

South Australian Film Corporation Program Guideline

2.0 PROJECT AND BUSINESS DEVELOPMENT

2.01 PRODUCER BUSINESS DEVELOPMENT

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- › Stimulating feature film, television drama, documentary and digital media production in South Australia by supporting the business operations of local producers.

what is the scheme?	Producer Business Development (“PBD”) funding is a development investment initiative designed to help enable South Australian producers to develop a slate of projects whilst encouraging sustainable business practices.
who is eligible?	South Australian resident producers with either: <ul style="list-style-type: none">/ a demonstrable track record in film, television and/or digital media production, and with strong business and creative relationships within the industry; or/ those without significant commercial credits, but who have:<ul style="list-style-type: none">- achieved significant production outcomes in recent years in areas such as short form production or project development; and/or- strong market interest in their slate of projects.
what is offered?	Successful applicants may be eligible for a maximum of up to \$50,000 per year depending on the scope of their business plan. In all cases the cumulative total of PBD funding per applicant cannot exceed \$130,000 at any given time.
what special conditions apply?	<p>In addition to the assessment criteria detailed in the General Guidelines, the applications will be assessed on:</p> <ul style="list-style-type: none">/ the viability of the producer’s business plan and the related budget and supporting documents demonstrating how the funds would be applied to progress the producer’s slate of projects;/ the producer’s creative and business relationships, especially in relation to the slate of projects in development <p>Application conditions</p> <ul style="list-style-type: none">/ Applicants must have at least three (3) projects at an advanced stage of development./ Applicants must present a developed business plan outlining expenses including general development and/or other project business expenses, such as travel, marketing overheads and professional development opportunities./ Preference is given to those producers with projects that have demonstrated significant market interest./ For funding beyond first tranche, producers must demonstrate significant progress in development, financing and/or marketing of the projects in their slate./ Collaborations with experienced partners or clustering with other producers that will enhance the applicant’s overall business plan may be looked upon favourably./ Where two applicants apply separately and in the opinion of the South Australian Film Corporation share a number of common projects the South Australian Film Corporation may only fund one of the applicants or limit funding up to a combined maximum of \$50,000.
how do I apply?	<p>The application process is detailed in the General Guidelines.</p> <p>Application forms are available online at www.safilm.com.au.</p> <p>After reading the General Guidelines, Terms of Trade and confirming eligibility,</p>

	applicants are required to discuss their applications with the South Australian Film Corporation's Manager Industry Development and Production prior to submitting an application along with their business plan.
when can I apply?	PBD funding applications will be considered on an annual application round of funding. Applicants are encouraged to visit the South Australian Film Corporation website for the applicant round date.
where do I submit my application?	South Australian Film Corporation 3 Butler Drive Hendon South Australia 5014
where can I find more information?	<ul style="list-style-type: none"> / Read the South Australian Film Corporation General Guidelines / Visit www.safilm.com.au / Contact an Industry Development and Production project officer on +61 8 8348 9300

SPECIFIC TERMS OF TRADE

In addition to the South Australian Film Corporation's standard terms of trade, special conditions apply to the PBD funding:

- / Funds are made available as lump sum development investment;
- / Funds are to be repaid to the South Australian Film Corporation (+ 10% premium) on commencement of production;
- / The applicant assigns a 10% share of their copyright in the slate of projects to the South Australian Film Corporation (which is reassigned on full repayment of funds);
- / The applicant must provide progress and financial reports annually for three years (unless funds are repaid in that time);
 - In exceptional circumstances, the South Australian Film Corporation investment may roll these funds into production investment on a project.
 - Producers who have reached the \$130,000 cumulative funding maximum are able to reapply for further funding once a portion has been paid back, but can never exceed the \$130,000 maximum at any one time.
 - Funds are recouped by the South Australian Film Corporation against any projects that go into production from the applicant's slate of projects.

The fine print

As with all South Australian Film Corporation programs, the following guidelines must be read in conjunction with the South Australian Film Corporation General Guidelines, Terms of Trade and application form. Applicants are required to discuss their applications with a South Australian Film Corporation project manager prior to submitting an application.

General Guidelines and application forms can be found at www.safilm.com.au

