



Nova Scotia Content Market Attending Delegates

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AMC Networks

Alex Schwarm, Director, International Programming

Dedicated to creating and distributing bold and inventive stories fueled by the artistic vision of dynamic storytellers, AMC Networks owns and operates several of the most popular and award-winning brands in television and film. Cable television networks AMC, BBC AMERICA (through a joint venture with BBC Studios), IFC, SundanceTV, and WE tv; independent film production and distribution division IFC Films; and premium streaming video services Sundance Now, Shudder, Acorn TV, UMC and AMC Premiere, the offering that gives subscribers commercial-free access to AMC shows, produce and deliver distinctive, compelling and culturally relevant content that engages audiences across multiple platforms. The Company also operates AMC Studios, its television production and worldwide content distribution division; and AMC Networks International, its international programming business.

Alex Schwarm is the Director of International Programming at AMC Networks, working across AMC, SundanceTV and BBC America. Alex plays an active role in creative development and oversight of original series and international co-productions. His current projects include *The Watch* for BBC America and *La Fortuna* for AMC. Past series include *The Little Drummer Girl*, *Liar*, *The A Word*, *Back*, *Cleverman*, *Deutschland83* and *Rectify*, among others.

AMC Networks

Samantha Perelman, Manager, International Programming

Dedicated to creating and distributing bold and inventive stories fueled by the artistic vision of dynamic storytellers, AMC Networks owns and operates several of the most popular and award-winning brands in television and film. Cable television networks AMC, BBC AMERICA (through a joint venture with BBC Studios), IFC, SundanceTV, and WE tv; independent film production and distribution division IFC Films; and premium streaming video services Sundance Now, Shudder, Acorn TV, UMC and AMC Premiere, the offering that gives subscribers commercial-free access to AMC shows, produce and deliver distinctive, compelling and culturally relevant content that engages audiences across multiple platforms. The Company also operates AMC Studios, its television production and worldwide content distribution division; and AMC Networks International, its international programming business.

Samantha Perelman is the Manager of International Programming at AMC Networks, working across drama networks, AMC, SundanceTV and BBC America. As Manager, Sam plays an active role in the creative development and oversight of original series and international co-productions. Recent series include BBCA's *Killing Eve*, as well as the second season of SundanceTV's *The Split and Liar*.

Attraction Distribution

Max Oliveras, Vice President

Attraction Distribution is a world leader in quality family entertainment. We are a Montreal-based sales agent specializing in the co-financing, co-production, promotion, all rights distribution and world

sales of award-winning family content. We handle a catalogue of feature films across multiple genres, popular live action youth series and animation as well as prime time drama and original formats created by our sister companies and an extensive network of producers around the world who share our passion for content that marries quality with high entertainment value. Our team includes industry veterans who have winning experience with a wide range of clients across multiple platforms.

We are interested in kids content (animation, live-action and factual/educational formats). We are also on the lookout for thrillers and high end drama for adults, either series or films, for international sales, pre-sales or co-production.

Bell Media

Danielle Pearson, Manager, Original Programming, Factual / Reality

Bell Media's Reality and Unscripted slate includes original and existing competition formats (*The Amazing Race Canada, MasterChef Canada, The Launch*); documentary films (*Once Were Brothers: Robbie Robertson and The Band, Anthropocene: The Human Epoch, You Are Here: A Come From Away Story*), factual series (*Heavy Rescue: 401, Highway Thru Hell*) and lifestyle programming (*Mary's Kitchen Crush, DNA Dinners*). Our Original Programs air across our suite of channels and platforms including CTV, Crave, Discovery, CTV Life, and TSN.

Bell Media

Michele McMahon, Production Executive, Original Programming

Michele McMahon is a Production Executive, Original Programming for B.C. and the Territories for Bell Media. In this role, Michele is the point of contact for the local television production community (producers, directors, writers) and acts as the creative executive on projects in development and production. Michele is currently a production executive on the feature documentary *The Inconvenient Indian* (CRAVE), and the drama series *Transplant* (CTV, NBC) and *Cardinal* (CTV, BBC2). Michele was also an executive on *19-2* (BRAVO) and *Motive* (CTV, ABC). *Cardinal*, *19-2*, and *Motive* received multiple Canadian Screen Awards and *19-2* was nominated for an International Emmy.

Prior to joining Bell Media, Michele McMahon spent 9 years with Omnifilm Entertainment, the last five as Director of Drama Development. There, she developed the drama *Primeval: New World* (Space) and *Arctic Air* (CBC). She also developed and researched documentaries such as *Shock Wave* (CBC), and the award-winning factual series *Make Some Noise* (CBC).

Michele can take pitches for scripted Drama and Comedy (CTV, CTV Drama, CTV Scifi, CTV Comedy, Crave) as well as unscripted factual/lifestyle series (CTV, CTV Life, Crave, Discovery) and feature documentaries (CRAVE).

Blue Ant Media

Sam Linton, Head of Original Programming

As Head of Original Content, Canadian Networks for Blue Ant Media, Sam brings over 30 years of production expertise to the media company's specialty television channels including Cottage Life, T+E,

Makeful, Smithsonian Canada and BBC Earth Canada. In her role, Sam oversees commissioning and production of original series such as *Blown Away*, *Hotel Paranormal*, *Life Below Zero Canada*, *Hope For Wildlife* and *Landscape Artist of the Year Canada*.

Sam has written, produced and directed many series and one-offs. Her former roles include Director of Programming for Discovery Canada and Animal Planet, in addition to SVP of Factual for Cineflix Productions where she executive produced series such as *May Day*, *Final 24*, *Mega Moves* and *Urban Legends*. Sam also held leadership roles at History Television as Acting Head of Factual Content and RTR Media as VP and Executive Producer for RTR Media.

Blue Ant Media is an international content producer, distributor and channel operator. We own and operate numerous production companies under the Blue Ant Studios banner, creating content for broadcasters and streaming platforms around the world, and our distribution business, Blue Ant International, offers a substantial catalogue of content, including one of the world's largest 4K natural history offerings. Blue Ant Media operates channels under nine brands in Canada including Love Nature, Smithsonian Channel Canada, BBC Earth (Canada), Cottage Life, Makeful, T+E and more. Blue Ant Media is headquartered in Toronto, with eight international offices in Los Angeles, New York, Singapore, London, Dunedin, Washington DC and Beijing.

Blue Ant Media is committed to commissioning new Canadian content across its suite of channels in Canada. We invest in original content and collaborate with production partners on content ideas that can be taken to international markets. We're looking for fresh new ideas that speak to passionate audiences centered around interesting people and unique access into special worlds. In particular, we're looking for: paranormal-theme content for T+E, such as our recent hit series, *Hotel Paranormal* narrated by Dan Akroyd; extreme weather and survival content for Cottage Life and quirky, DIY series like *Blown Away*. We also look for series ideas that we can co-produce with other broadcasters, treaty co-productions, and formats such as *Life Below Zero Canada*, which launched on Cottage Life in the spring and *Landscape Artist of the Year Canada* on Makeful.

Blue Ice Docs / KinoSmith

Robin Smith, CEO

Robin Smith is currently the CEO of Blue Ice Docs Inc., a distribution and equity funding company dedicated to funding, acquiring and distributing the best non-fiction work from around the world.

Robin brings a strong background of over 25 years of film, video and arts-related work to the marketplace having worked at a variety of distribution companies including The National Film Board of Canada, Alliance Films, Lions Gate Film Entertainment, Seville Pictures and Capri Releasing and has managed and navigated the release of such hits as *Crouching Tiger, Hidden Dragon*, *All About My Mother*, *Away From Her*, *Cave of Forgotten Dreams*, *Blackfish*, and the recent hit *Kedi*.

Robin has also acted as Executive Producer on a variety of award-winning documentaries including the Oscar-nominated *Abacus: Small Enough to Jail* (dir: Steve James), the Emmy-Award winning *Solitary* (dir:

Kristi Jacobson), recent multiple-award winning doc *Advocate* (dir: Rachel Leah Jones, Philippe Bellaiche) and the soon-to-be-released feature *A Glitch in the Matrix* (dir: Rodney Asher).

Robin also acts as the Cinema Programmer for the Hot Docs Ted Rogers Cinema in Toronto that is operated by the Hot Docs International Documentary Festival. The Hot Docs Cinema Ted Rogers Cinema is a 700 seat cinema dedicated to screening documentaries throughout the year.

CBC Comedy

Michelle Daly, Senior Director, Comedy

CBC Comedy is focused on half hour single-camera, live-action comedies that are smart, sophisticated, character driven and have a distinct comedic voice.

As Senior Director of Comedy, CBC Scripted Content, Michelle Daly leads the team responsible for managing the creative development and production of CBC's slate of comedic programming. Michelle joined the CBC as Executive in Charge of Production in 2011, and has contributed to the success of hit CBC shows *Kim's Convenience*, *Baroness von Sketch Show*, *Workin' Moms*, *Schitt's Creek* and *TallBoyz*. Michelle is also a board member of WIFT-T.

Prior to joining the CBC, Michelle was the Director of Content at The Comedy Network where she managed the creative elements on such programs as *Corner Gas*, *Dan for Mayor*, *Picnicface* and *The Jon Dore Television Show*. Her passion for comedy extends back to one of her first positions as an assistant to *The Kids In The Hall*.

CBC Docs

Sandra Kleinfeld, Senior Director, Documentary

CBC, CBC GEM and documentary Channel together support short, 1-hour, and feature-length documentaries with a broad range of subject matter and tone, that are informative, thought-provoking, and entertaining. We support both emerging and established filmmakers, across a diversity of voices and points of view. We look for a mix of subjects that reflect contemporary Canada and the current conversations we are in, that spark debate and conversation. Films by and about under-represented voices continue to be a priority and we want BIPOC filmmakers to bring us their stories.

In general, all documentaries must have a strong story at its heart, an unfolding narrative, a dramatic journey with layered storytelling, surprises and revelations. There should be compelling characters driving the narrative, with rich cinematic storytelling, and high production values.

CBC Drama

Nicola Makoway, Executive in Charge of Production, Drama

As an Executive in Charge of Production, Drama, for CBC Scripted Television, Nicola Makoway oversees the production and development of original drama including one-hour series, limited series and one-off specials. Nicola is currently the executive for CBC on *Frankie Drake Mysteries*, Season 4 and

Murdoch Mysteries, Season 14. Along with other members of the drama team, Nicola regularly takes pitches from independent producers and creators looking to work with CBC.

CBC Films

Mehernaz Lentin, Senior Director

As Senior Director of CBC Films for Canada's public broadcaster, Mehernaz Lentin is responsible for overseeing the funding and pre-licensing of Canadian features for broadcast and streaming on CBC platforms. An award-winning independent producer with over 20 years' experience in the Canadian film and television industry, Lentin began her career at the Canadian Film Centre in 1990, working closely with Filmmakers in Residence, coordinating the Master Lecture Series and developing new programs to highlight the work of Canadian creators. Since then, she has worked with some of Canada's leading filmmakers, with producing credits that include: *Portrait of a Serial Monogamist* (2015, Christina Zeidler and John Mitchell), *Fall* (2014, Terrance Odette), *Invisible City* (2009, Hubert Davis), *Toxic Trespass* (2007, Barri Cohen), and three Deepa Mehta features: *Heaven on Earth* (2008), *The Republic of Love* (2003) and *Bollywood/Hollywood* (2002).

CBC Films encompasses the national public broadcaster's continued investment in Canadian cinema and spans film initiatives including funding, pre-buys and acquisitions for CBC broadcast and streaming platforms. CBC Films funding supports the production of feature films led by female, LGBTQ2+, Indigenous and diverse filmmakers that reflect, represent, and reframe a range of perspectives through character-driven stories that are at the centre of the Canadian experience.

CBC Films has funded 24 titles and pre-licensed 22 titles to date, for a total of 46 feature films supported by CBC Films. Funded titles include: Charles Officer's *Akilla's Escape*, which was recently met with acclaim upon its World Premiere at the 2020 Toronto International Film Festival (TIFF); Elle-Máijá

Tailfeathers and Kathleen Hepburn's multi-Canadian Screen Award-winning film *The Body Remembers When The World Broke Open*, which also won the 2019 Best Canadian Film Award from the Toronto Film Critics Association; and Albert Shin's *Disappearance At Clifton Hill*, which received its World Premiere at TIFF 2019 and was nominated for four Canadian Screen Awards.

Corus Entertainment

Andrew Johnson, Executive in Charge of Production, Factual

Andrew Johnson helps develop and commission factual and documentary programming for Corus channels HISTORY and Global. He has overseen current & recent programs like *Rust Valley Restorers*, *Big Timber*, *Cheating Hitler*, *History Erased*, *D-Day in 14 Stories*, *100 Days to Victory*, *Border Security*, *Hunting Nazi Treasure*, *Yukon Gold*, *Real Vikings* and *Ice Pilots*. Previously, he was Commissioning Editor of the CBC Newsworld documentary series *The Lens* and *Rough Cuts* and Senior Producer of *The Passionate Eye*.

The Corus Original Factual Content team commissions unscripted programming mainly for HISTORY and occasionally for Global Television. We look for programs that will attract viewers in the 25-54 demo through active storytelling, strong characters, unique access and narratives that unfold

on-screen. For HISTORY we focus on docu-soaps and occu-soaps, blue-chip factual series, transactional shows and original ways to mark Remembrance Day and significant anniversaries. We give priority to series, especially renewable series ranging from 6 to 12 episodes, in both one-hour and half-hour lengths. We commission a small number of one-off programs for HISTORY (one-hour and feature-length) and limited series (2-4 episodes). We're open to projects involving international partners when the subject matter is of strong interest to Canadians. Our distribution arm, Corus Studios, will consider the possibility of acquiring the distribution rights for some of our commissioned programs.

Corus Entertainment

Kathleen Meek, Manager, Original Content, Drama and Factual

Kathleen Meek is Manager, Original Content, Drama and Factual for Corus Entertainment. In this capacity, she is responsible for a portfolio of original scripted and factual series for Global Television, History Canada, Showcase and W. She is production executive on Global's upcoming event drama, *Departure*, History's hit show *Vikings*, YTV's *Hardy Boys* and new unscripted series *Salvage Kings*, *The Wild Ones* and *Big Timber*. She joined Corus in 2018 from Bell Media where she was Production Executive, Drama and Feature Film. She worked on various original series including CTV's *Motive*, *Saving Hope* and *The Detail*; Space drama *Killjoys*; and HBO Canada's *Hip Hop Evolution* and *Sensitive Skin*. She also managed the pre-licensing of Canadian feature film for Bell Media's pay TV services, The Movie Network and HBO Canada. Prior to Bell Media, she worked for Astral where she was responsible for licensing of Canadian film and worked on original series like *Call Me Fitz*, *Funny as Hell*, *Less Than Kind* and *Transporter* as well as various feature documentaries and comedy specials. Kathleen started her career at CTV in the drama department.

Corus Entertainment

Dan Pasqua, Production Executive, Development, Lifestyle

As a production executive on the development team in the Original Lifestyle Content division at Corus Entertainment, I take an active role in shaping the lifestyle content slate, developing projects for Food Network Canada, HGTV Canada and Slice.

Our team commissions premium food, home and reality programming for these networks and works in tandem with our Corus Studios sales team to find a home for our shows with our international distribution partners. We commission a balance of original content from our Corus Studios division, Canadian versions of the world's great formats (*Big Brother*, *Top Chef*, *Iron Chef*, *The Bachelor*) and original ideas that have been pitched to us from the production community.

Glossy, high-quality competition programs work on Food Network Canada and we are also experimenting in the food documentary and occu-follow genres. On both HGTV Canada and Food Network Canada, our most successful programming features strong, authentic expert characters with a unique POV. Series like *Island of Bryan*, *Scott's Vacation House Rules*, *Making It Home with Kortney & Dave*, *Wall of Chefs*, *Top Chef Canada*, *Big Brother Canada* and *Great Chocolate Showdown* are all examples of original domestic successes that resonate on social and digital platforms as well. We are open to

looking at well thought-out social experiments and dating concepts, although our focus is primarily on home and food right now.

We are always looking for breakout talent in the lifestyle space -- we don't need a specific concept attached to them when pitched. We welcome diverse talent from all backgrounds, cultures and viewpoints. If you are pitching us talent, please have a short video to accompany your pitch -- the production values do not need to be fancy (can be shot well on a mobile phone), but we need to see who they are and if they have "it".

If you are submitting a paper package for a show idea, it doesn't need to be lengthy, make it as long as it takes for us to fully understand the potential idea, which can range from a one-pager to a sizzle reel to a full episode breakdown...whatever it takes to tell your story.

Corus Entertainment

Hugues Dufour, Production Executive, Kids & Animation

Hugues Dufour is Production Executive, Original Programming for Corus Inc. Hugues oversees the production of an assigned slate of original programming for TELETOON, YTV, TREEHOUSE, HISTORIA and TELETOON LA NUIT, collaborating with producers from premise to sound mix. He is also involved in the development of upcoming series.

Hugues has worked as a production executive on a number of TELETOON series, including *Doomsday Brothers*, *Total Dramarama*, *Cloudy with a Chance of Meatballs*, *Rocket Monkeys*, *The Day My Butt Went Psycho*, *Grojband*, *The Ridonculous Race* and *Johnny Test*.

Prior to joining TELETOON, Hugues was a writer and director for over twenty years working for PixCom, CBC, Société Radio-Canada, Télé-Québec, Max Films, ArtTV, and TVOntario.

Discovery Networks (Bell Media)

Heather Williamson, Production Executive, Original Programming, Factual & Reality

With compelling real-life programming that inspires and entertains, Discovery reveals the world in all its wonder, diversity and amazement. Discovery offers a signature mix of adrenaline-charged stories, larger-than-life personalities and vivid imagery for viewers with curious minds. With the best factual programming from Canada and around the world, Discovery captures the excitement of a passion for life – one lived fully and at its most extreme. With exceptional and immersive storytelling, the channel offers in-depth, behind-the-scenes glimpses at the extraordinary people and places that shape our world. Discovery Canada is a joint venture between Bell Media, which is part of BCE Inc. (TSX, NYSE: BCE), Canada's largest communications company, and Discovery Communications Inc. Find more information and interactive online features at Discovery.ca.

Elevation Pictures

Noah Segal, Co-President

In late 2016, Noah expanded his duties to spearhead Elevation's new production division. Elevation Productions is actively focused on producing and co-producing original film and TV content in Canada,

including features *American Woman* (directed by Semi Chellas, starring Sarah Gadon), *Random Acts of Violence* (directed by, starring Jay Baruchel) and co-productions including *The Nest* (directed by Sean Durkin, starring Jude Law).

Current productions include *The Exchange* (directed by Dan Mazer) and *My Big Fat Greek Wedding 3* (sequel to worldwide phenomenon franchise). Elevation has numerous projects in development including the TV series *Night Patrol* (to be directed by Jay Baruchel), and feature film *French Exit* (directed by Azazel Jacobs, starring Michelle Pfeiffer and Lucas Hedges).

Elevation Pictures is a Canadian film distribution and production company focusing on the most innovative and inventive content available. Co-founded by industry veterans Laurie May and Noah Segal in 2013, Elevation Pictures works with great storytellers to bring their films to audiences through every means possible.

Since its launch, Elevation has established itself as a leading independent distributor in Canada with Academy Award winning titles, such as *The Imitation Game*, *Moonlight* and *Room* alongside box office hits *Lady Bird*, *The Upside*, *Cold Pursuit* and *Hustlers*.

Elevation Pictures

Adrian Love, SVP, Marketing & Acquisitions

Adrian Love is currently the Senior Vice President of Marketing and Acquisitions at Elevation Pictures overseeing the theatrical distribution team at Elevation Pictures. Previously he served as the VP of Distribution and Operations at Entertainment One Films and the VP of Marketing and Acquisitions at Alliance Films. Having worked in the Canadian independent film space for almost two decades, Love has released hundreds of Canadian, international & Academy Award winning films. He has overseen the marketing strategy for films such as *The Imitation Game*, *Room*, *Moonlight*, and more recently *Hustlers* and *Blood Quantum*.

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Entertainment One

Andrew Kelly, Director, Development, Scripted Programming, Television

Entertainment One Ltd. (eOne) is a talent-driven independent studio that specializes in the development, acquisition, production, financing, distribution and sales of entertainment content. As part of global play and entertainment company Hasbro (NASDAQ: HAS), eOne's expertise spans across film, television and music production and sales; family programming, merchandising and licensing;

digital content; and live entertainment. Through its extensive reach and scale, and a deep commitment to high-quality entertainment, eOne unlocks the power and value of creativity.

eOne brings to market both original and existing content, sourcing IP from Hasbro's portfolio of 1500+ brands, and through a diversified network of creative partners and eOne companies including: international feature film distribution company Sierra/Affinity; Amblin Partners with DreamWorks Studios, Participant Media, and Reliance Entertainment; Makeready with Brad Weston; unscripted television production companies Renegade 83, Daisybeck, Blackfin and Whizz Kid Entertainment; live entertainment leaders Round Room Live; world-class music companies Audio Network, Dualtone Music Group and Last Gang; and award-winning emerging content and technology studio Secret Location.

Andrew Kelly is Director, Development, Scripted Programming at eOne, representing the Canadian team within the Global Television group. He focuses on sourcing, developing, and selling new series into the Canadian marketplace, as well as targeting US streaming services and UK co-production opportunities. The team's slate is primarily comprised of one-hour dramas across various genres, including procedurals, serialized thrillers, family soaps and character ensembles, with a specialty in genres of sci-fi, fantasy, and horror. With the threshold for content constantly growing, the need for needle-moving auspices or high-level IP is greater than ever, though eOne remains eager and excited to work with fresh voices with distinct POVs and unexplored angles into dramatic storytelling.

Game Theory Films

Hilary Hart, Director, Acquisitions & Distribution

Game Theory Films is a boutique feature film distribution company based in Toronto, Ontario, established in 2018. Game Theory is committed to the strategic release of theatrical feature films within the Canadian marketplace. Our aim is to partner with diverse emerging new voices to ensure their work receives a targeted and dynamic release strategy. With a small passionate staff, we offer a personal touch, and are available to our partners throughout the life of their films from development through release.

Hilary studied political science and film studies at Dalhousie University. After university she completed an internship in short film distribution at Ouat Media in Toronto. From there she moved onto the Canadian Film Centre (CFC), working first in development and later in administration and distribution. During her time at the CFC she also contributed to an online film magazine, *The Seventh Art*. In 2015 Hilary accepted a position at Meridian Artists, where she worked for three years in talent management. In July of 2018 she partnered with Will Woods to create Game Theory Films, a Toronto based independent film distribution company. To date Game Theory has released 13 titles theatrically and on VOD, including *Spinster* (starring Chelsea Peretti) and *Resistance* (starring Jesse Eisenberg).

Game Theory is open to both narrative and documentary feature length films – we like to work closely with filmmakers to make sure their work finds the right audience.

Gunpowder & Sky

Jake Hanly, VP, Acquisitions

Gunpowder & Sky is a fast growing independent global entertainment company, creating premium content unrestricted by format, as well as genre-specific destinations for the streaming generation. With in-house development, production, marketing and distribution capabilities, the company operates as a full 360-studio, oversees a vast library, and is building post-cable entertainment networks for the non-linear generation. These brands create and release content super-serving audience across all platforms in key genres. DUST, With an audience of more than 50M monthly unique visitors, Gunpowder & Sky's current streaming networks include DUST, a sci-fi brand that presents thought-provoking visions of the future; ALTER, a new horror brand that explores the human condition through warped perspectives; and CUT, an unscripted comedy brand.

Hallmark / Crown Media

Jimmy Holcomb, Vice President, Physical Production

Jimmy Holcomb is Vice President, Production, Crown Media Family Networks, home of television's most beloved brands, including Hallmark Channel, Hallmark Movies & Mysteries, Hallmark Drama, and Hallmark Movies Now. Holcomb is an Emmy Award winning producer of 14 films and television series for industry leaders, including MGM, Universal, Warner, Fox, Disney, Walden Media, and Hallmark, with a record of effective cost management on over \$250 Million in production funds.

Recently Jimmy co-produced the MGM feature, *The Belko Experiment*, written and produced by James Gunn (*Guardians of the Galaxy*). In 2013, Holcomb co-produced the Hallmark Channel Original Movie, *The Watsons Go to Birmingham*, a period piece set in 1963 and financed by Walden Media. In 2012, Holcomb produced the indie crime thriller, *The Power of the Few*, starring Christian Slater, Christopher Walken, and Anthony Anderson.

Holcomb's past experience also includes having been Chief Operating Officer of The Documentary Channel (Pivot TV) where he produced and acquired over 200 hours of programming content per year. In 2007, Jimmy Holcomb received an Emmy Award for Best Documentary (*Shake Hands with the Devil*). Holcomb also has experience working on large-format projects, including producing *Our Country*, an IMAX event, featuring country stars Dolly Parton, Lyle Lovett, Vince Gill, Martina McBride, Trisha Yearwood, and many more.

IFC Films / IFC Midnight

Adam Koehler, Acquisitions and Productions

After graduating from Northeastern University and working at the Sundance Institute and FilmRise, Adam has now been in Acquisitions & Productions at IFC Films for four years. With a focus on discovery of new talent, some of his recent acquisitions include *The Other Lamb*, *The Night*, *Rent-A-Pal* and *Knives & Skin*.

IFC Films: Established in 2000 and since becoming a leader in the independent film industry, IFC Entertainment consists of two distribution labels that are devoted to bringing the best of independent

and foreign films to the largest possible audience: IFC Films and IFC Midnight. Some of the company's successes over the years have included *Boyhood*, *My Big Fat Greek Wedding*, *Y Tu Mama Tambien*, *The Babadook*, *45 Years* and *Antichrist*.

Looking for: We cast a very large net – our acquisitions tend to be films later in the production stage but we're open to meeting with producers at any point in a film's life cycle. We tend to focus on horror, thriller and off-beat comedy for IFC Midnight and drama, comedy and documentaries of any language for IFC Films.

levelFILM

Michael Baker, Partner

levelFILM was founded in 2013 by THINKfilm veterans David Hudakoc and Michael Baker. In September 2017, levelFILM secured equity financing from Canadian entrepreneur Laurie Venning, who now serves as chairman alongside Hudakoc and Baker.

In 2018, the company acquired fellow distributor Search Engine Films to bolster its library to over 300 films and bring on Search Engine president John Bain as Head of Distribution.

Recent releases include the Oscar-nominated *Les Misérables*, Toronto International Film Festival hit *The Rest of Us* starring Heather Graham, the feel-good UK hit *Military Wives* and Sundance entry *The Assistant*.

levelFILM is privately owned and headquartered in Toronto.

Myriad Pictures

Brian Nitzkin, SVP, Business Affairs

Based in Los Angeles, California, Myriad Pictures is a leading independent entertainment company specializing in production, financing and worldwide distribution of feature films and television programming. Participating in top markets and festivals around the world, Myriad has garnered a strong reputation as a high-quality distributor of content for all formats. Myriad Pictures is currently acquiring projects in all stages, broadening the definition of distribution. By beginning the process before a film is complete, the team at Myriad is able to assist productions and lend their years of experience to every project.

The company holds an impressive and diverse library of critically acclaimed art house and commercially successful mainstream filmed programming including *Kinsey*, *Goon*, *The Good Girl*, *Factory Girl*, *Van Wilder*, *Jeepers Creepers 2*, the Academy Award nominated *Margin Call*, and the critically acclaimed *The Disappearance of Eleanor Rigby*.

Brian has been the senior vice president of business affairs at Myriad Pictures for three years. Prior to that, Brian served in a similar capacity with IM Global and Global Road. Films that he has worked on in that time include *Never Too Late*, *I Used to Go Here*, *Iron Sky 2*, *Support the Girls*, and the upcoming *Fatima*.

Paramount Pictures

Nathan Samdahl, VP, Production

Nathan Samdahl is the Vice President of Production at Paramount Pictures. Founded in 1912, Paramount Pictures works with the entertainment industry's biggest filmmakers and brightest stars to produce and distribute entertainment around the world.

Participant Media

Diego Nájera, Director, Narrative Films

Diego Nájera is Director of Narrative Films at Participant, the leading company dedicated to entertainment that inspires audiences to engage in positive social change. Prior to Participant, he worked as an executive at AG Capital and as film programmer and producer for the Guadalajara International Film Festival. Diego holds an MFA from USC's Peter Stark Producing Program and his projects have been supported by the Sundance Institute, Tribeca Film Institute, Alfred P. Sloan Foundation, and Film Independent. In 2017, he co-founded the Latin Tracking Board, an organization that supports Latinx talent in the film & TV executive ranks.

Founded by Chairman Jeff Skoll and under the leadership of CEO David Linde, Participant (www.participant.com) combines the power of a good story well told with real-world impact and awareness around today's most vital issues. Through its worldwide network of traditional and digital distribution, aligned with partnerships with key non-profit and NGO organizations, Participant speaks directly to the rise of today's "conscious consumer," representing well over 2 billion consumers compelled to make meaningful content a priority focus. As an industry content leader, Participant annually produces up to six narrative feature films, five documentary films, three episodic television series, and more than 30 hours of digital short-form programming, through its digital subsidiary SoulPancake. Participant's more than 100 films have collectively earned 74 Academy Award nominations and 19 wins, including Best Picture for *Spotlight* and *Green Book* and Best Foreign Language Film for *Roma* and *A Fantastic Woman*.

Note: In terms of needs, all of Participant's movies have a social impact/social issue component but they are looking for bold filmmaking and quality storytelling above all else. It's hard for them to get involved in movies that are too small so anything that's a micro-budget movie or under \$1-2M might not be the right fit.

Raven Banner Entertainment

Andrew Hunt, Managing Partner

Michael Paszt, Managing Partner

Now in its tenth year of business, Raven Banner Entertainment has firmly cemented its reputation as one of the most respected and admired international sales companies of elevated genre films. Based in Toronto, Canada, RBE currently represents over 150 films for sales in either the worldwide or international marketplace. Through its expertise in strategic project management, Raven Banner can assist in any and all stages of project production - from acquisitions, representation, negotiations,

strategic marketing plans, consultation, and sales. Recent titles include: *Tigers Are Not Afraid*, *Hagazussa: A Heathens Curse*, *Belzebuth*, *Trench 11*, and SXSW favourite *Yummy*.

In 2013 Raven Banner Releasing was formed as the Canadian distribution arm of Raven Banner Entertainment, and over the years has released such films as: *Autopsy of Jane Doe*, *Turbo Kid*, *Z*, *Baskin*, *John Dies At The End*, *Lowlife* and Gaspar Noé's *Climax*.

Two years later Northern Banner Releasing was formed to distribute all films outside of Raven Banner's wheelhouse, from critically acclaimed arthouse fare to children's films, releasing titles such as: *Hello Destroyer*, *Black Cop*, *How To Plan An Orgy In A Small Town*, *The Painted Bird*, *The Walrus & The Whistleblower*, and Academy Award Nominee *Embrace Of The Serpent*.

Finally, in 2018 Raven Banner formed the production shingle Hangar 18 Media, in partnership with 9 Light Entertainment, which has wholly produced the feature length documentary *Nail In The Coffin: The Fall And Rise Of Vampiro*, as well as narrative features *Spare Parts*, *The Fight Machine* (based on Craig Davidson's novel *The Fighter*), and *Nick Cutter's: Gone Upriver* starring Allan Hawco, which is currently in production.

Rogers Media

Nataline Rodrigues, Director, Original Programming

Nataline Rodrigues is an award winning entertainment executive with over 20 years experience in production and programming for broadcast television and digital media platforms. Her breadth of media experience includes creating and delivering compelling content in the independent production sector, as well as developing and launching broadcast and digital cross-platform content strategies in the corporate sector.

Nataline Rodrigues is a strategic and creative thinker with extensive experience in content creation at all stages and in all genres. Direct hand-on experience includes: negotiating original commissions and content acquisitions; working on financing models including international co-productions; understanding regulatory and funding frameworks; creating digital and social media campaigns; working on branded content, integrated sponsorships and marketing campaigns; program scheduling as well as launching new shows and networks.

In her current role as Director of Original Programming, Nataline Rodrigues oversees the submission, development, and production of original Canadian programming in all genres for all Rogers Media non-sports television brands and platforms. As part of this role she oversees Programs of National Interest to ensure Rogers meets regulatory conditions of license. She also oversees and administers Rogers' CMF envelope.

Since joining Rogers in 2013, Rodrigues has led the development and production of critically acclaimed original scripted programs that include dramatic series like: *Hudson and Rex*, *The Murders*, *Bad Blood*, *Between*, as well as the Chinese/English procedural drama *Blood and Water*. Nataline also oversaw the Canadian slate and launch of VICELAND Canada, as part of a joint venture between Rogers and VICE Media. VICELAND programs she EP'd include the documentary series *CyberWar*, *RISE*, *Dead Set on Life*

with *Matty Matheson*, and scripted comedies *Nirvana The Band The Show* as well as *FUBAR: Age of Computer*. Other original comedies under her direction include *Second Jen*, *Mangoes A Slice of Life*, sketch series *Sunnyside* and single cam *Young Drunk Punk* as well as the second seasons of *Seed*, *Package Deal* and *Meet the Family*. On the unscripted side she has helmed seasons of the international reality series *The Bachelor Canada* as well as formats like *Storage Wars Canada*; amplified the OLN brand with new series like *Illusions of Grandeur*, *Close Up Kings*, *Escape or Die*, and *Polar Bear Town* while cultivating ongoing series *The Liquidator*, *Survivorman* and *Wild Things* with *Dominic Monaghan*.

Rogers Sports & Media is a diverse sports and content company that engages more than 30 million Canadians each week. The company's multimedia offerings include 56 radio stations, 29 local TV stations, 23 conventional and specialty television stations, podcasts, digital and e-commerce websites, and sporting events. Rogers Sports & Media delivers unique storytelling through its range of powerful brands: Citytv, OMNI Television, FX, TSC, 680 NEWS, 98.1 CHFI, KiSS, Breakfast Television, Cityline, CityNews, Sportsnet – Canada's #1 sports network, and the Blue Jays – Canada's only Major League Baseball team. Rogers Sports & Media is a subsidiary of Rogers Communications Inc. Visit: RogersSportsandMedia.com.

Pitches: In general, Rogers Media is looking for episodic series in a lighter tone to air on their main Citytv channel. Half-hours or one-hours are both acceptable.

Super Channel

Jackie Pardy, Chief Content Officer

Super Channel is a national premium pay television network, offering subscribers exceptional entertainment value with four diverse channels – Super Channel Fuse, Super Channel Heart & Home, Super Channel Vault and GINX Esports TV Canada – plus, access to Super Channel On Demand where available by service provider.

Super Channel's mission is to entertain and engage Canadian audiences by providing a unique and exclusive entertainment experience. With a core foundation of integrity and accountability, we dedicate ourselves to implementing innovative programming strategies and unparalleled team work that provides viewers with exceptional value and variety.

As Super Channel's Chief Content Officer, Jackie leads the company's domestic and foreign program acquisitions for the network's four channels (Fuse, Heart & Home, Vault, and Ginx) and oversees the pre-licensing of Super Channel's Canadian productions.

Jackie joined Super Channel in April, 2019. Previously she has worked at Women in Film & Television–Toronto as Director of Development, responsible for developing and managing strategic partnerships. As well, she has held the position of Director, Network Content, Specialty and Pay TV at Corus Entertainment. Jackie is based in Toronto where she lives with her husband and family.