



## **Cannes Business Development Mission May 14<sup>th</sup> – 22<sup>nd</sup> 2024**

### **Overview**

PictureNL will hire a consultant for a business development mission to Cannes, France to take place during the Marche du Film from May 14 – 25<sup>th</sup> 2024 held during the Cannes Film Festival. Seven producers from the four Atlantic Provinces, Newfoundland & Labrador (NL), Nova Scotia (NS) and Prince Edward Island (PEI) and New Brunswick (NB) will be selected to further enhance the promotion of coproduction, joint-financing, distribution and development opportunities between screen industry producers in the Atlantic Provinces and those internationally. The mission will enhance the group's knowledge of working with producers on an international scale.

The following document outlines important dates and booking instructions for the Newfoundland & Labrador participants in this initiative.

### **Advance Preparation**

To help ensure producers are prepared for the trip, PictureNL will engage the services of a consultant for on-the-ground consulting services while in Cannes. Selected applicants will be notified of the consultant once they are selected in early March.

Selected candidates will be contacted by the consultant shortly thereafter to begin initial virtual discovery sessions in advance of the mission.

### **Department of Tourism, Culture, Arts and Recreation (TCAR) Travel Assistance**

To assist companies with the costs associated with this trip, participants are

eligible for a travel stipend through the TCAR Business Investment Fund. Accepted candidates will receive more information on this process once selected.

## **Travel and Accommodations**

Companies will be responsible for booking their own travel and accommodations for this trip. The delegation must be on the ground, for meetings in Cannes by the morning of May 14th, 2024 (subject to change).

## **Targeted Meetings**

The Consultant will arrange a minimum of 5 targeted meetings for companies based on their individual needs. Where appropriate, group sessions may also be arranged. Selected attendees will be expected to share their travel itinerary with the Consultant and PictureNL in order to best accommodate their schedule. Selected attendees will be required to purchase a Market Badge for Cannes.

## **Application Process**

In order to apply companies must complete the attached application form and provide supporting material by **March 11 2024**. Below you will find the criteria for applications:

- Must have at least two producer credits on completed productions of the following nature:
  - Television one-off production with a minimum broadcast length of 30 minutes
  - Television series production
  - Feature film that a) received financing from a Federal and/or Provincial funding agency (NL, NS, PEI, NB) b) and a budget of \$250,000 or greater
- Participated in at least one international market or festival event (can include provincially led business development trips/trade missions)
- Must have multiple viable projects for international markets

*\*If you feel you may not meet the criteria and are still interested in attending the mission, please contact Industry Development Manager, Jennifer Hawley.*

PLEASE FORWARD YOUR COMPLETED APPLICATION PACKAGE TO: [jennifer@picturenl.ca](mailto:jennifer@picturenl.ca)

**Producer Application Form**  
 Cannes Business Development Trip  
 May 14-22<sup>nd</sup> 2024

<b>PictureNL Cannes Mission 2024</b>	<b>Producer Information Template – PLEASE FILL IN ALL SECTIONS</b>
<b>Name</b>	
<b>Company Name</b>	
<b>Email</b>	
<b>Phone</b>	Office: _____ Mobile: _____
<b>Website</b>	
<b>Have you attended Cannes Marche Du Film before?</b>	
<b>Company Short Bio</b>	
<b>Project Title and Synopsis (one or two key projects suitable for Cannes)</b>	
<b>Project Budget Total and Proposed Financing Structure.</b>	
<b>Current Status (treatment, draft, pre-production)</b>	

PLEASE FORWARD YOUR COMPLETED APPLICATION PACKAGE TO: [jennifer@picturenl.ca](mailto:jennifer@picturenl.ca)

<b>Target Audience</b>		
<b>Current Attachments</b>	Creative: (director, writer, co-producer, stars)	Business: (development funding, distributor commitment, committed production financing)
<b>Priorities for Meetings at Cannes– please check all boxes that are of interest:</b>		
<input type="checkbox"/> Canadian Co-Producers	<input type="checkbox"/> Canadian Distributors	<input type="checkbox"/> Canadian Financing Executives
<input type="checkbox"/> International Producers (identify key territories of interest)	<input type="checkbox"/> International Sales and Acquisitions Executives	<input type="checkbox"/> International Financing Executives
<b>Please identify territories of interest:</b>		
<input type="checkbox"/> UK <input type="checkbox"/> Scotland <input type="checkbox"/> Ireland <input type="checkbox"/> Germany <input type="checkbox"/> Scandinavia <input type="checkbox"/> France <input type="checkbox"/> Spain/Portugal  <input type="checkbox"/> Other (please identify)		
<b>Please identify other interests in attending the Cannes not covered by above:</b>		

Applicants are invited to include any of the following additional package elements if available **electronically as individual files:**

- Project screenplay treatment and/or series bible.
- Completed screenplay
- Proposed principal cast
- Bios of any *currently attached* key creative positions
- Marketing and distribution plan and any existing marketing materials

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

PLEASE FORWARD YOUR COMPLETED APPLICATION PACKAGE TO: [jennifer@picturenl.ca](mailto:jennifer@picturenl.ca)