

Production Funding Guidelines

Screen Queensland supports a creative, innovative and successful screen industry through development and investment; secures production to Queensland; and delivers an active screen culture across the state.

WHAT IS PRODUCTION FUNDING?

Screen Queensland production funding supports producers to create high quality screen projects capable of delighting local and international audiences, winning critical acclaim and delivering commercial success. Funding is to support producers and projects as the foundation of a successful screen industry.

Funding may be used for production and post production of factual and fiction screen projects.

WHAT PROJECTS DOES SCREEN QUEENSLAND PRODUCTION FUNDING SUPPORT?

Screen Queensland production funding supports project-based funding of fiction and non-fiction screen stories.

- Broadcast (inc. Television, SVOD, VOD, or Internet Streaming Service)
 - o Single documentary (long-form) and documentary series
 - o Fiction series and long-form single narratives
 - o Interstitial content

- Feature Film
 - o Feature films and feature documentaries intended for theatrical release
 - o Feature film fiction or documentary intended for release on VOD, SVOD or a streaming service

Producers should have a clear sense of their audience and how they intend to reach them. Projects that are intended to be released in ways outside of the commercial theatrical distribution model need to provide a convincing audience and recoupment plan

- Innovative Content

Screen Queensland is committed to investing in projects that present innovative stories, storytelling and ways of bringing screen content to audiences.

While a traditional distribution method/market attachment is not essential for applications classed as innovative content, applications should have a strong, clear audience and marketing plan which outlines how the project will reach its audience and its potential revenue sources.

The finance plan and budget should be a strong fit with the intended distribution method and audience.

Production funding is not available for short films, news or current affairs, advertising, content whose primary purpose is for marketing, or content whose primary market is the education sector.

Funding for lifestyle programs, magazine programs, formats and reality will be restricted to Queensland production entities that can demonstrate the investment will be used to produce lifestyle programs, magazine programs, formats and reality as part of and to support a broader slate, and will be strictly assessed against the production funding standard criteria, with a particular focus on the benefits to the Queensland screen industry.

Funding cannot be retrospective and projects cannot apply once they have entered pre-production.

Projects, if declined, must demonstrate that they have been significantly reworked before re-submitting.

Projects that have been twice declined for production funding may not be resubmitted.

WHAT TYPE OF FUNDING IS AVAILABLE?

Screen Queensland production funding is in two forms:

- Recoupable Production Investment
- Production Grant

HOW MUCH FUNDING IS AVAILABLE?

– Production Grants

Screen Queensland will fund up to \$100,000 in a project as a Production Grant.

Screen Queensland will fund up to \$200,000 in a project as a Production Grant where the production budget is higher than \$1,000,000 and is successfully assessed against the core and discretionary criteria listed at the end of this document.

– Production Investment

Screen Queensland will fund up to \$750,000 in a project as a Production Investment.

An additional discretionary top up grant of \$100,000 may be available for significant long-form or large scale productions that are already receiving production investment of \$750,000 and are successfully assessed against the core and discretionary criteria listed at the end of this document.

An example of a broadcast project eligible to apply for the large scale top up grant might be a high-end international television series, have long running or return potential or a significant series cost per hour.

An example of a feature project eligible to apply for the large scale top up grant might be the first in a fully-financed franchise or slate or have a significant production budget.

Screen Queensland production investment is unable to fund 100 per cent of any project. Funding is limited, competitive and subject to creative and commercial assessment.

WHO CAN APPLY?

Eligible applicants for production investment are:

- Queensland producers
- Australian producers
- The demonstrated owner of the rights of an eligible project

Eligible projects are those that have:

- A well-developed, market ready script
- A clear and complete finance plan with documentation to evidence all forms of production finance
- Significant market attachments (in the case of broadcast, a broadcaster (ie. Network or SVOD service) in line with the scope of the project; in the case of feature film, a distributor and/or international sales agent that is in line with the scope of the project). Projects applying as Innovative Content do not require traditional market attachments but must demonstrate a clear path to audience.
- Significant benefit to the Queensland screen industry, including demonstrable Queensland Production Expenditure (QPE)

Funding approvals may also be contingent on a completion bond and, in the case of projects that include as part of their finance plan the Producer Offset, a Provisional Certificate.

WHEN DO I NEED TO APPLY??

Production funding applications for funding of more than \$100,000 will be assessed in rounds and subject to board approval. Closing dates for applications (approximately six weeks before each meeting of the Screen Queensland Board) are published on the Screen Queensland website.

Production funding applications for funding of less than \$100,000 can be submitted at any time.

HOW DO I APPLY?

Applications are made using the production investment application form. Screen Queensland has moved its application process to a new online system. You can apply online at <https://screenqueensland.smartygrants.com.au>

An automated application email will be sent to you within 30 minutes after you complete your funding submission as confirmation that Screen Queensland has received your application. **It is the applicant's responsibility to contact Screen Queensland** if you do not receive an application receipt email.

An application will proceed to assessment only when all sections of the form are complete and all requested materials and documentation have been provided.

Upon receipt of an application, Screen Queensland will (in writing) notify the applicant of any missing materials. These missing materials then need to be supplied within five (5) business days of notification or the project will not proceed to assessment.

WHAT DOCUMENTS DO I NEED TO PROVIDE?

Screen Queensland requires the following documents to assess an application:

- Production company details, including Certificate of Incorporation and the names of the Company Directors
- Co-production agreement or deal memo (if applicable)
- For International Treaty Co-productions, a Provisional Certificate or evidence of application for a Provisional Certificate
- Synopsis (one paragraph and one page)
- Script(s) and/or series bible plus sample scripts
- Director notes outlining vision for the project
- A producer statement detailing the rationale of the project, its finance plan, budget and market attachments.
- CVs and bios of key creative team
- Written confirmation of any key cast attachments
- Written confirmation of any market attachments which include any relevant deal terms (at least a Letter of Intent is required)
- Copies of all legal documentation, including all agreements and chain of title documentation
- Details of professional placements for Queenslanders (if applicable)
- Details of Queensland crew, locations and facilities
- Details of Queensland production expenditure levels in both production and post production
- Proposed finance plan and recoupment schedule (please use the Screen Australia template)
- A-Z Production Budget with Queensland production expenditure clearly highlighted
- Production schedule (please use the Screen Australia template)
- Copies of all financing documents associated with each finance source. Please ensure these documents include deal terms (at least a Letter of Intent is required)
- Executed letter of intent from Completion Guarantor
- Proposed recoupment structure/profit participation
- Sales estimates for all territories (low, medium, high)
- Detailed marketing plan and audience plan
- For projects applying for the Producer Offset, a provisional certificate
- For Reality/Lifestyle/Magazine/Format applications, a statement outlining how the production forms part of the Queensland production company's broader slate
- For Reality/Lifestyle/Magazine/Format applications, evidence that the Queensland producer owns a significant percentage of the project's IP
- For projects where any fees are being reinvested, the following must be provided:
 - o Where the producer is reinvesting part of their fee: either a letter from an independent accountant confirming the producer's financial capacity to invest the amount prior to drawing down their fee; or a cash flow statement outlining how the producer plans to drawdown their fee and then reinvest into the production. The Completion Guarantor will also need to confirm their approval of this reinvestment in their letter of intent.

- Where other crew or suppliers are reinvesting their fee, a list of budget line items and their associated crew member will be required as well as a letter of commitment from each crew member that is reinvesting their fee.

Screen Queensland will inform you in writing of any missing materials and you will have five (5) business days to supply the missing documents, after which the application will be deemed to have been withdrawn.

HOW WILL MY APPLICATION BE ASSESSED?

Screen Queensland will assess each eligible application, taking into consideration:

- the track record of the applicant, the key creative team and any attachments
- the critical, commercial and/or cultural potential of the project
- the creative execution of the project in the application materials
- the strength and appropriateness of the distribution and marketing strategies
- the strength and appropriateness of market attachments, demonstrating an audience for the project
- a risk assessment, analysing the finance plan, budget and schedule (which may also take into account an evaluation of the project and team by a completion guarantor)
- the benefits to the Queensland screen industry, including an assessment of the levels of Queensland Production Expenditure (QPE), key Queensland-based cast, crew and creatives, and any broader benefits to the industry, culturally or commercially

Additional criteria for discretionary grant funding and 'top up' grant funding include:

- Was the project developed in Queensland?
- Will the project shoot in Queensland?
- Will the project be post produced in Queensland?
- Is there a significant level of Queensland Production Expenditure, and does this constitute a significant percentage of the overall production budget?
- Is the level of Screen Queensland investment already more than 10 per cent of the budget?
- Are the key creatives (writer, producer, director) residents in Queensland?
- Are Heads of Department and key crew residents in Queensland?
- Are their opportunities for training and up-skilling key creatives?
- Will the project contribute significantly to the strategic aims of Screen Queensland and benefit the Queensland screen industry?

Screen Queensland will particularly assess that the audience, budget, marketing and finance plan of the project are suited to its primary distribution format.

The project will be assessed by Screen Queensland executives and may be subject to an external assessment.

WHAT HAPPENS WHEN MY APPLICATION HAS BEEN ASSESSED?

Projects recommended for production investment will be subject to the approval of Screen Queensland's CEO (up to \$100,000). All other projects recommended for production investment will be subject to the approval of the Screen Queensland Board.

Applicants will be informed whether their application has or has not been successful.

Successful applicants will receive written approval.

Unsuccessful applicants may request a meeting or call to receive feedback on the outcome of the application and this will be provided.

WHAT HAPPENS WHEN MY APPLICATION IS SUCCESSFUL?

Successful applicants will enter into a contractual agreement with Screen Queensland.

Delivery, reporting and acquittal requirements and deadlines will be agreed.

A drawdown schedule for payment of funding will be agreed.

Payments cannot be made without a fully executed contract, Screen Queensland's acceptance of executed transaction documents and receipt of a valid tax invoice.

Applicants will be given 60 days from approval to satisfy any approval conditions and commence contracting with Screen Queensland. This may only be extended with the agreement of Screen Queensland.

Funding can be revoked in the event that contracting does not begin within this period or the contracting period extends longer than three (3) months.

WHAT DO I DO IF I'VE READ THIS DOCUMENT AND WANT TO TALK IT THROUGH WITH A SCREEN QUEENSLAND TEAM MEMBER?

Email Screen Queensland at production@screenqueensland.com.au outlining your query and giving your full name and contact details, or call 07 3248 0500 and ask for a member of the production team.