

# INTERNATIONAL DELEGATIONS

## Talent Gateway: GUIDELINES

Issued 11 May 2021

Screen Australia and Australians in Film (AiF) are partnering to provide Australian screen creatives who have a high level of recent international success with the skills, knowledge, access, and relationships necessary to succeed in the global market.

Supporting Partners are Screen NSW, Film Victoria, South Australian Film Corporation and Scripted Ink. Industry Partners are Australian Directors' Guild, Australian Writers' Guild, Screen Producers Australia, Screen Canberra, Screen Queensland, Screen Tasmania, Screen Territory, Screenwest and Screenworks.

Up to six delegates will be selected to participate in the Talent Gateway program of roundtables, masterclasses, introductions with key US based screen decision makers, and individualised 1:1 mentorships. Each delegate will receive grants of up to \$20,000 to enable them to take part in the program which runs from September 2021 to June 2022.

The Talent Gateway program aims to attract US support, investment, and partnerships for Australian content and careers.

### Inclusive Storytelling

Screen Australia is committed to building equity into its programs and its engagement with the community. Gender equity, anti-racism, authentic story-telling, from and about under-represented groups, and inclusivity are priorities for Screen Australia. We expect that the lived experience portrayed through the narrative and characters are reflected within the key creative team. It is vital the creative team has the cultural authorship to tell the story so that telling of the story is authentic. This will be taken into account when assessing applications.

For Australian screen content to effectively deliver cultural and economic benefits it must speak to, and be for, all Australians. Ultimately a diversity of ideas and a diverse workforce will grow the Australia screen industry, make it more relevant to Australian audiences and more competitive internationally.

### Who can apply?

To be eligible for this program, applicants:

- must be Australian citizens or residents and meet Screen Australia's [Terms of Trade](#)
- must not have parent company with offices in Los Angeles
- must have at least one of the following:
  - a 'created by', 'written by' or 'directed by' credit on a drama, comedy or animated series or feature that has recently (last 4 years):
    - screened on broadcast television, or streamed on a subscription based platform, and having been 1 of the top 10 most-watched shows on that platform at time of transmission. [It is noted that data is not always readily available, especially historically, and assessors will give benefit of the doubt based on press links and other media reactions about the title from time of release], or
    - online on any reportable platform, with evidence of audiences/views in excess of 1 million or other evidence of trending on You Tube at time of release

- a ‘written by’ or ‘directed by’ credit of a scripted or documentary feature, series or VR film that has recently (last 4 years):
  - premiered in official selection at Cannes, Toronto, Venice, Sundance, Berlin, SXSW, Series Mania festivals, or
  - been distributed and theatrically released in multiple major international territories
- recently (last 4 years) been a recipient of a significant international award such as awards from Cannes, Toronto, Venice, Sundance, Berlin, SXSW festivals or been nominated for Academy, BAFTA, or Emmy awards
- In addition, applicants must
  - have one or more market ready long form episodic scripted series and/or feature well suited for US partnerships
  - have some traction internationally from completed work and some existing experience and interest from US industry

Priority will be given to applicants with an established talent agent and/or management in Australia and/or US.

## What support is available?

Up to six delegates will be selected to take part in the AiF / Screen Australia Talent Gateway program.

Each delegate will receive grants of up to \$20,000, enable them to actively participate in the bespoke 10 month (part-time) program of roundtables, master-classes and introductions with key US based screen decision makers, as well as individualized 1:1 mentorship.

Funding can also be used to develop, refine and market the IP on their slate that receives any positive interest, to quickly engage international marketplace partners and finance.

*Please note: the program will be entirely virtual, unless broader travel advice to the US changes.*

## When and how can applications be made?

Applications close **5pm AEST Thursday 10 June 2021** and can be made via the Screen Australia [application portal](#) with the following materials:

- Fully completed application form including contact details and applicant eligibility
- CV including recent credits and details of any commercial, significant viewership and/or major festival or awards success.
- A proposal (maximum 6 pages) that includes:
  - details on your current slate of projects that will be work-shopped and/or pitched at the activity, including for each title: the stage of development and any secured development funding; the estimated budget; and information on the currently secured key creative and marketplace attachments and/or interest
  - a desired meeting list with reason and desired outcomes of each meeting
  - any desired professional development objectives and activities

## How are applications assessed?

Once we receive your application, a member of our team will review to ensure it’s complete and meets all eligibility requirements. They’ll contact you with any questions, or requests for more information. Complete and eligible applications will be considered by reviewed by Screen Australia and AiF staff members and/or industry specialists.

## Assessment Criteria

Funding decisions will be made against the following criteria:

- The strength of the proposal and the perceived strength and diversity of the applicant's slate
- The amount of perceived traction internationally from their existing work, and
- Their perceived experience and knowledge pertinent to the activity

**Applicants will be advised of the outcome in writing by Thursday 22 July 2021.**

Applicants are required to make sure they can be and will use best endeavours to be available to participate in all sessions:

## Example timeline of workshop sessions

### September 2021

Part 1: Industry Overview and Pitch Lab

- Creating a personal introduction/personal pitch
- Overview of US Film/TV industry
- Business etiquette and strategy
- 3-5 minute project pitches

*4 x 3hr sessions*

### October - November 2021

Part 2: Delegation industry roundtable conversations and/or guest speaker panels attended in combination with Global Producers Exchange participants.

Sessions will feature:

- Major production and finance companies
- Streamers
- Agents/Managers
- Showrunners
- Series/Film Case-studies with successful writer/directors

*8 x 1.5hr sessions*

### December 2021 - June 2022

Part 3: 1-1 Mentorship meetings -

- Each Talent Gateway participant gets 1-2 mentors that they meet with over the program
- 1-2 virtual mixers to connect Untapped, Talent Gateway and Global Producers Exchange participants with each other
- Bi-monthly sharing and check-in sessions with Screen Australia and AiF staff and fellow participants

*10hrs total*

If you are unsure about your eligibility or have questions about the application form, please email us at [industry@screenaustralia.gov.au](mailto:industry@screenaustralia.gov.au) or call Program Operations on 1800 507 901. Please note that we are not able to provide creative advice or suggestions to strengthen your application.