



GUIDELINES

Export Market Travel Fund

South Australian **Film Corporation**

What is the Program?

The Export Market Travel Fund is a limited fund that supports South Australian screen producers and game developers to take finance ready projects to the international marketplace for the final packaging.

Funding recipients will be focused on gaining market attachments, raising export finance and securing partners to enable their project to move into production.

What is on offer?

Travel funding is available for:

- up to \$3,500 for an individual
- up to \$5,000 for a team of two or more

* Where a contingent of South Australian companies are seeking to attend the same marketplace, SAFC may award funds at a lower level to ensure equity of participation.

Who is eligible?

The applicant must:

In addition to the eligibility criteria stated in the SAFC Terms of Trade, Export Market Travel funding is open to credited

- Be a South Australian Resident (as defined in SAFC's Terms of Trade), and
- Be a Credited producer* and/or game developer.

* Credited producer means mid-career to established applicants with the ability to raise finance in the market having delivered at least one of the following:

- A television or episodic project released on broadcast TV or an SVOD platform,
- A feature film released theatrically or via an SVOD platform or has received 40% Producer Offset,
- A short film in official selection at A-List festival (See the SAFC's Terms of Trade for qualifying A-List Festivals),
- A narrative online work with more than 1 million views or a channel with more than 100,000 subscribers.



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Applicants who have received from SAFC more than three separate development or market funding awards over the previous three years but have not commenced production will not be eligible.

What projects are eligible?

Eligible Film and Television projects will be "finance ready", at polished script stage with marketable attachments and sufficiently realised in its development to attract international market interest.

For film and television projects, priority will be given to projects that have secured interest from a distributor, broadcaster or SVOD for the ANZ territory.

For eligible game projects, priority will be given to projects that have a proof-of-concept in the form of either a playable prototype of the game or an animated gameplay trailer for the game.

What events are eligible?

Travel funding is targeted at the following markets:

- American Film Market (AFM)
- Cannes Film Market
- Content London
- European Film Market (Berlin) Including Berlinale Co-production Market
- Frontières International Co-Production Market
- Gamescom
- Game Developers Conference (GDC)
- ~~Hong Kong FILMART~~
- ~~Hot Docs~~
- IDFA Forum
- KidScreen Summit
- MIP TV
- MIPCOM
- SeriesMania
- Sunny Side of the Doc
- Toronto International Film Festival (TIFF) Including CONNECTIONS Co-production Market

SAFC will consider other festivals or events on a case-by-case basis ~~but only where the applicant is participating in the associated market.~~



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Evaluation Criteria

Funding decisions will be made against the following criteria:

- the likelihood the project will secure international finance at the nominated event
- stage of projects including secured elements in the finance plan, plan for securing the remaining funds and timeframe to production,
- the strategy for the market or event including planned activities and meetings
- the strength of the applicant's CV, including relevant and recent projects that they have financed
- the track record of the project team and partners, the amount and timing of previous development and market funding received and direct outcomes,
- applications with documented confirmed meetings with Senior Executives at established companies will take preference.

Conditions of Funding

- Funds can be used on airfare, ground transportation, accommodation, market registration and travel insurance only
- Funding for travel is limited and available to one grant per applicant per year
- Supporting documents requested include the finance plan, marketing plan for the project/s, statement of intended outcomes, meeting list and full travel budget
- Recipients are required to provide a written report detailing the outcomes of the market ~~one~~ three months after travel
- Recipients will be encouraged to share their experience of the market at SAFC post-market debrief events and must respond to a follow-up survey sent out within one year.

How to apply?

Applications are open at any time here: <https://safilm.smartygrants.com.au/>

Applications are open all year round.

Applicants will be notified of an Offer or decline within ten business days after receipt of a complete application.

Application Materials



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- Warranties around rights holding
- Warranties around SA Residency and/ or Company Registration Headquartering in SA
- Warranties around compliance with SAFC's Terms Of Trade,
- Professional credits as per SAFC's Terms Of Trade
- Warranties that there are no outstanding obligations to SAFC
- Evidence of Production commenced in the last 3 years
- Detailed Market Meeting schedule and plan,
- Statement of intended outcomes including timeframe to production
- Professional development opportunities
- Travel Budget
- Project details – title, logline and short synopsis
- Evidence of attachment (market, Key Creatives and cast)
- Recent filmography of the applicants and team within the last 4 years
- Finance plan, marketing plan for the project/s, meeting list.

Where can I find out more?

Before applying, all applicants must read SAFC's Terms of Trade and speak to the SAFC Talent Development Manager prior to their application.

For initial enquiries, please contact the SAFC Production team

Phone: 08 8394 2029

Email: programs@safilm.com.au

(Note: All amounts in this guideline are quoted exclusive of GST, unless otherwise stated)