




# INDUSTRY DEVELOPMENT GUIDELINES





## Acknowledgement of Country

We acknowledge the Tasmanian Aboriginal people as the traditional owners and continuing custodians of Iutruwita/Tasmania. In paying our respects to their Elders, past and present we extend this to acknowledge those who did not live to make Elder status.

We acknowledge their connection to the land, sea, sky and waterways and their unbroken commitment to care for Country for over 40,000 years. By committing to listen deeply to Story and be respectful of Country in our collaborations with Tasmanian Aboriginal People we demonstrate the value of the history, culture and strength of the lived experiences within the Tasmanian Aboriginal community.

We will continue to honour their stories, songs, art, and culture, and their aspirations for the future of their people and these lands.

Image: *Hunt for Truth: Tasmanian tiger, 2024*  
Photo by: Tim Noonan

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Cover image: Nathan Maynard, Dan Maxwell and Mardi Byroft, *Moonbird, 2024*. Photo by: Jillian Mundy.

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# Industry Development Program

Screen Tasmania is dedicated to enhancing the skills and growth of practitioners from all backgrounds in the local film, television, and digital games industries.

The Industry Development program supports skills development, targeted training, and capacity building in various roles across gaming and linear screen to meet the needs of both local and visiting productions.

This program ensures practitioners can meet production demands and maintain a steady pipeline of high-quality work.

## Program Priorities

The priorities of the Industry Development Program are to:

1. Grow jobs in Tasmania;
2. Grow capacity and experience among local crew;
3. Promote career independence; and;
4. Continue to build a strong and supportive community.

## What is funded?

Screen Tasmania's Industry Development program is divided into four streams:

- A. Market Travel
- B. Conference Support
- C. Short Courses
- D. Professional events

Screen Tasmania will not fund private events.

## Program Eligibility

To be eligible, applicants must meet the criteria detailed in the General Guidelines and Terms of Trade.

Applicants must be Tasmanian residents for at least six months before applying for grant funding under these streams.

For any queries about the eligibility criteria, contact Screen Tasmania on 03 6166 5070 or [info@screen.tas.gov.au](mailto:info@screen.tas.gov.au)

## 1. Stream A – Market Travel

For practitioners wanting to travel to market, funding is available to eligible applicants for up to 50 per cent of:

- accommodation,
- airfares,
- any registration or entry fees.

Traveling to 'market' is defined as any opportunity for practitioners to pitch their projects to broadcasters or production companies – either at a recognised conference or privately – to advance development or production.

Up to \$60 will be applied for per diems, per day when traveling interstate, while \$100 will be applied when traveling internationally.

Per diems will only apply to the days deemed as 'market days' where meetings and pitches occur.

A cap of \$5,000 per person per financial year will be applied for international travel, while a separate cap of \$2,000 per person per financial year will be applied for interstate travel.

Recognised international conferences or markets include:

- Berlin TV Series Festival
- Cannes Film Market
- Content London
- Hong Kong FILMART
- Hot Docs
- IDFA Forum
- KidScreen Summit
- MIP TV
- MIPCOM
- RealScreen
- Sunny Side of the Doc
- South x South West
- Toronto International Film Festival (TIFF)
- WildScreen

Screen Tasmania will consider other events on a case-by-case basis but only where the applicant is participating in the associated market.

## Market Travel Eligibility

To be eligible for Market Travel, applicants must:

- be emerging practitioners or experienced, a sole trader or company;
- have a minimum of two or more projects that are pitch-ready;
- supply materials (e.g. pitch deck and/or sizzle reel) developed to industry standards;
- have an idea of the projects' budgets;
- have registered for, or been invited to, attend an event which contains marketplace;
- have arranged a trip to specifically meet with the market;
- have evidence of confirmed meetings arranged with broadcasters, agents, commissioning editors, production companies, distributors etc;
- provide a comprehensive itinerary.

If the applicant is in receipt of Project Development funding, and that support includes travel costs, then market travel is not eligible for that same trip.

Travel primarily for networking is ineligible.

## Market Travel Assessment

Applications will be assessed on:

- the extent to which funding will increase the applicant's chances of getting their project green-lit;
- the extent to which financing or sales will result from travel to market;
- the extent to which funding will advance the reputation of the applicant and their project;
- the extent to which the goals of the applicant's travel are outlined, including how success will be measured;
- The track record of the applicant, including qualifications and experience in the industry.

## 2. Stream B – Conference Support

Funding is eligible for applicants to attend established Australian screen industry conferences, events, and workshops.

These events will be chosen at Screen Tasmania's discretion each year, and either be sponsored or supported by the agency. A public invitation will be issued for practitioners to submit their applications through Screen Tasmania's application portal.

The amount of funding support will be a set amount based approximately on 50 per cent of the following expenses:

- accommodation
- airfares
- any registration or entry fees
- per diems
- transfers

Being a successful recipient of conference support will not count towards the overall cap applied to Market Travel.

Sponsored and supported conferences and events for 2024-2025 include:

- PAX
- Gamescom
- Game Developers Conference (GDC)
- MIFF
- Screen Forever
- Australian International Documentary Conference (AIDC)
- Australian Children's Content Summit (ACCS)

## Conference Support Eligibility

To be eligible for Conference Support, applicants must:

- be emerging practitioners or experienced, a sole trader or company;
- have a minimum of two or more projects that are pitch-ready;
- supply materials (e.g. pitch deck and/or sizzle reel) developed to industry standards;
- have an idea of both projects' budgets.

## Conference Support Assessment

Applications will be assessed on:

- the extent to which funding will increase the applicant's chances to get their project green-lit;
- the extent to which financing or sales will result from travel to market;
- the extent to which funding will advance the reputation of the applicant and their project;
- the extent to which the goals of the applicant's travel are outlined, including how success will be measured.

## 3. Stream C – Short Courses

Funding support is available to eligible applicants for short course fees where theoretical and practical education can assist in a practitioner's screen or gaming career journey.

Funding is available for 50 per cent of the course fee.

This will be capped at \$2,000 per person, per financial year.

These courses will be approved by Screen Tasmania's Industry Development team based on the priorities of skills shortages.

If the course aligns with current below-the-line gaps in critical shortage, consideration will be given to funding 100 per cent of the tuition fees.

Courses that relate to crew gaps in critical shortage include:

- Costume
- Hair and Make-up
- Production Manager
- Production Co-ordinator
- Locations Manager
- First Assistant Director
- Art Director
- Editor
- SFX Supervisor
- Sound Designer
- Shooter/Producers (Unscripted)

## Short Course Eligibility

Applicants will be eligible for short course funding if:

- The course is taught by a reputable and recognised organisation known for its expertise in screen education, or by a practitioner with a proven track record for teaching in the industry;
- There is evidence the course will advance the practitioner in their career;
- If the course is recognised by the industry as relevant theoretical or practical training.

Credit: Catherine Pettman and Mardi Bycroft, *Moonbird*, 2024.  
Photo by: Jillian Munday



## Short Course Assessment

Applications will be assessed on:

- the expected outcomes of the course and impact it will have on the applicant's career;
- the credentials, credits and reputation of the tutor and teaching institution delivering the course;
- evidence that the course will assist the knowledge base of the applicant;
- the extent to which the course will assist the applicant in securing a job, attachment or placement.

## 4. Stream D – Professional Events

Funding is available to eligible applicants for either:

- hosting a professional event;
- attending a professional event.

Professional events are defined as screen and gaming seminars, workshops, labs, incubators, masterclasses, mentorships, or conferences that align with the internal strategy and priorities of Screen Tasmania's Industry Development program.

If hosting an event, funding will be prioritised according to the training component, followed by speaker's fees, travel and venue hire. It will not extend to company operational expenditure.

For smaller companies and incorporated associations funding is capped at \$2,500 per event or \$5,000 per organisation for a series of events per financial year.

For larger organisations with a demonstrated history of success, there is no yearly cap. The amount of funding available for proposals is limited by program funds.

## Eligibility

Applicants will be eligible to *attend* a professional event if:

- The event is hosted by a reputable and recognised organisation known for its expertise in screen education, or by a practitioner with a proven track record in the industry;
- There is evidence the event will advance the practitioner in their career;
- The event is recognised by the industry as relevant, theoretical or practical training.

Applicants will be eligible to *host* a professional event if they:

- are companies or incorporated associations with the correct insurances in place including public liability and event cancellation;
- Have a proven track record with an established reputation of delivering programs on a large scale;
- Have a comprehensive budget with multiple streams of funding (and not solely reliant on Screen Tasmania);

## Assessment

Applications will be assessed on:

If the event reflects the priorities of Screen Tasmania's Industry Development program.

- If the event demonstrates a significant benefit and a very high degree of value to the Tasmanian screen industry;
- If it can achieve measurable outcomes that genuinely benefit the industry;
- If it engages in learning and educating or community building.

## 5. Acquittals

An acquittal is a statement made by a recipient, confirming that the funding was used as per the funding agreement.

It also provides vital feedback to ensure Industry Development funds were justified.

In accordance with the Grant Deed, an acquittal form will be provided to recipients, asking for information about the activities and expenditure. Evidence such as statements, reports, and deliverables are also required to support the acquittal.

The applicant will also have to provide an audit of the claimed Tasmanian spend.

### Failure to complete an Acquittal

Failure to lodge a valid acquittal by the due date will result in the recipient being required to return the funding to the department. In this situation the department will invoice the recipient.

1. Use information received in applications and during the delivery of the project for reporting purposes.
2. Use third party software to review information received in applications to confirm its authenticity.

## 6. When can I apply?

For Stream A – Market Travel, Stream C – Short Courses and Stream D – Professional Events, applications can be made at any time but at least three weeks before the scheduled event (except for hosting an event which should be made at least six weeks prior to the event).

For Stream B – Conference Support, Screen Tasmania will offer specific rounds for attending a conference at its discretion. In many cases, a discount for registrations will be negotiated on behalf of Tasmanian practitioners.

## 7. How can I apply?

These guidelines should be read in conjunction with Screen Tasmania's Terms of Trade and General Guidelines.

Applicants must speak to Screen Tasmania's Industry Development Manager to discuss their intention to apply for either Stream before submitting an application.

Please call Screen Tasmania on 03 6165 5070 to arrange a meeting. Application must be lodged through the Smarty Grants applications portal.

## 8. Administration and contact details

The program will be administered by Screen Tasmania and the Department of State Growth on behalf of the Crown in the Right of Tasmania. Contact [pj.madam@screen.tas.gov.au](mailto:pj.madam@screen.tas.gov.au) or Screen Tasmania on 03 6165 5070.

All applicants must take care to provide true and accurate information. Any information that is found to be false or misleading may result in action being taken and funds, if already provided, will be required to be repaid to the department.

## 9. Publicity of assistance

The Department of State Growth disburses public funds and is therefore accountable for the distribution of those funds.

As part of the accountability process, the department may publicise the level of financial assistance, the identity of the recipient, the purpose of the financial assistance, and any other details considered by the department to be appropriate.

Screen Tasmania will engage with successful applicants and other relevant parties to organise an appropriate method and time for the announcement of support.

## 10. Right to information

Information provided to the Department of State Growth may be subject to disclosure in accordance with the *Right to Information Act 2009*.





Photo by: AIDC 2024

## 11. Confidentiality

The Tasmanian Government may use and disclose the information provided by applicants for the purposes of discharging its respective functions under the Program Guidelines and otherwise for the purposes of the program and related uses.

The department may also:

1. Use information received in applications for any other departmental business.
2. Use information received in applications and during the delivery of the project for reporting purposes.
3. Use third party software to review information received in applications to confirm its authenticity.

## 12. Personal information protection

Personal information will be managed in accordance with the Personal Information Protection Act 2004.

This information may be accessed by the individual to whom it related, on request to the Department of State Growth. A fee for this service may be charged.

## 13. Disclosure

The following applies to all successful applicants:

- Despite any confidentiality or intellectual property right subsisting in the funding agreement or deed, a party may publish all or any part of the funding agreement or deed without reference to another party.
- Please note that all obligations under the *Personal Information Protection Act 2004* (Tas) and the *Privacy Act 1988* (Cwlth) still apply.

## 14. Disclaimer

Although care has been taken in the preparation of this document, no warranty, express or implied, is given by the Crown in Right of Tasmania, as to the accuracy or completeness of the information it contains.

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Credit: Bryce Way, Aussie Lobster Men, 2023  
Photo by: Alysa Grigoriev



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