



## PRODUCER APPLICATION INFO SHEET 2018

**The deadline for submissions is 12:00 pm Friday 6<sup>th</sup> July 2018**

### EXPLANATORY NOTES: FOR NEW TALENT STRAND PRODUCERS

The Production Finance Market's New Talent strand offers international financiers the chance to connect with a curated selection of the most promising emerging feature filmmakers. Formerly known as Micro Market, the New Talent strand has evolved in order to amplify its reputation as a critical opportunity for the industry to discover new talent. Showcasing filmmakers making their first or second feature, with projects budgeted up to €1m, the event also includes a training element for selected filmmakers to ensure they are ready to find finance and grow their networks within one of the world's most unique and respected markets.

Running from 16 and 17 October 2018, the New Talent Strand of the Film London Production Finance Market (PFM) is held in association with the BFI London Film Festival (LFF).

The New Talent Strand provides a day of dedicated meetings with financiers for filmmaking teams. Film London will programme approximately 10-12 meetings throughout the day for each film team. Prior to the Market, Film London will deliver training for the filmmaking teams, strengthening their pitches, financial ambitions, and preparing them for the financiers they will meet. All New Talent Strand participants will have the opportunity to network with financiers and participants attending the wider PFM.

Film London will also consider projects that are looking for **completion money** to deliver their film. These projects must be budgeted at €1million or under, and be seeking no more than 20% of their production budget for completion.

#### 1. Who can apply?

- Writer/directors who are making their first feature film – more experienced producers are eligible; writer/directors on their second feature may be considered if their first feature was not widely released.

- Filmmaking teams only (with producer and director attending New Talent Strand) – this is not open to individual filmmakers
- Filmmakers can submit a maximum of two projects (using separate application entries)
- Projects budgeted to a **maximum of €1m**
- Scripts must be fully developed and ready for finance – this is not a script development programme.
- Producer must have demonstrable experience of physical production and/or financing
- Director should have proven success with past work in any of the following: short film, television, theatre, music videos or commercials
- Project must be viable on the proposed budget
- For projects looking for completion money, films must be budgeted at €1m or under and seeking a maximum of 20% of their production budget to deliver

## 2. Financiers Attending

A curated selection of financiers will attend the market, over a day (17 October 2018) in central London. Financiers attending will include:

- Mature international production and finance companies committed to co-producing/financing films budgeted at €1m and under with the UK (and European partners where applicable)
- Film funds from the UK and Europe
- Private equity funds and investors from the UK and abroad, including hedge fund representatives
- Screen agencies or other public funding bodies with financial schemes; and the UK national film bodies and regional agencies that have active production financing schemes
- International film sales companies
- Leading international and single territory distributors committed to film financing
- Post and facilities houses interested in offering in kind equity deals, match funding, and deferred
- Music licensing, legal firms and marketing companies offering in-kind and equity collaboration and advice to low/micro-budget film projects
- VOD platforms

## 3. How to Apply

- To apply to PFM's New Talent Strand please submit a completed online application form and all requested information by **12pm Friday 6 July 2018**

- No application fee is required. However a registration fee will be charged if selected – see below
- The online application form is **not** a registration form for PFM's New Talent Strand. Successful applicants will be contacted and asked to complete an online registration form at a later date.

**Additional documents required for application:**

- Full script
- Finance plan (max two pages)
- Top sheet budget

**If you are applying to attend the New Talent Strand to source completion financing you must provide the following:**

- URL to an edit of the project to date. This can be an assembly edit. Rushes are not accepted.
- Top sheet budget showing the spend on the project to date. Please note, if you are considered for shortlisting you will be asked for proof of your spend to date which can justify your 20% completion budget.
- One-page outline of the distribution strategy of the film, including any partnerships with sales agents, distributors or distribution platforms.
- Short project synopsis (500 words)
- One-page outline of the creative plan for the final delivery of the film including any notes on creative changes to the edit submitted
- A breakdown of the completion budget

**NB a script is not required for submission for completion financing**

**4. What does selection include?**

If selected you will:

- Attend the one-day New Talent Strand training session in September (exact date tbc) in Central London (only UK-based teams are expected to attend this day). Support for teams outside the UK will be scheduled separately).
- Attend the second New Talent Strand training day (16 October)
- Attend the PFM New Talent Strand on 17 October (all teams)
- Be provided with a schedule of meetings with a range of dedicated film financiers. Film London will ensure each filmmaking team has approximately **10-12 meetings throughout the day.**

The hours of the PFM and training will be 9.00am – 6.00pm (with breaks).

## 5. Training:

The Film London Production Team will lead training for the New Talent Strand. Sessions will include successful case studies from previous alumni of the market, and, as appropriate, external speakers who will present sessions on audiences, markets and the art of presentation and packaging. During training, each project will be examined in detail regarding script and financial package to ensure it is at the optimum stage to be presented to financiers.

## 6. Meetings

- The core activity of the PFM is face-to-face meetings between film teams and financiers
- Each meeting lasts 30 minutes
- By applying to attend the New Talent Strand you are committing to being present for the full two days of the PFM (16 and 17 October 2018).

## 7. Delegate Fees, Costs and Assistance

All selected filmmakers will be required to pay a fee of £180.00 + VAT each (**£360.00 + VAT per project** for two filmmakers – we recommend two team members pitch) to attend the PFM New Talent Strand.

**As this is a very heavily subsidised programme, there are no exceptions to this fee structure.**

### Costs

Filmmakers outside London should budget for travel and accommodation costs to attend the Market in addition to the fee. Hotel rooms are provided at the Market partner venue for the duration of the market at a cost of £189.00 Plus VAT per person per night. e.g. the costs for a team of two staying two nights at the hotel would be in the region of £756.00 Plus VAT per project (staying at the venue hotel is not compulsory, but please note that the training and the market will have registration times of 8.30am each day).

N.B. Attendees from within the UK covered by Northern Ireland Screen, Creative Scotland, Ffilm Cymru Wales and Creative England may be able to access financial support to assist with travel and accommodation costs to attend the Market and its training, from their relevant agency (subject to funding and to the individual agency's terms and conditions).

**Please contact your relevant agency for further details on whether financial support is available.**

**Overseas filmmakers**

Selected filmmaking teams from outside the UK may be able to access financial support from their regional or national film agency.

**Acknowledgement of support**

Projects selected for the PFM New Talent Strand are required to acknowledge Film London's support by the use of a text credit and the Film London logo on the end roller and marketing materials of the completed work.