



**Development and Co-Production Lab**  
**London / Apulia: 5/2/18 – 9/2/18**

**Guidelines for Applicants**

**Deadline: 17 November 2017**

**Contents**

1. About Film London, Apulia Film Commission and Development and Co-Production Lab.
2. Development and Co-Production Lab Aims
3. The Development and Co-Production Lab Programme
4. Eligibility
5. How to Apply
6. Assessment
7. Deadlines for the Development and Co-Production Lab
8. Contact Details

**1 About Film London**

Film London is the capital's screen industries agency. We connect ideas, talent and finance to develop a pioneering creative culture in the city that delivers success in film, television, animation, games and beyond. We work to sustain, promote and develop London as a global content production hub, support the development of the city's new and emerging filmmaking talent and invest in a diverse and rich film culture. Funded by the Mayor of London and the National Lottery through the BFI, we also receive support from Arts Council England, Creative Skillset and the Heritage Lottery Fund.

Film London's activities include:

- Maintaining, strengthening and promoting London's position as world-class city to attract investment through film, television, animation and games
- Investing in local talent through a range of specialised production and training schemes
- Boosting employment and competitiveness in the capital's screen industries by delivering internationally facing business development events
- Maximising access to the capital's film culture by helping audiences discover film in all its diversity
- Promoting London through screen tourism

Film London also manages the British Film Commission ([www.britishfilmcommission.org.uk](http://www.britishfilmcommission.org.uk)) through a public/private partnership which is funded by the Department for Culture, Media and Sport through the BFI, and the Department for International Trade.

[www.filmlondon.org.uk](http://www.filmlondon.org.uk)

[@Film\\_London](#)

## **About Apulia Film Commission**

The Apulia Film Commission Foundation (AFC) was founded in 2007, in order to draw both domestic and international audiovisual productions to Puglia, by creating an industrial production chain of audiovisual media, developing professional expertise and competences through- out the region, encouraging the creation and development of companies operating in the field, carrying out audience development activities, coordinating the entire regional sector and promoting film culture in Puglia. Since 2007, AFC has received more than 411 audiovisual works, funding 269 of them with over 14M € and an economic impact of more than 46M €. The financial effects, along with the economic impact generated within the territories, amounts to over 90M €

Apulia Film Fund 2017 is a Public Notice for applicants with an overall financial appropriation of 5.000.000 Euro. The amount of contribution is calculated through a cash rebate mechanism composed by two parts: (1st) up to 35% of expenses in favour of suppliers with tax residence in Puglia plus (2nd) 50% of expenses in favour of local workers. Additionally, as a film commission we offer a variety of free services which provide immediate solutions to logistical problems.

For more info about Apulia Film Fund 2017 <http://en.apuliafilmcommission.it/funds/apulia-film-fund>

For more info about our free services <http://en.apuliafilmcommission.it/services/other-services>

## **About the Development and Co-Production Lab**

The Development and Co-Production Lab is an intense, five-day programme which will take place in London from 5-9 February 2018, inclusive. The Lab is based on Film London's highly regarded 'Microschool', which forms the core of the internationally renowned Microwave feature film scheme.

Since 2006, Film London's Microwave has launched bold new voices and visionary producers into the industry. Alumni of the scheme include:

- the BAFTA-nominated *Shifty* team, writer/director Eran Creevy and producers Rory Aitken and Ben Pugh, who followed up their debut with Ridley Scott executive produced \$5.5m *Welcome to the Punch*
- Jules Bishop, whose comedy *Borrowed Time* found its audience through an innovative direct distribution model led by producer Olivier Kaempfer

- Hong Khaou, writer/director of *Lilting*, which opened the World Dramatic Competition at Sundance 2014. Hong was also nominated for a BAFTA best newcomer award.

Each day of the programme includes lessons from leading industry practitioners and filmmakers on subjects including script development, working with actors, production on a low / micro budget, audience development and distribution, plus one-to-one sessions with leading industry mentors specifically assigned to meet the needs of each filmmaker/project.

At the conclusion of the five days, teams will pitch their projects to a panel of financiers, including the Apulia Film Commission.

Film London works with experienced and award winning industry mentors. Past mentors on our training include Directors Lynne Ramsay (*You Were Never Really Here*; *We Need to Talk About Kevin*); Clio Barnard (*The Arbor*; *The Selfish Giant*); Pete Travis (*Dredd*; *Vantage Point*) and John Mclean (*Slow West*).

Producer Mentors have included Jim Wilson (*Shaun of the Dead*; *Attack the Block*); Andrea Calderwood (*A Most Wanted Man*; *Last King of Scotland*); Lee Magiday (*The Favourite*; *The Lobster*) and Ken Marshall (*Filth*; *Song for Marion*).

Writers and developers include Brock Norman Brock (*Gosford Park*; *Bronson*); Jay Basu (*Monsters Dark Continent*) and Paul Fraser (*Once Upon a Time in the Midlands*; *Dead Man's Shoes*).

Past speakers have included Acquisitions Executive Emily Gotto (*Hunt for the Wilderpeople*); Distribution expert Tom Grievson (*The Killing of a Sacred Deer*); Casting Director Shaheen Baig (*The Impossible*; *A Monster Calls*); and Line Producer Michael Constable (*Free Fire*; *Final Portrait*).

## **2 Development and Co-Production Lab Aims**

We aim to support bold and surprising films that will excite audiences and contribute to the rich landscape of British and Italian film. We seek to champion dynamic, diverse, emerging filmmaking talent and arm them with the market knowledge, the entrepreneurial skills and the mentors they need as they enter the ever-changing feature film industry.

We have up to four places for teams from London and up to four places for teams from Italy.

## **3 The Development and Co-Production Lab Programme**

This is a five-day intense development programme based in London for eight filmmaking teams.

The Development and Co Production Lab combines seminars and masterclasses with workshops and one-to-one mentoring sessions. The schedule is designed to help filmmakers working in the low budget arena hone their script, maximize their resources and sharpen their entrepreneurial skills.

Sessions will cover topics including the art of pitching, the film value chain; writing for low budget; identifying audiences; distribution and marketing; co-production and tax credits; casting and working with actors.

In addition to these classroom sessions, filmmaker teams will be teamed with experienced writer, director and producer mentors to develop and refine their projects, receiving in-depth feedback during one-to-one and peer group sessions.

At the conclusion of the five days, teams will pitch their projects to a panel of financiers, including the Apulia Film Commission.

Following the Lab, mentors will read a further draft of the script and provide a final report on each project.

All participating teams come away from the Lab with a fast-tracked feature project, an increased understanding of the wider film industry, and the confidence and contacts to help make their projects a reality.

Teams from Italy will have accommodation and flights provided by Apulia Film Commission.

#### **4. Eligibility Criteria**

##### **Applicants**

Filmmakers must apply as part of a complete filmmaking teams (producer with either writer/director or writer and director – up to three team members). The lab is not open to solo filmmakers.

Teams must be based in either London or Italy

Teams must demonstrate a proven track record in production in at least one of the following:

- Short films or other short form content (commercials, music video, etc)
- Television
- Theatre

Film London will not assess applications from filmmakers based outside of London or Italy.

Applications made by individuals or where the producer, writer or director are in full-time education, will not be eligible.

## Projects

Teams must have a project to develop budgeted up to €1 million.

Ideally, you will have a full script, but we will accept as a sample the first 20 pages. The screenplay can be in English or Italian but you must submit a treatment in English.

This Lab is not open to non-fiction work or artist film or video.

The Lab is specifically looking for UK feature projects, that have stories set in Italy, an Italian flavour or who can shoot in Italy, utilising the new Tax Credit system in Italy as part of their budget. We are also looking for Italian feature projects that have stories set in UK, a UK flavour or who can shoot in UK, utilising the UK Tax Credit system as part of their budget. This Lab is not open to UK projects shooting solely in the UK with stories set solely in the UK or Italian projects shooting solely in Italy with stories set solely in Italy.

There is no restriction on genre or subject but we are looking for projects with a clear, identifiable audience.

Budget must be 1m Euro's or below.

## 5 How to Apply

Read these guidelines carefully and check your project is eligible for the Development and Co-Production Lab.

To apply for the Development and Co Production Lab, please email the following documents

- Production company profile and team biographies – full contact details – **(Must be in English)**
- Treatment **(Must be in English – up to 5 pages)**
- Either full script (in English or Italian) **OR** first 20 pages of feature script (in English or Italian).
- Director's showreel (online link)
- Top sheet budget – one page
- Outline of likely audience for the film and an outline of plans for reaching that audience.**(one page – Must be in English)**

Email all documents to [labs@filmlondon.org.uk](mailto:labs@filmlondon.org.uk)

## **6. Assessment:**

Applications will be assessed by Film London and the Apulia Film Commission.

## **7. Timelines for applications:**

17 November	Deadline for applications
4 December	Shortlisting by Film London and Apulia
18 December	Final Selection Meetings
21 December	All applicants informed
5-9 February 2018	Development and Co-Production Lab

## **8. Fees**

There is no fee to apply to the Lab.

If you are selected, the fee for attending the Development and Co Production Lab is £199.00 plus VAT per Project

Means-tested hardship support is available to cover such items as childcare, disability support and economic hardship.

## **7 Contact Details**

### **For Queries (Italy)**

Apulia Film Commission contact:  
Daniele Basilio  
[daniele.basilio@apuliamfilmcommission.it](mailto:daniele.basilio@apuliamfilmcommission.it)

### **For Queries (UK)**

Film London contact

Kevin Dolan  
[Kevin.dolan@filmlondon.org.uk](mailto:Kevin.dolan@filmlondon.org.uk)