



Pitching Events / Talent Labs: Guidelines

Issued 17 November 2017

Updated 20 October 2019

For attendance by producers selected for key pitching events in order for them to secure finance, production and marketplace partners for Australian projects, and/or for key creatives invited to talent labs for professional development and building international industry networks.

For International Strategic Delegations such as Content London and Talent USA, please refer to the [International Strategic Delegations](#) guidelines.

WHAT

Applicants can apply for an amount up to the stated maximum, supported by a budget for up to \$3,000.

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

Note: current recipients of funding through Screen Australia's Enterprise programs may be precluded from requesting funds to support international travel. Contact Screen Australia's [Industry Development Manager](#), if this applies to you.

WHO

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

Eligible Events

Pitching forums for producers

- [Berlin Co-pro Market](#)
- MIPTV Pitch, Cannes*
- [Hot Docs Forum, Toronto](#)
- [IDFA Forum, Amsterdam](#)

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

Talent labs for producers or directors

- TIFF Talent labs for directors
- Berlinale Talents for producers or directors

Eligible events have been chosen to ensure that Screen Australia's support is as strategic as possible and the best use is made of limited funds.

Proof of selection must be provided.

HOW

Applications can be made at any time through the [Application Portal](#) after the 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
- A proposal that includes:
 - Intended meeting and 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.
- One page CV, including recent credits. Please include details of any commercial, major festival or awards success for each completed title.
- Budget: that covers the costs of the international travel, accommodation, registration, per diems and other costs

The turnaround time for application decisions is approximately three weeks.

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 strategy for the event including planned activities, meetings and outcomes
- The strength of the applicant's CV, including relevant and recent credits and industry experience and their experience pertinent to the event
- The suitability and viability of the applicant's slate or project for the event

Other factors, including availability of funds and the gender and cultural diversity of the team, may also influence Screen Australia's decisions.

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.

Change Log

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

26 October 2018

- Removed EFM & Berlin Talent Lab from eligible markets.

13 July 2018

- Moved Targeted delegations to new guidelines

17 November 2017

- Incorporated targeted talent delegations
- Removed Content London and WCSFP from eligible markets
- Added eligible pitching events: International Financing Forum, Toronto; MIP Formats International Pitch; MIP Digital Series Pitch
- Updated application materials