

**Markets,
Forums
and
funding**



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This guide offers some overview of current opportunities for feature documentaries. The focus is on non-broadcaster finance and general pitching opportunities.

There are no hard and fast rules when it comes to seeking film finance. Every film production is different, thus has different funding potential and needs. Either way it is very challenging to get funding for docs. You need to be very persistent and very tenacious. You need a comprehensive strategy and schedule to your funding drive – don't be waiting around for decisions, apply to everything you are eligible for and explore what is the best route for your film.

If your documentary fits a regular TV slot of around 30 minutes or one hour then broadcasters should be your first option for funding. Don't despair if your film does not evidently have a place on television, there are other funds out there.

ONLINE FUNDING DIRECTORIES

There are a number of regularly updated funding and deadline directories out there providing valuable resources for producers. Sign-up for newsletters and keep on top of changes in deadlines and criteria.

Cinereach database of funding sources -

<http://www.cinereach.org/grants/resources/funding-support>

The European Documentary Network is another great resource for deadlines -

<http://www.edn.dk/resources/events/next-10-pitching-sessions/>

Dokweb's industry directory and producer's calendar -

<http://www.dokweb.net/en/documentary-network/documentary-industry-database/?flash=1&typeoflink=50>

POV Calendar for deadlines -

<http://www.pbs.org/pov/filmmakers/calendar.php#.U8PrYI1dXC8>

'Sous L'arbre a Palabres' is a funding resource for filmmakers from the Southern hemisphere - <http://souslarbreapalabres.org>

PITCHING FORUMS

If you need to look beyond the domestic market, international co-production funding is an option. Pitching forums provide the opportunity to get your project out to a community of commissioning editors in one space. You may find that pitching your project at more than one forum will help you reach further networks of funders and broadcasters. Here are some of the leading international pitching forums followed by a number of other funding opportunities:

AIDC Marketplace (AUSTRALIA) - MeetMarket is designed to match selected documentary makers' most innovative project ideas with over 50 national and international executive producers, broadcasters and distributors attending AIDC. MeetMarket provides the opportunity for creative and original ideas to be fast-tracked within a supportive and structured setting. Projects entered may be at any stage of development, production or post-production. <http://aidc.com.au/pages/aidc-home/marketplace/>

Baltic Sea Forum for documentaries (LATVIA) - is a pitching session and workshop combined with film screenings. It is aiming at documentary films produced in the Baltic and surrounding countries or productions with a subject related to the region. <http://www.edn.dk/activities/edn-activity-texts/baltic-sea-forum-for-documentaries-2010/>

CPH DOX: FORUM (DENMARK) - is a unique international event dedicated to help facilitate the development and financing of creative and visually strong film projects. DOX:FORUM, which takes place during CPH:DOX - brings together key international financiers and producers, all intent on discovering the latest independent and innovative works in development with documentary filmmakers, fiction filmmakers and visual artists exploring the boundaries of documentary filmmaking in new strong projects. <http://www.cphdox.dk>

CNEX Chinese Doc Forum (CHINA) - is designed as a platform for film-makers who pay attention to Chinese culture and society to meet the commissioning editors from internationally renowned broadcasters including the BBC (UK), Arte (France), NHK (Japan), Discovery Channel, National Geographic, Sundance (US), Shanghai Documentary Channel (China), Phoenix TV (Hong Kong), Sun TV (China), PTS (Taiwan) and CTi TV (Taiwan). The Forum provides a great opportunity for film-makers not only to work with international broadcasters but also to have their documentaries seen in the international media. http://www.cnex.org.tw/cnex_all.php/42.html

COPro (ISRAEL) - The event is meant to expand and advance Israeli independent documentary makers and facilitate collaboration of Israeli documenters with TV networks and producers from around the world. The two- day pitching takes place every spring.
www.copro.co.il/

DocEdge Kolkata (INDIA) - promotes creative and socially engaged documentary through workshop and intensive training. DocedgeKolkata is a platform for young and experienced filmmakers to explore opportunities for author-led independent documentaries through training cum pitching workshop devoted to international co-production.
http://docresi.org/docedgeKolkata_about.html

Docs Meeting Argentina Pitching Forum (ARG.) - is DOC Meeting Argentina's area where documentary producers and directors are offered international financing opportunities for their projects. DOC Meeting Argentina encourages directors and producers to bring their projects to Buenos Aires to be assessed by worldwide leading television networks' representatives for possible co- productions or pre-purchases.
<http://www.docmeeting.com.ar/english>

Docs in Thessaloniki (GREECE) - is an international pitching forum and workshop offering an outstanding opportunity to create alliances for future collaborations:
<http://www.edn.dk/activities/edn-activity-texts/docs-in-thessaloniki-2011/>

Docs in Barcelona Pitching Forum (SPAIN)- creates a context where filmmakers and producers can present their documentary projects in development in order to attract finance, co-production, pre-buys and/or distribution from documentary broadcasters, producers or distributors: <http://www.docsbarcelona.com>

Documentary Edge Forum (NZ) - is an industry event, held during the Documentary Edge Festival. It brings together local and overseas filmmakers/industry to share, network and learn from each other. <http://www.documentaryedge.org.nz/forum/pitching-forum.html>

Dragon Forum (POLAND) – takes place during the Krakow International Film Festival. Attendance of 15 commissioners representing, among others, Channel 4, HBO, ARTE and TVP is confirmed. Call is open to film projects aswell as films already in production.
www.dragonforum.pl

Durban Filmart Finance Forum (SOUTH AFRICA) - provides selected African film-makers with the opportunity to pitch film projects to leading financiers. The Durban FilmMart also facilitates networking opportunities in order for African and international filmmakers to form alliances for future collaborations. <http://www.durbanfilmmart.com/>

East European Forum (CZECH) - is the region's largest meeting of East European documentary filmmakers with Europe's and North America's leading commissioning editors, distributors, buyers and film fund representatives. Directors and independent producers

offer their projects for co-production, pre-sale or other forms of financial support.
<http://www.dokweb.net/en/east-european-forum/>

The Good Pitch – is a unique opportunity for a selected group of filmmakers to pitch both their film and its associated outreach campaign to an invited audience of participants, comprising foundations, NGOs, campaigners, advertising agencies, brands and media in order to maximise its impact; presented by Channel 4 BRITDOC Foundation and the Sundance Institute Documentary Film Program. **http://britdoc.org/real_good/pitch/**

HotDocs (Canada) – regarded as the most effective international documentary market in North America, the Hot Docs Forum (formerly the Toronto Documentary Forum) is a dynamic pitching event that stimulates international co-production financing for projects at various levels of completion: **http://www.hotdocs.ca/conference/hot_docs_forum**

IDFA (NETHERLANDS) – The Forum is IDFA's international co-financing market for documentaries and Europe's largest gathering of filmmakers, television commissioning editors, and independent documentary producers:
http://www.idfa.nl/industry/markets-funding/the_forum.aspx

Leipzig Forum (Germany) – is where Documentary Campus and DOK Leipzig present new developments and trends in the international documentary film industry. This year we focus on the multimedia strategies of ARTE, YLE and Channel 4.
<http://www.dokfestival-leipzig.de/v2/cms/en/dok-industry/overview/dok-ideas/page280.html>

Miradas Doc (CANARY ISLANDS) - is an internationally bridging media content market where documentary producers may sell their films to television companies and distributors.
<http://miradasdoc.com/>

Open Doors (Locarno Film Festival) - This initiative, focusing on a different region every year, operates in two modes. Open Doors co-production lab brings professionals from the chosen region together with potential partners, mostly from Europe, to foster support for projects that would otherwise be difficult to make.
<http://www.pardo.ch/jahia/Jahia/home/Open-Doors/Presentation/lang/en>

Sheffield Doc/Fest MeetMarket (UK) - is the pitching initiative at Sheffield Doc/Fest, designed to match documentary makers' most innovative project ideas with UK and international decision makers in one-to-one meetings. Projects can be in any genre of documentary/factual, from factual entertainment through to art/installation documentaries and they welcome cross-platform/interactive projects and those projects looking to raise finance and distribute/exhibit their projects through alternative strategies including via crowd funding and third sector. Doc/Fest also offers other pitching

opportunities and formats for all levels of experience.

<http://sheffdocfest.com/view/meetmarket>

Sofia Meetings – Pitching Forum (BULGARIA) - has two modules: Second Films Pitching - presentation of first, second and third feature film projects, looking for financial support and co-producers. Balkan Screenings - showcase of the latest Bulgarian and regional feature and short films from directors and programmers from different international festivals, world sales companies and journalists. <http://www.siff.bg/sofiameetings>

Sunny Side of the Doc (FRANCE) – is a unique and targeted venue for meetings with documentary professionals on the spot as well as participation in various forums, case studies and screenings in order to understand the market and its latest trends. Also funds strands for Asian and Latin content films. <http://www.sunnysideofthedoc.com/uk/>

Visions Du Reel Pitching Forum (SWITZ.) - Since its creation, the purpose of Pitching du Réel is to help launch projects with artistic ambition and potential in the principal distribution markets. It is intended for young as well as experienced and acknowledged filmmakers. <http://www.visionsdureel.ch/en/film-market/270/pitching-du-reel.html>

ZagrebDox Pro (CROATIA) - This program will enable such professionals to take part in round tables, a masterclass conducted by prominent professionals whose primary field of interest is documentary film, and workshops and the pitching forum (the latter two events being of major importance for their projects).

<http://www.zagrebdox.net/en/zagrebdox-pro-en/>

OTHER FUNDS

This section lists further funding available to international filmmakers. The value and application period of each fund varies, so please check their websites for up-to-date details and to find out whether this is a suitable fund for your film. Many of these funds are grants. Importantly, this means you don't lose rights on your film.

See our funds spreadsheet here.

FISCAL SPONSORS

DIRECTORY: <http://www.fiscalsponsordirectory.org/IDA>:

<http://www.documentary.org/content/fiscal-sponsorship> **INDEPENDENT FILMMAKER**

PROJECT: <http://www.ifp.org/> **WOMEN MAKE MOVIES:** <http://www.wmm.com/>

CROWD FUNDING

Crowd funding offers you the chance to find a community of sponsors to create excitement and a campaign of support around your film project. What you have to do is post your project on a site, with a trailer tailored for the campaign, a target fund and promote the project to encourage contributions. Do your research and be aware of the differing charges and effectiveness of each site.

EDN lists a number of resources on their site:

<http://www.edn.dk/financing/crowd-funding/Buzzbnk> is an online marketplace that connects social ventures from all walks of

life with backers, supporters and fans. **<https://prod.buzzbnk.org/>**

Indiegogo allows you to create a funding pitch, offer unique perks or tax deductions to your contributors in lieu of offering profit (you always keep 100% ownership), and get the word out! E**<http://www.indiegogo.com/>**

Kickstarter is the largest funding platform for creative projects in the world. Every month, tens of thousands of amazing people pledge millions of dollars to projects from the worlds of music, film, art, technology, design, food, publishing and other creative fields. **<http://www.kickstarter.com/>**

Sponsume - welcomes a wide variety of projects. Films, documentaries, new albums, concerts, software, dance exhibitions, plays, inventions, startups, photography, games, new products, fashion, food... We consider virtually all creative and entrepreneurial ventures you feel truly passionate about. **<http://www.sponsume.com/>** Also offers some guidance on crowd-funding strategy: **<http://www.sponsume.com/getting-started/7-deadly-sins-crowdfunding>** and very usefully, how to make a pitch: **<http://www.sponsume.com/how-shoot-yourself-camera>**

**THIS IS A FREE RESOURCE
CREATED BY BRITDOC TO
HELP YOU FIND FUNDING
FOR YOUR
DOCUMENTARY.**

**IF YOU KNOW OF ANY
OTHER OPPORTUNITIES
WE SHOULD INCLUDE
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