



International Pitching Events and Talent Labs: Guidelines

Issued 17 November 2017

Updated 11 October 2021

International Pitching Events and Talent Labs provides support to producers selected for competitive overseas pitching events in order for them to secure finance, production and marketplace partners for Australian projects, or for key creatives invited to attend premium overseas talent labs to enable professional development and to build international industry networks.

WHAT

Applicants can apply for an amount up to the stated maximum, supported by a budget for:

- up to \$5,000 for any eligible pitching event or talent lab of up to 14 days duration.
- up to \$10,000 for any eligible talent lab/ fellowship of more than 14 days and less than 12 months duration
- up to \$20,000 for any eligible talent lab/ fellowship of more than 12 months

The applicant and applicant's company may only receive one grant to attend eligible events in a 12-month period other than in exceptional circumstances.

WHO

All applicants and projects must meet the general eligibility criteria in our [Terms of Trade](#), and must be participating in an eligible event listed below.

Eligible events have been chosen to ensure that Screen Australia's support is as strategic as possible and makes the best use of its limited funds. The events have been based on the outcomes and reports of previous Australian attendees.

Eligible Events

International pitching events for producers:

- Berlin Co-pro Market
- C21 Drama Series Pitch
- Hot Docs Forum and Dealmaker, Toronto
- IDFA Forum, Amsterdam
- International Finance Forum (IFF), Toronto
- MIPTV Pitch, Cannes*
- Sheffield Meet Market and AR Market
- Venice Gap-Financing Market

**covers any Australian project invited to Drama Series Pitch, Kids Series Pitch, Digital Short Form Series Pitch, MipFormats International Pitch*

International talent labs and other premium professional development opportunities for producers, directors or screenwriters:

- AFI Conservatory, Los Angeles

- Berlinale Talents
- Churchill Fellowship
- Inside Pictures, London/ Los Angeles
- National Film and Television School (NFTS) Scholarship, London
- Sundance Institute, USA
- TIFF Filmmaker Lab, Toronto
- UnionDocs Lab, New York

If you have been selected for an event not mentioned above, or are not a producer, director or screenwriter - please contact us via industry@screenaustralia.gov.au to discuss your application before applying.

Please note: if the event or lab is strictly for a single scripted story development outcome, please refer to our [Story Development](#) funding guidelines where you can apply for travel and attendance costs along with development funding.

HOW

Applications can be made at any time through the [Application Portal](#) after receipt of invitation. Applications must be submitted at least three weeks before the start date of the event.

The following materials must be included in your application:

- Proof of selection / invitation by the event (mandatory)
- A proposal that includes:
 - Information on the event, and its standing, details of number of attendees selected for the particular strand, and any relevant success stories from recent years.
 - Meeting and/or activity list for the event with strategy and desired outcomes.
 - If applicable, details on project/ slate of projects being pitched. This should include for each title: the stage of development or production; the budget and the currently secured finance; and any secured key creative and marketplace attachments.
 - If applicable, details on your professional development and career goals and the strategy to achieving them via this opportunity.
- One page CV, including recent credits. Please include details of any commercial, major festival or awards success for completed work. For more emerging creatives, it can be helpful to also include a letter of support from an Industry Leader that has worked with you.
- Budget: that covers the costs of the international travel, accommodation, registration, per diems and any other applicable costs of active participation. The budget should show the amount being requested from Screen Australia, as well as any inclusions provided by the event or any contributions from other parties.

Assessment Criteria

Eligible applications will be considered by a Screen Australia staff member and/or industry specialists as required.

Funding decisions will be made against the following criteria:

- The perceived standing of the event and opportunity for the applicant to achieve their proposed strategy, and how it aligns with the aims of the fund.
- The suitability and viability of the applicant's meeting and activity list, and the proposed

project(s) pitching strategy, and/or the proposed professional development strategy.

- The strength of the applicant's CV, including relevant and recent credits and industry experience and their experience pertinent to the event and the intended outcomes.

Additional factors, including availability of funds and the gender and diversity of the project **theme/s**, team or **individual/s**, may also influence Screen Australia's decisions.

The turnaround time for decisions is approximately four weeks from receipt of eligible application. Decisions on applications are final. Screen Australia will advise applicants in writing of the outcome.

Terms of funding

Funding through this program is provided as a grant.

Recipients are required to provide a written report detailing the outcomes of the funding.

IMPORTANT: Applications cannot be made retrospectively.

We receive many more applications than we can support. Inevitably, some applications will be unsuccessful and applicants will be disappointed by this result. However, our decision is final.

See our full list of [Festival, Market & Pitching Forum](#) profiles for information on domestic and international event dates.

For any enquiries, please contact the Screen Australia Program Operations team on 1800 507 901, or industry@screenaustralia.gov.au.

11 October 2021

- Increased funding amount to \$5,000 for eligible pitching event or talent lab of up to 14 days
- Added funding of up to \$10,000 for eligible talent lab / fellowship between 14 days and 12 months duration
- Added funding of up to \$20,000 for eligible talent lab / fellowship of more than 12 months duration
- Added events/labs: C21 Drama Series Pitch, Hot Docs Forum and Dealmaker Toronto, IFF Toronto, Sheffield Meet Market and AR Market, Venice Gap-Financing Market, AFI Conservatory Los Angeles, Churchill Fellowship, Inside Pictures London/Los Angeles, NFTS Scholarship London, Sundance Institute USA, UnionDocs Lab New York

20 October 2019

- Separated Talent Labs from International Festivals and Awards guidelines

15 February 2019

- Revised "Markets" fund to "PITCHING EVENTS / TALENT LAB" and updated eligibility requirements and application materials to fall in line with changes
- Added Berlinale Talents for producers or directors
- Removed Cannes Film Market, International Financing Forum and MIP Digital Series Pitch
- Reduced funding amount to \$3000 for eligible events