

Menzies, Brian FIN:EX

From: Driedger, Emily FIN:EX
Sent: Tuesday, February 9, 2016 10:47 AM
To: Menzies, Brian FIN:EX
Subject: RE: BC Music Strategy

They are ready whenever you are

From: Menzies, Brian FIN:EX
Sent: Tuesday, February 9, 2016 10:41 AM
To: Driedger, Emily FIN:EX
Subject: Fwd: BC Music Strategy

Can you please print off three copies of the attached.

Brian Menzies, MA
Chief of Staff to
The Honourable Michael de Jong
Minister of Finance & House Leader
Government of British Columbia
Canada
Cell 250-882-0679

Begin forwarded message:

From: Graham Henderson <GHenderson@musiccanada.com>
Date: January 14, 2016 at 5:56:13 PM PST
To: "Menzies, Brian FIN:EX" <brian.menzies@gov.bc.ca>
Subject: BC Music Strategy

Hi Brian! I just had a terrific meeting with the Minister. In my meeting with Neil and Michelle they told me there was some confusion about exactly what we were asking for. That some officials concluded it was a grant. I made it clear to the Minister's satisfaction that such was not the case. I am attaching a revised document that removes ALL references to a grant. It might be better to have that in circulation.

The Minister also asked some very good questions about how a capped fund might be administered (first come first serve, etc). We have some thoughts on this and we would happy to discuss this further should you want to do that. Just let me know. I undertook to do some cogitating about this.

I also pointed out the importance of announcing the development of a "Strategy" and opposed to merely a fund. A comprehensive strategy that involves, by my count, 5 ministries (including education - I met with Minister Bernier today!).

Finally, the BC Chamber of Commerce is offering full third party validation of the proposal. And I am sure would partner in any way to support such a strategy.

Let me know if you have time to chat in the next few days, assuming you feel that would be useful.

Best regards, Graham.

President and CEO, Music Canada.
Find me on Twitter: @GFHenderson.

Menzies, Brian FIN:EX

From: Brad Zubyk <bzubyk@wazuku.ca>
Sent: Tuesday, January 19, 2016 2:13 PM
To: Menzies, Brian FIN:EX
Subject: Music Canada

Brian,

I know you guys are swamped ahead of the budget but just following up on the e-mail from Graham Henderson. Graham has been in discussions with finance officials and just wants to verify that your Minister has no preferred option. Music Canada is good with either scenario but is looking for your (very quick) input.

Cheers,

Brad Zubyk
Principal
Wazuku Advisory Group
604-202-5413

Menzies, Brian FIN:EX

From: Graham Henderson <GHenderson@musiccanada.com>
Sent: Tuesday, January 19, 2016 9:07 AM
To: Menzies, Brian FIN:EX
Cc: Brad Zubyk; Stephen L. Kukucha
Subject: Update

Importance: High

Regarding the format of the strategy, I have had a lengthy conversation with an analyst, Paul Flanagan. And Brad has spoken to Michelle Cadario. It sounds like we just need to sort out what works best for MC and Finance - fully refundable tax credit or grant; the Premier's office is agnostic. May I have a quick conversation with you before I get back to Paul with answers to his questions?

s.22

President and CEO, Music Canada.
Find me on Twitter: @GFHenderson.

Menzies, Brian FIN:EX

From: Graham Henderson <GHenderson@musiccanada.com>
Sent: Friday, January 15, 2016 11:35 AM
To: Menzies, Brian FIN:EX
Subject: Re: BC Music Strategy

Hi Brian, I wanted to consult with my folks to make sure I was using the precise language. So here it. And you are right, I was somewhat confused by the misnomer as you put it.

Music Canada is proposing a fully-refundable music production tax credit. The application process would be similar to the British Columbia Production Services Tax Credit but with adaptations to suit music business activities including production, distribution, touring, capital investment in facilities, and tourism generated by music festivals and live music. In addition, we would offer suggestions as to how to cap the tax credit at \$15 Million annually through a combination of pre-approvals and maximum allowable credit amounts.

I thought this was clear from our documentation, but it appears different folks characterized the request with different terminology. Is this clear now? I would welcome the chance to speak to you if you feel it is necessary.

Best regards, GH.

President and CEO, Music Canada.
Find me on Twitter: @GFHenderson.

Original Message

From: Menzies, Brian FIN:EX
Sent: Thursday, January 14, 2016 6:07 PM
To: Graham Henderson
Subject: Re: BC Music Strategy

Graham - when we right a cheque to your groups it's called a grant - when we allow for a rebate on your taxes it's a credit. Will your folks be waiting post filing of taxes for a refund (tax credit) - or will they be seeking out a financial contribution for which is greater than taxes submitted? The film tax credit is a misnomer - it's a grant. Your looking for 15 million be redistributed - correct - not for us to offset tax revenues by 15 million. Please clarify.

Brian Menzies, MA
Chief of Staff to
The Honourable Michael de Jong
Minister of Finance & House Leader
Government of British Columbia
Canada
Cell 250-882-0679

On Jan 14, 2016, at 5:56 PM, Graham Henderson
<GHenderson@musiccanada.com<mailto:GHenderson@musiccanada.com>> wrote:

Hi Brian! I just had a terrific meeting with the Minister. In my meeting with Neil and Michelle they told me there was some confusion about exactly what we were asking for. That some officials concluded it was a grant. I made it clear to the Minister's satisfaction that such was not the case. ?I am attaching a revised document that removes ALL references to a grant. It might be better to have that in circulation.

The Minister also asked some very good questions about how a capped fund might be administered (first come first serve, etc). We have some thoughts on this and we would happy to discuss this further should you want to do that. Just let me know. I undertook to do some cogitating about this.

I also pointed out the importance of announcing the development of a "Strategy" and opposed to merely a fund. A comprehensive strategy that involves, by my count, 5 ministries (including education - I met with Minister Bernier today!).

Finally, the BC Chamber of Commerce is offering full third party validation of the proposal. And I am sure would partner in any way to support such a strategy.

Let me know if you have time to chat in the next few days, assuming you feel that would be useful.

Best regards, Graham.

President and CEO, Music Canada.
Find me on Twitter: @GFHenderson.
<BC Music Strategy - FINAL(2).docx>

Menzies, Brian FIN:EX

From: Graham Henderson <GHenderson@musiccanada.com>
Sent: Thursday, January 14, 2016 6:10 PM
To: Menzies, Brian FIN:EX
Cc: Amy Terrill
Subject: Re: BC Music Strategy

I get it now! Let me speak to my people! Will get back to you tomorrow.

President and CEO, Music Canada.
Find me on Twitter: @GFHenderson.

Original Message

From: Menzies, Brian FIN:EX
Sent: Thursday, January 14, 2016 6:07 PM
To: Graham Henderson
Subject: Re: BC Music Strategy

Graham - when we right a cheque to your groups it's called a grant - when we allow for a rebate on your taxes it's a credit. Will your folks be waiting post filing of taxes for a refund (tax credit) - or will they be seeking out a financial contribution for which is greater than taxes submitted? The film tax credit is a misnomer - it's a grant. Your looking for 15 million be redistributed - correct - not for us to offset tax revenues by 15 million. Please clarify.

Brian Menzies, MA
Chief of Staff to
The Honourable Michael de Jong
Minister of Finance & House Leader
Government of British Columbia
Canada
Cell 250-882-0679

On Jan 14, 2016, at 5:56 PM, Graham Henderson
<GHenderson@musiccanada.com<<mailto:GHenderson@musiccanada.com>>> wrote:

Hi Brian! I just had a terrific meeting with the Minister. In my meeting with Neil and Michelle they told me there was some confusion about exactly what we were asking for. That some officials concluded it was a grant. I made it clear to the Minister's satisfaction that such was not the case. I am attaching a revised document that removes ALL references to a grant. It might be better to have that in circulation.

The Minister also asked some very good questions about how a capped fund might be administered (first come first serve, etc). We have some thoughts on this and we would happy to discuss this further should you want to do that. Just let me know. I undertook to do some cogitating about this.

I also pointed out the importance of announcing the development of a "Strategy" and opposed to merely a fund. A comprehensive strategy that involves, by my count, 5 ministries (including education - I met with Minister Bernier today!).

Finally, the BC Chamber of Commerce is offering full third party validation of the proposal. And I am sure would partner in any way to support such a strategy.

Let me know if you have time to chat in the next few days, assuming you feel that would be useful.

Best regards, Graham.

President and CEO, Music Canada.

Find me on Twitter: @GFHenderson.

<BC Music Strategy - FINAL(2).docx>

Menzies, Brian FIN:EX

From: Harper, Katie FIN:EX
Sent: Thursday, January 14, 2016 7:33 AM
To: Menzies, Brian FIN:EX
Subject: Re: Meeting with Music Canada, Jan 14, 2016

Okay sounds good.

Katie Harper
Executive Assistant to
The Honourable Michael de Jong
Minister of Finance & House Leader
T: 250.387.3751

On Jan 14, 2016, at 7:24 AM, Menzies, Brian FIN:EX <Brian.Menzies@gov.bc.ca> wrote:

I need to speak with you about this.

Brian Menzies, MA
Chief of Staff to
The Honourable Michael de Jong
Minister of Finance & House Leader
Government of British Columbia
Canada
Cell 250-882-0679

Begin forwarded message:

From: Emir Mehinagic <emehinagic@wazuku.ca>
Date: January 13, 2016 at 7:38:01 PM PST
To: <Brian.Menzies@gov.bc.ca>
Subject: Meeting with Music Canada, Jan 14, 2016

Brian,

Thanks very much for your help.

If anything comes up and you need to get a hold of me, my private cell is ^{s.22}
s.22

Thanks again,
Emir

Emir Mehinagic

Senior Associate

WAZUKU Advisory Group

Cell ^{s.22}

E-mail: emehinagic@wazuku.ca

Website: wazuku.ca



BC Music Strategy

Proposal

British Columbia has a proud music heritage. The Province has produced a disproportionate number of international stars including Bryan Adams, Nelly Furtado, Loverboy, Michael Bublé, Sarah McLachlan, Diana Krall, Bachman-Turner Overdrive, Chilliwack and David Foster, and has a strong pipeline of young and emerging artists. BC also boasts a strong sound recording infrastructure with world-renowned recording studios and a deep inventory of talented professionals. This success story has attracted not only local artists, but also international artists like AC/DC, Aerosmith, Bon Jovi, Heart, REM, and U2, to record in BC. In addition, BC is home to a vibrant and diverse live music sector that contributes to the economic and cultural vitality of communities across BC, and is poised to be a robust tool for future music tourism and economic growth.

However, these assets are currently at risk. Massive changes in the ecology of the music industry over the past decade have put increased pressure on the health of the music economy in BC and elsewhere. Other jurisdictions have responded with new provincial policy initiatives, applying additional stress on BC's industry, and in particular, putting BC's recording studio infrastructure at risk.

A modest investment by the Government of British Columbia coupled with some innovative policy initiatives, will build on the strong foundation created by the province's music industry and repair growing cracks in that foundation.

Such an investment will generate significant dividends, including: job retention and attraction; increased foreign direct investment; economic growth and diversification; increased tourism spending; youth retention and attraction; and spinoff talent attraction for BC's tech industries.

A comprehensive BC Music Strategy would include: Reduced Red Tape and Regulation; a \$15 Million/Year Capped Tax Credit and/or Grant Program; and, Music Education.

1. Reduced Red Tape and Regulation

In order to stimulate the activity of live music events and festivals, which contribute to employment, tourism and community development, the following regulatory barriers in liquor licensing should be addressed in a comprehensive Music Red Tape Reduction Strategy. These recommendations, some of which are currently part of an ongoing pilot project, are in keeping with the Province's commitment to reduce red tape and streamline government services:

- Within the existing policies for large-scale, non-profit based Special Event Liquor Licensing, remove maximum pricing restrictions and exemption protocols for liquor sales (currently \$5 for a 12 oz.) or raise them to current market levels;
- Allow for-profit entities such as festival producers to apply for and hold large scale special event licenses;
- Remove the PST pre-payment requirement;
- Streamline the application process such that one licence can cover an entire event, for a reasonable number of days and venues; and,
- Address barriers faced by promoters and venues holding all-ages events, including temporary de-license restrictions placed on liquor-primary establishments.

2. \$15 Million/Year Capped Tax Credit and/or Grant Program

This investment could be administered by Creative BC with the assistance of Music BC and would be designed to stimulate foreign direct and local private investment in BC's music sector. It would be applied in the following categories:

- a) Sound recording
 - i. Eligible applicants would include independent record labels domiciled in British Columbia, the major multinational record companies (Sony Music Entertainment Canada, Universal Music Canada and Warner Music Canada) and recording studios domiciled in British Columbia which:
 - Are not exempt from tax;
 - Are not controlled by another person or corporation that is exempt from tax;
 - Conduct 75% or more of their business in sound recording activities; and,
 - Bears the financial risks associated with their business, or are related to a company that bears the risks.

ii. Eligible activities would include:

- Recording production costs which occur in British Columbia (including studio rental costs, artists' royalties, musicians' session fees, remuneration to producers, recording engineers and technical staff, graphics, digital scanning, programming, and testing), for recordings made in a facility in British Columbia;
- Production costs for music videos made in British Columbia;
- Direct marketing and promotion expenditures for sound recordings produced in British Columbia (including direct costs of advertising, creation and production of promotional materials, online and mobile marketing, and event costs for events that are solely intended to market the release of a recording produced in British Columbia);
- Travel and hotel costs for artists and musicians, crews and professionals, required for the above sound recordings and music videos; and,
- Employment costs directly related to the management of the above recording projects and marketing campaigns.

b) Live music performance

i. Eligible applicants would include domestic and foreign-controlled music promoters and presenters, including venues with a permanent establishment in British Columbia.

ii. Eligible activities would include:

- The direct costs associated with developing, programming, and promoting live music experiences in British Columbia.

c) Distant location tour development

In light of the financial burden for BC artists of touring to and from distant locations to build a fan base, tour support would be provided.

i. Eligible applicants would be BC artists, and domestic and foreign-controlled music promoters and presenters.

ii. Eligible activities would include:

- Direct tour costs (including transportation by road, air or ferry) of BC artists, and their supporting crews, within and in close proximity to BC.

d) Program for capital investments in music companies

i. Eligible applicants would include existing or proposed live music venues (where live music is the primary activity), recording and mastering studios and outdoor stages used primarily for live music presentation.

ii. Eligible activities would include

- Sound mitigation measures;
- Improved technology and sound systems; and,
- Redevelopment of unused or underutilized spaces for creative purposes.

e) Music tourism strategy

i. In a program led by the Province, music and tourism stakeholders will be guided in the development of a music tourism strategy that:

- Identifies and catalogues existing music tourism assets and events in order to develop greater audience engagement;
- Develops a music tourism brand for marketing campaigns;
- Incorporates music into tourism marketing campaigns for British Columbia; and,
- Establishes a standard of measurement to capture results.

f) Industry Development

i. Eligible applicants would include BC music industry associations and Artist Management Companies.

ii. Eligible activities would include

- Business development that expands the capacity of these organizations;
- Export development activities;
- Research; and,
- Artist entrepreneur training.

3. Music Education

Acknowledging the extensive evidence of cognitive and social benefits of music education, and the valuable role it can play in assisting at-risk youth, the Province should examine the current state of music education and identify opportunities to ensure access to programs in every region of British Columbia.

This would involve establishing a Blue Ribbon Task Force that will:

- Identify existing community-based music education programs and professional training programs and identify areas of weakness;
- Work with music educators to strengthen music education by identifying public and private sector support; and,
- Assess the level of in-school music education currently offered in the Province and, in coordination with the Ministry of Education, School Boards and music educators, set targets for high quality music education.

Menzies, Brian FIN:EX

From: Henderson, Kim N FIN:EX
Sent: Tuesday, January 5, 2016 10:04 AM
To: Menzies, Brian FIN:EX
Subject: FW: BC Music Strategy Document
Attachments: BC Music Strategy - FINAL.PDF

FYI we've been asked by PO to pursue for consideration by MDJ the 2nd option in this note.

From: Sweeney, Neil PREM:EX
Sent: Tuesday, January 5, 2016 9:59 AM
To: Henderson, Kim N FIN:EX
Subject: BC Music Strategy Document

Here it is.

Menzies, Brian FIN:EX

From: Jennifer Hardy <jhardy@musiccanada.com>
Sent: Monday, January 4, 2016 9:48 AM
To: Menzies, Brian FIN:EX
Cc: Graham Henderson
Subject: FW: Meeting Request

Good morning Brian,

I wanted to touch base on the meeting request below from Graham Henderson. Are you available for a meeting with Graham on January 13 or 14 to review the ROI document?

Best regards,

Jennifer

Jennifer Hardy | General Manager of Operations | Music Canada
85 Mowat Avenue | Toronto, ON | M6K 3E3
phone (416) 967-7272 x105 | jhardy@musiccanada.com | mobile (416) 558-3596

musiccanada.com | facebook.com/MusicCanada | twitter.com/Music_Canada

This e-mail (including any attachments) is for the sole use of the intended recipient and may contain confidential information which may be protected by duties of confidentiality. If you are not the intended recipient of this e-mail, please immediately notify us by return e-mail or by telephone (collect if necessary), delete this e-mail and destroy any copies. Thank you.

From: Graham Henderson
Sent: December-18-15 12:48 PM
To: Brian Menzies (Brian.Menzies@gov.bc.ca) <Brian.Menzies@gov.bc.ca>
Cc: Jennifer Hardy <jhardy@musiccanada.com>
Subject: Meeting Request

Hello Brian,

With holidays fast approaching, I thought I would get this request into you now. I have now met with the Premier and her team (Bryan Adams also sat down with the Premier). It would be great if I could sit down and brief you on the progress we have made and ideally it would be great if I could meet your Minister to make that connection. My impression is that this is something the Premier seems to support – something you could confirm by speaking with Michelle or Neil. My instincts also tell me that this is a tax credit play that would reside with Minister Bond, with whom I also met two days ago. I am coming back to BC on January 13-15. We are setting a meeting up with Athana, Neil and Michele. The Premier has also offered me some more time. Would it be possible to get in to see you and your Minister shortly thereafter? I will have a ROI analysis to deliver at that point in time (as promised). What do you think?

Best regards,

Graham

Graham Henderson | President & CEO | Music Canada

85 Mowat Avenue | Toronto, ON | M6K 3E3
phone (416) 967-7272 x102 | ghenderson@musiccanada.com

Assistant: Jennifer Hardy | (416) 967-7272 x105 | jhardy@musiccanada.com

musiccanada.com | facebook.com/MusicCanada | twitter.com/Music_Canada | twitter.com/GFHenderson

Menzies, Brian FIN:EX

From: Graham Henderson <GHenderson@musiccanada.com>
Sent: Friday, December 18, 2015 9:48 AM
To: Menzies, Brian FIN:EX
Cc: Jennifer Hardy
Subject: Meeting Request

Follow Up Flag: Follow up
Flag Status: Flagged

Hello Brian,

With holidays fast approaching, I thought I would get this request into you now. I have now met with the Premier and her team (Bryan Adams also sat down with the Premier). It would be great if I could sit down and brief you on the progress we have made and ideally it would be great if I could meet your Minister to make that connection. My impression is that this is something the Premier seems to support – something you could confirm by speaking with Michelle or Neil. My instincts also tell me that this is a tax credit play that would reside with Minister Bond, with whom I also met two days ago. I am coming back to BC on January 13-15. We are setting a meeting up with Athana, Neil and Michele. The Premier has also offered me some more time. Would it be possible to get in to see you and your Minister shortly thereafter? I will have a ROI analysis to deliver at that point in time (as promised). What do you think?

Best regards,

Graham

Graham Henderson | President & CEO | Music Canada
85 Mowat Avenue | Toronto, ON | M6K 3E3
phone (416) 967-7272 x102 | ghenderson@musiccanada.com

Assistant: Jennifer Hardy | (416) 967-7272 x105 | jhardy@musiccanada.com

musiccanada.com | facebook.com/MusicCanada | twitter.com/Music_Canada | twitter.com/GFHenderson

Menzies, Brian FIN:EX

From: Graham Henderson <GHenderson@musiccanada.com>
Sent: Thursday, November 26, 2015 10:27 AM
To: Menzies, Brian FIN:EX
Subject: Re: Music Canada.

Ignore that. I am sitting in th lobby of world trade center now. See you soon.

President and CEO, Music Canada.
Find me on Twitter: @GFHenderson.

Original Message
From: Graham Henderson
Sent: Thursday, November 26, 2015 9:50 AM
To: Menzies, Brian FIN:EX
Subject: Re: Music Canada.

Or, we could just sit in the lobby of the Fairmont. I am in Pac Rim. Phone is ^{s.22} . 2 minutes from you.

President and CEO, Music Canada.
Find me on Twitter: @GFHenderson.
Original Message
From: Menzies, Brian FIN:EX
Sent: Thursday, November 26, 2015 9:15 AM
To: Graham Henderson
Subject: Re: Music Canada.

Ok

Brian Menzies, MA
Chief of Staff to
The Honourable Michael de Jong
Minister of Finance & House Leader
Government of British Columbia
Canada
Cell 250-882-0679

On Nov 26, 2015, at 8:47 AM, Graham Henderson
<GHenderson@musiccanada.com<mailto:GHenderson@musiccanada.com>> wrote:

Well, I don't really know the neighbourhood!

On 2015-11-26, 11:24 AM, "Menzies, Brian FIN:EX" <Brian.Menzies@gov.bc.ca<mailto:Brian.Menzies@gov.bc.ca>> wrote:

Or pick a cafe nearby where we can sit and chat - I'll meet you there.

Brian Menzies, MA
Chief of Staff to
The Honourable Michael de Jong
Minister of Finance & House Leader
Government of British Columbia
Canada
Cell 250-882-0679

On Nov 26, 2015, at 7:29 AM, Graham Henderson
<GHenderson@musiccanada.com<<mailto:GHenderson@musiccanada.com>><<mailto:GHenderson@musiccanada.com>>>
wrote:

Okay! I am just up the road at Pac Rim. I will stand beside the concierge desk in the lobby of world trade centre.

On 2015-11-26, 9:46 AM, "Menzies, Brian FIN:EX"
<Brian.Menzies@gov.bc.ca<<mailto:Brian.Menzies@gov.bc.ca>><<mailto:Brian.Menzies@gov.bc.ca>>> wrote:

Let's meet in the lobby to the world trade centre, just to the right of starbucks. We'll go find a quiet place to meet then.
Thanks.

On Nov 26, 2015, at 7:27 AM, Graham Henderson
<GHenderson@musiccanada.com<<mailto:GHenderson@musiccanada.com>><<mailto:GHenderson@musiccanada.com>>>
wrote:

I can do that! Thank you Brian!

On 2015-11-26, 9:24 AM, "Menzies, Brian FIN:EX"
<Brian.Menzies@gov.bc.ca<<mailto:Brian.Menzies@gov.bc.ca>><<mailto:Brian.Menzies@gov.bc.ca>>> wrote:

Graham are you in Vancouver today? I can meet you at 10:30 at the premiers Vancouver meeting

Brian Menzies, MA
Chief of Staff to
The Honourable Michael de Jong
Minister of Finance & House Leader
Government of British Columbia
Canada
Cell 250-882-0679

On Nov 23, 2015, at 11:55 AM, Graham Henderson
<GHenderson@musiccanada.com<<mailto:GHenderson@musiccanada.com>><<mailto:GHenderson@musiccanada.com>><
<mailto:GHenderson@musiccanada.com>>> wrote:

Thank you Brian! Right now I have an 11:30 with Min Bond and a 2:30 with Min Fassbender on Thursday. ? The Premiers' office is about to confirm a meeting time and we are waiting on Min Oakes.

President and CEO, Music Canada.

Find me on Twitter: @GFHenderson.

From: Menzies, Brian FIN:EX

Sent: Thursday, November 19, 2015 12:03 PM

To: Graham Henderson

Cc: Driedger, Emily FIN:EX

Subject: RE: Music Canada.

Graham I am in Vancouver both days. My schedule is moving around. Emily will help us find some time. The Minister is unavailable though.

From: Graham Henderson [<mailto:GHenderson@musiccanada.com>]

Sent: Thursday, November 19, 2015 7:08 AM

To: Menzies, Brian FIN:EX

Subject: Re: Music Canada.

Sorry, to pester you, Brian, but my flights are booked and I have a very detailed proposal in my hands. Would love to schedule something with you for Thursday or Friday of next week.

Best regards, Graham.

President and CEO, Music Canada.

Find me on Twitter: @GFHenderson.

From: Graham Henderson

Sent: Friday, November 6, 2015 2:49 PM

To:
brian.menzies@gov.bc.ca<<mailto:brian.menzies@gov.bc.ca>><<mailto:brian.menzies@gov.bc.ca>><<mailto:brian.menzies@gov.bc.ca>>

Subject: Music Canada.

Hi Brian. ? Just thought I would drop you a line. How are you! Wanted to ensure you had seen our meeting request. We have something very substantial to present and would love to have the chance. We have a lot of momentum here. I had an excellent conversation with your Minister at the Business Network Luncheon.

Best regards, Graham.

President and CEO, Music Canada.

Find me on Twitter: @GFHenderson.

Menzies, Brian FIN:EX

From: Menzies, Brian FIN:EX
Sent: Thursday, January 14, 2016 7:24 AM
To: Harper, Katie FIN:EX
Subject: Fwd: Meeting with Music Canada, Jan 14, 2016

I need to speak with you about this.

Brian Menzies, MA
Chief of Staff to
The Honourable Michael de Jong
Minister of Finance & House Leader
Government of British Columbia
Canada
Cell 250-882-0679

Begin forwarded message:

From: Emir Mehinagic <emehinagic@wazuku.ca>
Date: January 13, 2016 at 7:38:01 PM PST
To: <Brian.Menzies@gov.bc.ca>
Subject: Meeting with Music Canada, Jan 14, 2016

Brian,
Thanks very much for your help.
If anything comes up and you need to get a hold of me, my private cell is ^{s.22}
Thanks again,
Emir

Emir Mehinagic

Senior Associate

WAZUKU Advisory Group

Cell: ^{s.22}

E-mail: emehinagic@wazuku.ca

Website: wazuku.ca

Menzies, Brian FIN:EX

From: Stephen Kukucha <skukucha@wazuku.ca>
Sent: Wednesday, January 20, 2016 10:31 AM
To: Menzies, Brian FIN:EX
Subject: Quick Call with Graham Henderson

Do yo have a quick 5 minutes to speak to Graham?

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

Menzies, Brian FIN:EX

From: Brad Zubyk <bzubyk@wazuku.ca>
Sent: Tuesday, January 19, 2016 2:13 PM
To: Menzies, Brian FIN:EX
Subject: Music Canada

Brian,

I know you guys are swamped ahead of the budget but just following up on the e-mail from Graham Henderson. Graham has been in discussions with finance officials and just wants to verify that your Minister has no preferred option. Music Canada is good with either scenario but is looking for your (very quick) input.

Cheers,

Brad Zubyk
Principal
Wazuku Advisory Group
604-202-5413

Menzies, Brian FIN:EX

From: Emir Mehinagic <emehinagic@wazuku.ca>
Sent: Wednesday, January 13, 2016 7:38 PM
To: Menzies, Brian FIN:EX
Subject: Meeting with Music Canada, Jan 14, 2016

Brian,
Thanks very much for your help.
If anything comes up and you need to get a hold of me, my private cell is ^{s.22}
Thanks again,
Emir

Emir Mehinagic

Senior Associate

WAZUKU Advisory Group

Cell: ^{s.22}

E-mail: emehinagic@wazuku.ca

Website: wazuku.ca

Menzies, Brian FIN:EX

From: Stephen Kukucha <skukucha@wazuku.ca>
Sent: Monday, December 14, 2015 1:09 PM
To: Chandler, Penelope E FIN:EX; Menzies, Brian FIN:EX
Cc: Marquis, Yvette FIN:EX; Steve Kukucha
Subject: Re: Letter to Save Tax Credit Dollars

Follow Up Flag: Follow up
Flag Status: Flagged

Penelope & Brian,

Following up my conversation with Brian and our email exchange below (Penelope). Would it be possible to get something set up before the holidays?

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

On Dec 3, 2015, at 10:38 AM, Chandler, Penelope E FIN:EX <Penelope.Chandler@gov.bc.ca> wrote:

Fair enough – thanks Stephen. I have contacted our ministry officials, and when they get me a time, place and with whom I'll let you know. This meeting will obviously be held at the ministry offices in Victoria – p.

From: Stephen Kukucha [<mailto:skukucha@wazuku.ca>]
Sent: Thursday, December 3, 2015 8:39 AM
To: Chandler, Penelope E FIN:EX
Cc: Steve Kukucha
Subject: Fwd: Letter to Save Tax Credit Dollars

Penelope,

I am trying to reach someone in your office (Brian, Greg and now you) to check in on this meeting. Can yo confirm when it may be arranged (see email below)?

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

Begin forwarded message:

From: Stephen Kukucha <skukucha@wazuku.ca>
Subject: Letter to Save Tax Credit Dollars
Date: December 3, 2015 at 8:37:28 AM PST
To: greg.moy@gov.bc.ca
Cc: Stephen Kukucha <skukucha@wazuku.ca>

Greg,

Please see request below Brian suggested he would arrange. Can you let me know if a meeting is possible?

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

Begin forwarded message:

From: Stephen Kukucha <skukucha@wazuku.ca>
Subject: Re: Letter to Save Tax Credit Dollars
Date: December 3, 2015 at 8:31:38 AM PST
To: brian.menzies@gov.bc.ca
Cc: Stephen Kukucha <skukucha@wazuku.ca>

Brian,

Any luck on setting up this meeting?

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

Menzies, Brian FIN:EX

From: Stephen Kukucha <skukucha@wazuku.ca>
Sent: Thursday, December 3, 2015 8:32 AM
To: Menzies, Brian FIN:EX
Cc: Stephen Kukucha
Subject: Re: Letter to Save Tax Credit Dollars

Brian,

Any luck on setting up this meeting?

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

On Nov 27, 2015, at 9:52 AM, Stephen Kukucha <skukucha@wazuku.ca> wrote:

Brian,

As discussed, they (Liz and CMPA) are hoping to meet with the ADM or DM to resolve this matter and save the government some money. Can we try to arrange ASAP?

As well, to re-iterate, this group is proactively trying to get the other members of the industry to recognize the very unsustainable situation with the tax credit. Liz can be a big help to help drive the industry members to support a more sustainable path forward. Lets discuss this in more detail when you have some time.

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

<MOF CMPA Letter - October 7 2015 FINAL.pdf>

Menzies, Brian FIN:EX

From: Stephen Kukucha <skukucha@wazuku.ca>
Sent: Friday, November 27, 2015 9:53 AM
To: Menzies, Brian FIN:EX
Cc: Steve Kukucha
Subject: Letter to Save Tax Credit Dollars
Attachments: MOF CMPA Letter - October 7 2015 FINAL.pdf; ATT00001.htm

Brian,

As discussed, they (Liz and CMPA) are hoping to meet with the ADM or DM to resolve this matter and save the government some money. Can we try to arrange ASAP?

As well, to re-iterate, this group is proactively trying to get the other members of the industry to recognize the very unsustainable situation with the tax credit. Liz can be a big help to help drive the industry members to support a more sustainable path forward. Lets discuss this in more detail when you have some time.

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

Menzies, Brian FIN:EX

From: Stephen Kukucha <skukucha@wazuku.ca>
Sent: Wednesday, November 25, 2015 3:47 PM
To: Menzies, Brian FIN:EX
Subject: Meet with Music BC

Brian,

Hope you're well. I know you are in Calgary and have been swamped with fiscal update work but checking in to see if we can make a brief sit down work for you and Graham while he is here.

Thanks for considering.

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

Menzies, Brian FIN:EX

From: Emir Mehinagic <emehinagic@wazuku.ca>
Sent: Monday, November 2, 2015 6:47 PM
To: Menzies, Brian FIN:EX
Subject: Fwd: Meeting Request - Tilray

Hello Brian,

I wanted to follow-up to my previous e-mail with respect to a meeting request from Tilray, at your convenience in Victoria.

Separately and ideally, Tilray also wanted to offer you a tour of their production facility in Nanaimo as well. Please let me know if you may be available for either option.

Thank you in advance for your consideration, and I look forward to hearing from you.

Cheers!

Emir

Emir Mehinagic

Senior Associate

WAZUKU Advisory Group

Cell: 604.222.2222

E-mail: emehinagic@wazuku.ca

Website: wazuku.ca

Begin forwarded message:

From: Emir Mehinagic <emehinagic@wazuku.ca>
Subject: Meeting Request - Tilray
Date: October 5, 2015 at 5:26:37 PM PDT
To: Brian.Menzies@gov.bc.ca

Hi Brian,

Hope all is well!

On behalf of Tilray, I wanted to follow-up on their recent request to meet with you in Victoria at your convenience, and ideally offer you a tour of their facility in Nanaimo.

Thank you very much for your consideration and I look forward to your response.

Cheers!

Emir

Emir Mehinagic

Senior Associate

WAZUKU Advisory Group

Cell: **s.22**

E-mail: emehinagic@wazuku.ca

Website: wazuku.ca

Menzies, Brian FIN:EX

From: Stephen Kukucha <skukucha@wazuku.ca>
Sent: Monday, November 2, 2015 12:54 PM
To: Menzies, Brian FIN:EX
Subject: Letter to Minister De Jong
Attachments: Minister de Jong 2015-11-02.pdf; ATT00001.htm

Follow Up Flag: Follow up
Flag Status: Flagged

Brian,

FYI. Please call if you have any questions.

Stephen Kukucha
Wazuku Advisory Group
skukucha@wazuku.ca
778-688-5857

85 Mowat Avenue
Toronto, ON M6K 3E3
T: (416) 967-7272



November 2, 2015

Hon. Mike de Jong
Minister of Finance
PO Box 9048, Stn Prov Govt
Victoria, BC V8W 9E2

Dear Minister de Jong,

It was a pleasure to share a table with you at the Premier's Business Network Luncheon and to see your interest in our file. As you know, I also spent a helpful hour with your Chief of Staff Brian Menzies. We have also had detailed meetings with Ministers Bond, Fassbender and Virk, together with their staff, and have met with the North Shore Caucus.

We believe we are now very close to being in the position to put forward a coherent and detailed music strategy for your review. That plan will be available by the week of November 23rd, and accordingly, we would request a meeting with you and/or your staff at your convenience from November 25 to 27. The prospects for a successful music strategy and partnership between the BC government and the BC music community have never been so great.

Thank you for your consideration,

A handwritten signature in black ink, appearing to read "Graham Henderson".

Graham Henderson
President & CEO, Music Canada

CC: Kim Henderson, Deputy Minister of Finance