca Gold Leonardo Goncalves de Oliveira Mac Gunter and Serdar Atav David G. Hallman Kathleen M. Harquail Michel Helie* Stephen Hobson Adonica Huggins* Adam Hyatt* Karie Diane

Inside Out has become a highly respected film festival on the world stage. I am incredibly honoured to lend my support to the amazing work you do, with such passion and dedication to the cause. KARIM LADAK

MEMBER AND DONOR

Marie Cousineau'

Beth Jordan Patrick Keleher Steven Kim Chantal S. Lackan Samuel Laredo Derek Leebosh^{*} Michael LeSage and Christopher Fowler* Jordan Levitin and Francisco Juarez Jennifer Lord and Becca Lucas Lord Cami Macia David MacKay **Chris Matthews** Gary McLachlan James Meeks* Alan Moon Michael Moores Pearse Murray Arif Noorani and Wesley Seto Niall O'Dea and Glenn Nuotio* Jessica Park and Kris Klement* Evalyn Parry Adam Peer and Andres Laxamana* Pauline Pelletier* **Davey Perry**

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Marcel Erick Rangel

*Notes non-membership charitable contributions We appreciate the support of all of our members and donors. We apologize for any Inside Out's Charitable Registration Number is

871515995RR0001



Johnston* William Leffler

Major Gifts and Legacy Giving

Funders and Sponsors

Leadership Circle

The philanthropic support of Leadership Circle Members is an investment in a sustainable future for Inside Out and the LGBTQ+ communities we serve.

Jill Andrew and Aisha Fairclough

Neville Austin

Michael Bellefontaine

Lawrence Bennett

Paul Butler and Chris Black

David Carter*

Nelson Carvalho and Zak Miljanic

Jo-Ann Chiam and Janet Koecher

Andy Chong

Dennis Findlay*

Sarah Fodey*

Heather Gibson*

Dr. Richard Isaac and Brian Sam-

bourne*

Stephen Johnson*

Steve Khan and Frédéric Prigot

Julie Kinnear*

William and Gary Klein

Karim Ladak

Marcus Law

Jim Lawrence and David Salak

Greg Lichti and Garth Norbraten*

Andrew Mainprize and Philip Kocev*

Russell Mathew and Scott Ferguson

Martha LA McCain

Donald McKay and Jim Laughlin*

Adam Morrison and James Owen

Ralph Pascht and Mark Le Messurier

Bernardine Perreira*

Kimahli Powell

Philip Rouse

Anne-Marie Vanier

David Vella

Jason Wagar

Scott Windsor*

The Lawrence Family Foundation

We gratefully acknowledge the generous support from longtime members Jim Lawrence and David Salak and the Lawrence Family Foundation. Their generosity has enabled Inside Out to increase its support of LGBTQ+ film and filmmakers and launch the world's first LGBTQ+ Film Financing Forum. We are thankful for the Foundation's continued commitment to create a more inclusive festival for everyone in our communities.

RE:Focus Fund

This Fund is aimed at supporting career development for women and non-binary of Martha McCain, the RE:Focus Fund to attend the Festival to present their work and access microgrants and other development opportunities.

Legacy Society

of donors who have made a lasting commitment to our future by including Inside Out in their wills and estate plans.

Neville Austin

Andy Chong

Larry Hughsam Karim Ladak

Russell Mathew and Scott Ferguson

Philip Rouse

filmmakers. With the generous support will provide filmmakers an opportunity

Inside Out's Legacy Society is comprised

Lambert Boenders and Barry Trentham

Dennis Findlay

Dr. James Stewart

Inside Out Lead Sponsor



Presenting Partner



Premier Sponsor

STARZ

Official Airline



Government



Canada Council Conseil des arts du Canada for the Arts



HÜNTER



Foundations

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Telefilm Canada **Ontario Creates**

Sim International

Bedtracks

Hour Media

Final Draft

Platinum

Artscape

Gillette

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Canadian Media Producers Association

Toronto International Film Festival (TIFF)

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OUTtv

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Lesbian Outdoor Group

MAX Ottawa

Ottawa Senior Pride Network

*Indicates new Leadership Circle Members

Financials Our Team

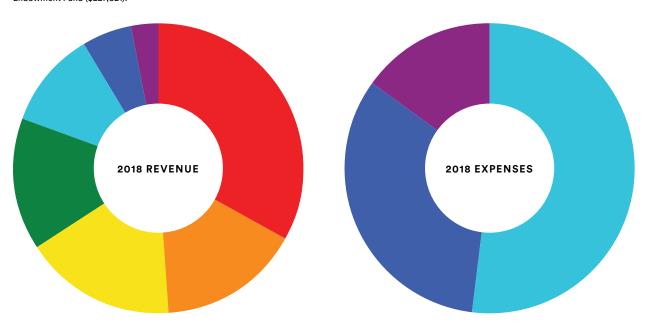
Statement of Operations For the year ending December 31, 2018

REVENUE	2018	2017
Government and Foundation Grants	\$484,540	\$397,338
Individual Donations and Memberships*	\$230,517	\$936,178
In-Kind Services	\$244,850	\$223,577
Corporate Sponsorship, Donations, and Advertising	\$216,225	\$169,589
Toronto Festival and Special Events	\$156,812	\$147,631
Ottawa Festival	\$80,176	\$52,596
Endowment Fund Interest and Other Revenue	\$43,260	\$34,133
TOTAL	\$1,456,380	\$1,961,042

EXPENSES	2018	2017
Programming Expenses, Artistic Salaries and Awards	\$818,943	\$703,280
General and Administration and Salaries	\$516,407	\$557,353
Marketing and Outreach	\$234,976	\$188,627
TOTAL	\$1,570,326	\$1,449,260

EXCESS OF REVENUE OVER EXPENSES	-\$113,946	\$511,782
EXOLOGO OF REVERSE OVER EXPENSES	-9110,540	9311,702

^{*}The increase in revenue over expenses in 2017 includes a one-time residual gift from the Estate of Dr. James Stewart. Revenue in excess of expenses was allocated to three funds, with current balances as follows: Operating Reserve Fund (\$275,000), Strategic Innovation Fund (\$150,000) and James Stewart Endowment Fund (\$227,821).



Auditor: David Burkes, BCom., CPA, C.A. Full financial statements are available upon request.

Inside Out Board, Committees & Staff

Inside Out is a not-for-profit registered charity that exists to challenge attitudes and change lives through the promotion, production and exhibition of film by and about LGBTQ+ persons of all sexual and gender identities, ages, races and abilities.

Board and Committees

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Volunteer Coordinators Hardeep Bubbra

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Events and Engagement AssistantFred Daou

Box Office Manager Bran Ramsey

Kirsten Bligh

Event Production Coordinator Victoria Yeung

Guest Program Coordinator Irenaldo Fumero Membership Coordinator

Venue Operations Manager
Debbie Read

In Reps: Paula Forst, Tim Higgs, Sandra Hodnett, Michele Jelley

Out Reps: Eric Benson, Linda Lum Front of House Assistants

Lee Clapp, Natalia Lopez-Woodside

Tech Rep: Paul Williams

Finance Forum Producer
Jan Nathanson

Grant Writer and Reel Access Coordinator

Steen Starr

Reel Access Working Group Steen Starr, Co-project Manager

Michael McNeely, Co-project Manager Kelsey Butt Alcks Girowski

Andrew Gurza Ken Harrower Liviya Mendelsohn

Graphic Design and Festival Identity Monnet Design

Publicist K2 Publicity

Website Design and Development Co-Effect

Program Guide Copy Editor Jennifer Coffey

Festival Trailer Production
Production Merik Williams
Music T. Thomason

Festival Photographers

Dahlia Katz Moe Laverty Samson Learn Lucy Lu Ming Wu

Festival Videographers Hour Media Cecilio Escobar

Lulu Wei Merik Williams

Bookkeeper: Marie May
Financial Clerk: Sunny Kim

Interns

Jilian Campbell, Fundraising
Jacob Crepeault, Programming
Karolina Drozd, Community
Engagement
Somya Gaur, Marketing
Wing Lam Leung, Events
Rainee Nelson, Outreach
Jae Ng, Industry Programming
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Inside Out