

Information session TV and Online Content 8 March 2022

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TV and Online Content 2022 Call for proposals

Creative Europe 2021-2027

PUSH BOUNDARIES

#CreativeEurope

Info sessior

European Education and Culture Executive Agency

8 March 2022

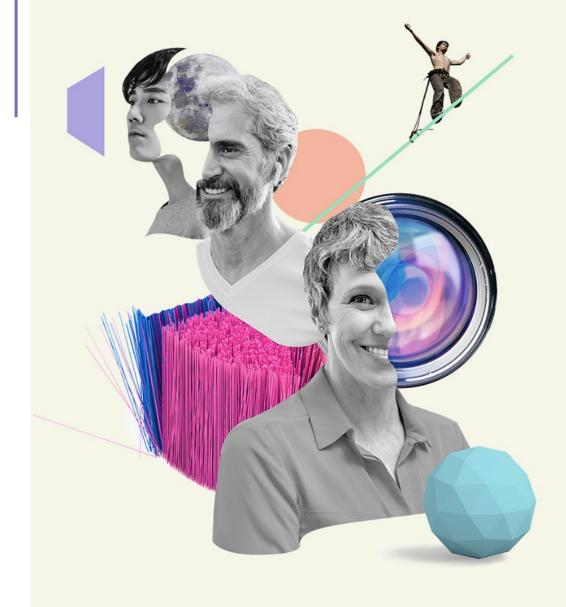
Agenda

- 1. Introduction: Policy context
- 2. Objectives and eligibility criteria
- 3. Q&A

BREAK

- 4. Assessment of proposals
- 5. How to apply common errors
- 6. Q&A





Creative Europe 2021-2027

MEDIA

Supporting

Europe's audio-visual and film sectors

Audience

New distribution channels and strengthened audience development

Policy

Promoting discussion and exchange

PUSH BOUNDARIES

Budget 1.427 billion

Content

Collaboration and innovation for high quality works

Business

Boosting innovation, competitiveness and talent





Content cluster: Introduction

The actions in the Content cluster contribute to the objective of the Creative Europe MEDIA Strand to:

- Encourage collaboration and innovation in the creation and production of high quality European audiovisual works
- Focus on actions with a strong European added value, encouraging cross-border cooperation among producers and content developers and stimulating innovation in terms of content
- Support cooperation amongst producers from different territory sizes and linguistic areas to ensure a level playing field, foster talent, whilst preserving and stimulating cultural diversity



Cross-cutting priorities

- ❖ EU Green Deal Support greening practices in the audiovisual ecosystem; incentivise the introduction of greening strategies for all parts of the audiovisual value chain
- ❖ EU Gender Equality Strategy for a diverse and inclusive audiovisual ecosystem; promote and reward diversity and inclusion strategies for the participants to the Creative Europe Programme



Content cluster: Introduction









European slate development

+

European mini-slate development

European co- development

Video games and immersive content development

TV and online content





Supporting high quality programming and innovation in content and financing



Objectives

- Increase the capacity of audiovisual producers to develop and produce strong projects with significant potential to circulate throughout Europe and beyond
- Facilitate European and international co-productions within the television and online sector



Aims – Funded activities

- Strengthen the independence of producers in relation to broadcasters and digital platforms
- Enhance collaboration between operators from different MEDIA countries
- Support the production of high quality works aimed at
 - wide international distribution (linear and non-linear broadcasting)
 - promotion to a wide audience
- Particular attention to projects with innovative aspects in contents and financing, showing a clear link with the distribution strategy



Timetable and budget

	1st cut-off date	2 nd cut-off date
Deadline	5 April 2022	20 September 2022
Evaluation	April – July 2022	October 2022 – January 2023
Information	August 2022	February 2023
Grant agreement	October 2022	March 2023

Budget: 22 000 000





Call 2022: Changes in the Call text

- Max. co-funding rate increased from 15% to 20% for all genres
- **Greening**: encouragement to use greening consultants to reduce the environmental impact of productions and shootings
- Clarification of certain paragraphs, most specifically on what can be considered as binding letters of commitment
- Return to the application to be submitted at the latest on the 1st day of principal photography
- « Applicant must be majority producer » moved from consortium composition to eligible participants



Eligible participants

- Application by a single applicant or a consortium
 - Main applicant = coordinator
 - Other applicants = partners or affiliated entities of coordinator/partners
- All applicants: Independent European audiovisual production companies
- The coordinator (i.e. main applicant) must be the majority producer of the work in terms of rights (if equal distribution of rights, the coordinator must be appointed as delegate producer)



Eligible participants

- Independent: no majority control by an audiovisual media service provider, either in shareholding or commercial terms
 - Majority control: more than 25% of share capital held by a single audiovisual media service provider (50% in case of several AVMS providers)
- European: established in one of the countries participating fully in the MEDIA strand
 - and owned directly or indirectly, wholly or by majority participation, by nationals from such countries
 - for publicly listed companies: location of the stock exchange determines the nationality
- Audiovisual production companies: the company's main objective and activity is audiovisual production

- Production activities for both one-off or series
- Intended primarily for TV or online exploitation
- Works designed to be a series must be submitted as a series
- Minimum length:
 - Drama films: 90 minutes
 - Animation: 24 minutes
 - Creative documentary: 50 minutes



- First day of principal photography: at the earliest on the day of submission of the application
- Duration of projects: 24 months, or 36 months for series of more than 2 episodes (extensions possible, if justified and after amendment)
 - Default: after signature of the Grant Agreement
 - Retroactivity to date of submission with justification + approval
- Produced with the significant participation of professionals who are nationals and/or residents of MEDIA countries



Fiction		Documentary		Animation	
Director/Project leader	3	Director/Project leader	3	Director	3
Author/(Script)writer/Creator	3	Author/(Script)writer/Creator	3	Author/(Script)writer/Creator	3
Actor 1	2	Composer	1	Composer	1
Actor 2	2	Production designer	1	Editor	1
Actor 3	2	Director of photography	1	Sound	1
Composer	1	Editor	1	Storyboard artist	2
Production designer	1	Sound	1	Character designer	2
Director of photography	1	Shooting location	1	Animation supervisor	2
Editor	1	Post production location	1	Art(istic) director	1
Sound	1			Technical director	1
Shooting location	1			Studio location	1
Post production location	1			Post production location	1
Total	19	Total	13	Total	19



 Confirmed involvement of min. 2 broadcasting (linear and nonlinear) companies from 2 MEDIA countries

 Contracts or binding LOC (incl. conditions of financial involvement, licence price and period)

- NOT accepted: letters from broadcasters that:
 - show a preliminary interest
 - are subject to final approval
 - agree to buy the work once produced





Frequent errors related to eligibility criteria

- Not accepted as binding LOC: Documents entitled 'letter of commitment' or 'deal memo' but where the text clearly only states an intent to acquire
 - « We confirm our (preliminary) interest ... »
 - « We are <u>interested</u> in the possibility of acquiring ... »
 - « The participation of XYZ in the project is <u>subject to the approval</u> of ... »
 - « We reserve the right not to conclude ...until we have screened and approved the final version »
 - « XYZ confirms their commitment to license the series, <u>once</u> the series has been fully financed, completed to a good technical standard ... XYZ's contribution to the financing is <u>estimated</u> at XXX EUR and is <u>subject to</u> ... »
 - « we confirm that <u>subject to</u> general approval and financial negotiation the ABC is <u>interested</u> in developing and co-producing ... »
 - « this letter of interest <u>may in no way be considered</u> to be a contract for the anticipated acquisition of rights ... »



Frequent errors related to eligibility criteria

- Also not accepted as signed binding LOC:
 - E-mails
 - Letters with an expiration date that has passed
 - Letters without an amount
 - Letters that do not stipulate the duration of the exploitation rights
- These 'potential' sources of financing should **NOT** be mentioned in the Production Financing Structure, and documents should **NOT** be provided in the annex 'Confirmed sources of financing ...' but **CAN** go in the annex 'Letters of intent for distribution'
- Accepted: signed binding LOC with required elements only subject to signature of a full agreement

The better this is respected, the quicker the evaluation, the quicker the decision!



- Confirmed involvement of min. 2 broadcasting (linear and nonlinear) companies from 2 MEDIA countries
 - Licence period:
 - Pre-sale: max. 7 years
 - Co-production: max. 10 years
 - Co-production: only if
 - financial investment higher than average investment of other partners
 - involved in organisation and economic handling

Must be respected by ALL broadcasters



Frequent errors related to eligibility criteria

- Maximum licence period for all broadcasters involved in the production
 - Not accepted:
 - « XYZ shall have the option to relicense the contractual rights for further 10 years against payment of XXX EUR »
 - « XYZ shall own the exploitation rights exclusively for 5 years and nonexclusively for 7 years »
 - «the exploitation rights are granted for an indefinite period »
 - «the linear broadcasting rights will be acquired for 5 years as a minimum » (without stating the maximum)



- Min. 40% of financing guaranteed from third party sources:
 - Supported by signed binding LOC, mentioning:
 - amount of financial contribution
 - nature of the rights sold
 - licence period
 - · Broadcasters, distributors, funds and equity investors
 - Tax shelter: acccepted if confirmed by supporting documents from the competent bodies
 - NOT: producer's and co-producers' own investment
 - NOT: MEDIA grant

If any aspect is missing -> removed from financing plan

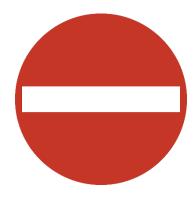


- Co-production with other production companies: contract or dealmemo required, indicating:
 - share of financing
 - share of rights
 - share of costs
 - share of revenues
- Min. 50% of total estimated financing must come from MEDIA countries

If any aspect is missing -> removed from financing plan



- Ineligible projects
 - Live recordings, TV games, talk shows, cooking shows, magazines, TV-shows, reality shows, educational, teaching and « how to » programmes
 - Documentaries promoting tourism, « making-of », reports, animal reportages, news programmes and « docu-soaps »
 - Projects including pornographic or racist material or advocating violence
 - Works of a promotional nature
 - Institutional productions to promote a specific organisation or its activities
 - Music videos and video-clips
 - Projects already financed by Eurimages
 - Productions originally intended as cinema works





Financing

- Customised lump sum: output-based lump sum established after applying a 20% co-financing rate to a verified and approved detailed budget
- Maximum EU grant:
 - Creative documentary: EUR 300 000
 - Animation: EUR 500 000
 - Drama: depends on eligible production budget
 - < 10M: EUR 500 000
 - 10M 20M: EUR 1M
 - > 20M: EUR 2M





Financing

- Costs of partners and affiliated entities of coordinator/partners eligible. An affiliated entity is:
 - any legal entity that is
 - under the direct or indirect control of a participating beneficiary (daughter)
 - OR under the same direct or indirect control as the participating beneficiary (sister)
 - OR directly or indirectly controlling a participating beneficiary (mother)
 - Legal entity A controls legal entity B if:
 - A, directly or indirectly, holds more than 50% of the nominal value of the issued share capital
 or a majority of the vothing rights of the shareholders or associates of B, or
 - A, directly or indirectly, holds in fact or in law the decision-making powers in B

Financing

- Affiliated entities:
 - participate in the action with similar rights and obligations as beneficiaries, but do not sign the Grant Agreement (i.e. do not become beneficiaries themselves)
 - can get a part of the EU grant (via the coordinator) and must hence comply with the call conditions and be validated (must have a PIC)



Q&A







STRETCH YOUR LEGS ... TAKE A CUP OF COFFEE ...

BACK IN ...



How are proposals assessed?





How are the proposals assessed?

ADMISSIBILITY CRITERIA

Submission requirements

ELIGIBILITY CRITERIA

- Eligible participants
- Eligible activities

FINANCIAL AND OPERATIONAL CAPACITY AND EXCLUSION

- Expertise and solvency
- Situations of exclusion (eg bankruptcy)

AWARD CRITERIA

Evaluation of the quality of the proposal



Admissibility criteria

- Submit before the deadline (No late submissions)
 - BUT: you can resubmit revised versions up till the deadline
- Submit electronically via the Funding & Tenders Portal Electronic Submission System (No applications by email/on paper)
- Submit using the templates provided in the Submission System (Not the templates on the topic page -> for info only)
- Submission only possible when complete (all mandatory parts and mandatory annexes)
- Respect the page limitations (Part B max. 70 pages does not include the other annexes)

Financial and operational capacity

- Financial capacity: have stable and sufficient resources to implement the project and contribute their share
 - Based on annual accounts (to be uploaded in Participant Portal in case of selection)
- Operational capacity: have the know-how, qualifications and resources to implement the project
 - evaluated based on 'project management' criterion



Exclusion - declaration

Application forms Table Of Contents Validate Form Proposal ID 101048379 GillNetTest Declarations Field(s) marked * are mandatory to fill 1) We declare to have the explicit consent of all applicants on their participation and on the content of this proposal. * **V** 2) We confirm that the information contained in this proposal is correct and complete and that none of the project **V** activities have started before the proposal was submitted (unless explicitly authorised in the call conditions). We declare: - to be fully compliant with the eligibility criteria set out in the call - not to be subject to any exclusion grounds under the EU Financial Regulation 2018/1046 - to have the financial and operational capacity to carry out the proposed project. 4) We acknowledge that all communication will be made through the Funding & Tenders Portal electronic exchange system and that access and use of this system is subject to the Funding & Tenders Portal Terms and Conditions. 5) We have read, understood and accepted the Funding & Tenders Portal Terms & Conditions and Privacy Statement that set out the conditions of use of the Portal and the scope, purposes, retention periods, etc. for the processing of personal data of all data subjects whose data we communicate for the purpose of the application, evaluation, award and subsequent management of our grant, prizes and contracts (including financial transactions and audits). The coordinator is only responsible for the information relating to their own organisation. Each applicant remains responsible for the information declared for

their organisation. If the proposal is retained for EU funding, they will all be required to sign a declaration of honour. False statements or incorrect information may lead to administrative sanctions under the EU Financial Regulation.

Exclusion criteria are based on a declaration in Part A of the application.

Read each declaration carefully

Amongst others: if the applicants misrepresented information required as a condition for participating or failed to supply that information



- Common structure
 - 1. Relevance (30 points)
 - 2. Quality of content and activities (35 points)
 - 3. Project management (5 points)
 - 4. Dissemination (30 points)
- Overall threshold: 70/100

Consult breakdown of the criteria in the Call and keep all elements in mind when preparing your application





1. Relevance (30 points)

- a) European dimension of the **financing** of the project (15 points)
- b) European **co-production** (5 points)
- c) Adequacy of the strategies presented to ensure a more sustainable and environmentally-respectful industry (5 points)
- d) Adequacy of the strategies to ensure gender balance, inclusion, diversity and representativeness, either in the project/content or in the way of managing the activity (5 points)



- 2. Quality of content and activities (35 points)
 - a) Artistic quality of the project (15 points)
 - b) Overall quality and financing of the project (5 points)
 - c) Potential to reach **audiences** at European and international level (15 points)



3. Project management (5 points)

- The distribution of the roles and responsibilities of the production and creative team, including the adequacy of the collaboration in relation to the objectives of the project
- For animation projects, the location of the animation work will be assessed to encourage the use of European studios



- 4. Dissemination (30 points)
 - a) Quality of the **distributor's involvement** (10 points)
 - b) Quality of the **distribution strategy** (15 points)
 - c) Quality of the **promotion and marketing strategy** (5 points)







- Any application must consist of:
 - Part A: Administrative information (but also duration and max. EU grant)
 - Part B: 'Technical' description of the project (information that allows to assess the award criteria) + definition of work packages and deliverables
 - Part C: KPI-related data linked to the applicants
 - PDF with information about film(s)/work(s) to be submitted for funding: to be generated via the MEDIA Database
 - Mandatory annexes (downloaded together with Part B)



- Mandatory annexes:
 - Detailed budget table (mandatory template)
 - Creative presentation of the project, including link to trailer/teaser
 - Production Financing Structure (mandatory template)
 - Confirmed sources of financing and (if applicable) co-production contract(s) ENSURE COHERENCE WITH PRODUCTION FINANCING STRUCTURE
 - Letters of intent for distribution
 - ✓ Information on independence and ownership and control: breakdown of shareholding per company, *including affiliated entities* (mandatory template)

- Part B: A correct definition of work packages and deliverables are crucial elements in order to obtain the full EU grant
- Structure of work packages (mandatory):
 - WP 1: Project management and coordination
 - WP 2: Pre-production (only if applicable)
 - WP 3: Production
 - WP 4: Post-production, prints and delivery
 - WP 5: Communication and dissemination



- Deliverables:
 - Will need to be submitted during the lifetime of the project
 - Be realistic: reduction of EU grant in case of partial implementation (request amendment if needed)



- Minimum mandatory deliverables:
 - WP 1: Updated Production Financing Structure and copy of contract signed with main broadcaster
 - WP 2: Declaration on 1st day of principal photography
 - WP 3: Declaration on the end of shooting
 - WP 4: Acceptance letter of the material from the main broadcaster and link to produced material
 - WP 5: Promotion material (trailer, poster, stills, etc.) and most recent royalty statement from sales agent
 - Interoperable Standard Identifier (such as ISAN or EIDR)



Common errors in applications

- Acronym and short summary (to be encoded when starting the application)
 - Acronym: helpful if it refers to the company/project (i.e. not TV2022 for example)
 - Short summary (abstract): must deal with objectives, activities, type and number of persons benefiting from the project, expected results, type and number of outputs to be produced. **Do not include confidential info**. The **synopsis** of the **project** goes in the **MEDIA Database**



Common errors in Part A

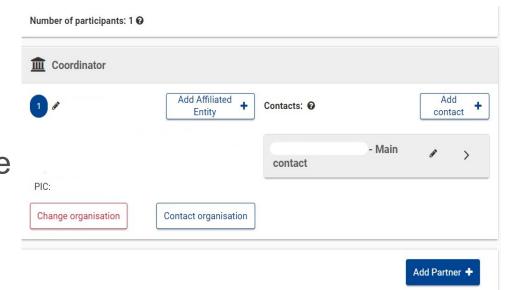
- Partners not or incorrectly encoded in Part A
 - Only COO encoded in Part A, whilst in budget and Part B a co-production partner is identified as co-beneficiary
 - Partner encoded as affiliated entity whilst it is not an AE of the COO or identified partners
 - Partner encoded in Part A but with 0 EUR budget (is it a co-beneficiary?)

Ensure coherence between Part A, Part B and estimated budget at all times!



Key actors in the application

- Coordinator (COO): main applicant
- Partner (PA): co-beneficiary of the grant
- Affiliated entity: entity linked to one of the applicants (COO or PA) and taking part in the action – to be encoded at the level of either the COO or the PA (the linked entity)
- Submission: only by main contact and other contact with full access right of the COO

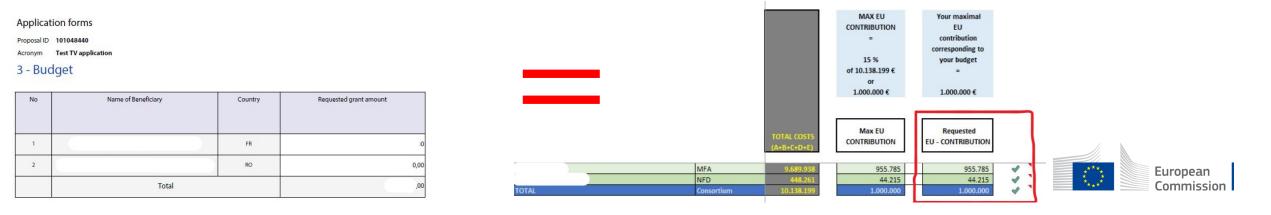


For both COO and PA, a main contact (intermediary with our services) needs to be identified. Other contacts (either with full access or read-only access) can be added



Common errors in Part A

- Budget (EU grant requested) incorrectly encoded in Part A
 - Entire production budget instead of EU grant requested
 - Different amounts than in the budget, either with same total (but different repartition) or with different total
 - Entire EU grant requested for COO, 0 for PA
 - Zero(s) too much or too little (e.g. 10M instead of 1M)



- Max. grant amount and max. co-financing rate incorrectly encoded in 'Instructions' sheets →
 incorrect calculation of the max. EU contribution in the 'Proposal Budget' sheet → incorrect
 requested EU grant !!!!
- Do not forget to break the type of employees down

	FILL IN THE BELOW VALUES BEFORE STARTING:		
Insert the name of your call:	TVONLINE		
Insert the acronym of your project:	acronym		
Maximum amount for the EU CONTRIBUTION:	500.000,00€		
Co-financing rate:	20,00%		

PRINT PDF

Double-Click to activate

A1. Employees (or equivalent) man days (you can change the types based on your structure)

Producteur et personnel du producteur

Techniciens cadres et réalisateurs

Techniciens non cadres

Comédiens

Stagiaires

For elements to be encoded in 'Instructions', check section 10 of the Call

Max. grant amount = EUR 300.000/500.000/1M/2M depending on the type of project

Max. co-financing rate = 20%



- Encode partners correctly and apply changes!
- Encode work packages correctly and apply changes!

List of Beneficiaries and Affiliated Entities				Actions (double-click to activate)	
BE NR/AE	BE/TP name	Acronym	Country	APPLY CHANGES	Add a Beneficiary
BE 001	Coordinator	coo	be	Remove this Beneficiary	Add an Affiliated Entity
BE 002	Partner 1	PA1	at	Remove this Beneficiary	
BE 002 / AE 001	AE of PA1	AEPA1	de	Remove this Affiliated Entit	Add an Affiliated Entity

List of Work Packages		
WP Nbr	WP Label	
WP 001	Project management and coordination	
WP 002	Pre-production	
WP 003	Production	
WP 004	Post-production, prints and delivery	
WP 005	Communication and dissemination	

Partnership in Part A





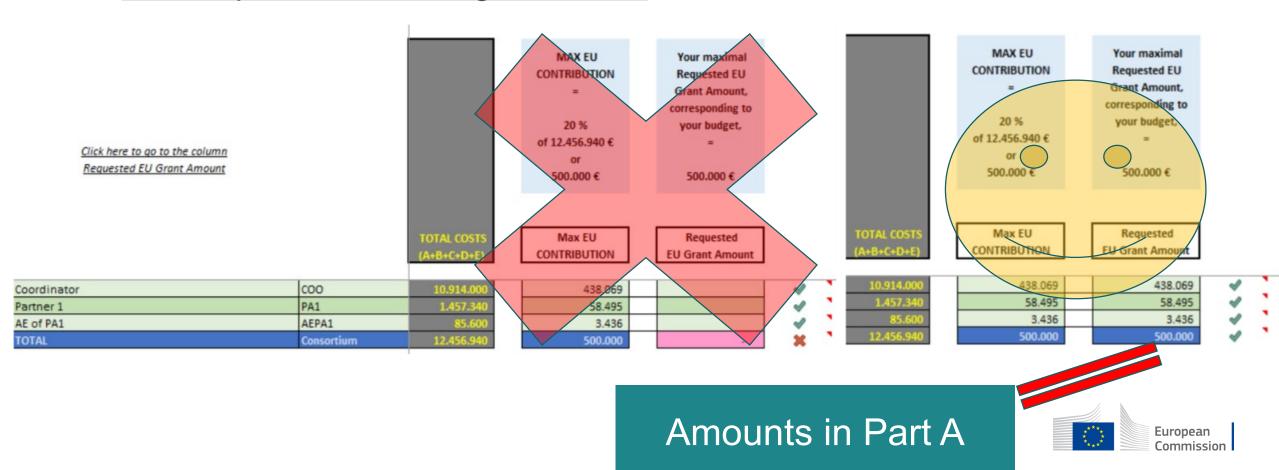
Work packages in Part B

- Only encode eligible costs! (≠ entire production budget, ≠ costs incurred by others outside the consortium, ≠ costs incurred outside eligibility period)
- When encoding the budget, clarify the units used via the 'Any comments'

	Any comments
nr	Comments
A1	Production Staff : Direction de production à 10% moyenne sur 12 mois pour superviser la bonne gestion de l'avancement du développement
A1	Directors (1 pris en charge par chacun des bénéficiaires): à 10% moyenne sur 12 mois pour superviser l'avancement technique et artistique du développement
C1	Travel: Voyages producteurs durant la phase de développement (recherches financements, Cartoon movie, MIFA, Rdv CNC)
C3	Services for Meetings, Seminars, Events: Accréditations Cartoon Movie et MIFA (producteurs et réalisateurs)
A1	Production staff: Chargé(e)s de production à 10% moyenne sur 60 jours pour assurer le suivi de fabrication des tests
A1	Technical staff: 2 infographistes model et rig props sur 40 jours, 2 infographistes lumière, rendu, texture sur 40 jours, 1 infographiste clean et rig 2D cut-out sur 20 jours, 1 infographiste
	lay-out posing sur 40 jours, 1 animateur 2D cut-out sur 5 jours, 1 animateur traditionnel et fx sur 45 jours, 1 opérateur compositing et fx sur 40 jours
A1	Directors: à 10% moyenne sur 60 jours pour superviser et valider la fabrication des tests
C3	Other: coût logiciels de production/journée de travail (moyenne constatée)
A1	Technical Staff : Salaire ingénieur du son pour l'enregistrement voix témoins
A1	Cast music and voices: rémunération musiciens et comédiens voix témoins
A1	Other: Contrat option Compositeur musique
A2	Natural persons under direct contract: Dialoguistes pour les différentes adaptations du scénario
C1	Travel, accomodation, subsitence: Frais inhérents à l'enregistrement des voix témoins, à la recherche musicale et à la communication



 Do not forget to fill in the Requested EU Grant Amount and make sure that it corresponds to the budget in Part A



Common errors in Part B

- Use the template!!! (goes for all mandatory templates)
- Do NOT put it in another format
- Do NOT add other types of documents such as CVs
- Do NOT leave mandatory sections blank (no info = 0)
- Provide information in the <u>correct</u> section
- Ensure that the info is <u>coherent</u> with the rest of the documents in the application
- Ensure that it is <u>readable</u>



Common errors in info on shareholding

- First encode all the applicant **companies** (i.e. not natural persons) in the 'Instructions' sheet, also affiliated entities (must respect eligibility conditions!)
- Encode the entire shareholding of the different companies and make sure that it is coherent!
 - If the shareholder is a company → Legal person
 - If the shareholder is an individual → Physical person
- Do not forget to encode the nationality, i.e. either country where the company is registered or nationality of the physical person



Common errors in info on shareholding

- Main activity: only to be filled in for legal persons, i.e. companies!
- If the shareholder is a legal person, provide the full chain of shareholding as requested, with all the necessary elements (nationality!), until the level of physical persons (or stock market) is reached

If any of the listed shareholders is a legal person/company, please describe below the full chain of its own shareholders, including percentage of sharesand nationalities. If the company if publicy listed, provide the location of the stock exchange

MAIN source of requests for additional information Enormous workload which is easily avoidable



Frequent errors in Production Financing Structure

ONLY INCLUDE CONFIRMED FINANCING. i.e. binding LOC or contracts that include ALL mandatory elements



Frequent errors in Production Financing Structure

- See explanation of rules in the eligibility section
- All sources of financing must be documented in the annex 'Confirmed sources of financing and (if applicable) co-production contract(s)' → Use the same order!
- If documents are non-binding/incomplete, the source of financing will be **removed** from the Production Financing Structure and the eligibility criteria (and later on the application) will be evaluated based on this revised version

The better applications are structured, the quicker the evaluation, the quicker the decision!



Frequent errors in applications - Other

- Do not forget to encode the work(s) in the MEDIA Database –
 may render the application ineligible Do not forget to upload the
 PDF generated from the MEDIA Database in the application
- Do not forget to complete Part C (and detail the languages used in the application <u>correctly</u>)
- Make sure to upload the annexes in the right slot!!!

If not all mandatory documents are there, the application can be considered inadmissible



Frequent errors in applications - Other

- Annex 'Confirmed sources of financing and co-production contracts' should be just that → ONLY confirmed, i.e. binding → a document per entry in the 'Production Financing Structure'
- All other (i.e. no firm commitment) documents that relate to distribution go in 'Letters of intent for distribution'
- Do not add documents that are not requested
- Submit on time!

The better applications are structured, the quicker the evaluation, the quicker the decision!



Q&A







Content questions?

Creative Europe desks:

https://ec.europa.eu/culture/resources/creative-europe-desks

EACEA functional mailbox:

EACEA-MEDIA-TV@ec.europa.eu



Technical (IT) questions?

IT related individual questions regarding the Portal Submission System: https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/helpdesks/contact-form

F&TP support section: https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/support

Thank you



Creative Europe 2021-2027

PUSH BOUNDARIES



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