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# **CANADA-SOUTH AFRICA CO- DEVELOPMENT INCENTIVE FOR TELEVISION PROJECTS GUIDELINES 2023-2024**

# Guidelines for Canada-South Africa Co-Development Incentive for Television Projects 2023-2024

These Guidelines are divided into six Sections as follows:

1. Introduction
2. Project Eligibility
3. Application Process
4. Important Information and Required Documentation
5. Evaluation Criteria
6. Contacts for the Program

## Introduction

The Canada-South Africa Co-Development Incentive (the “**Incentive**”) is a collaboration between the Canada Media Fund (“**CMF**” or “**Party**”) and the National Film and Video Foundation (“**NFVF**” or “**Party**”) (the CMF and NFVF are collectively referred to as the “**Parties**”) to fund the co-development of eligible television projects between producers from Canada and South Africa.

The 2023-2024 Guidelines apply to a one (1) year renewed partnership signed between the Parties. The amount available for the 2023-2024 Incentive will be CAN\$195,000 (or approximately ZAR2,549,000) with CAN\$97,500 (or approximately ZAR1,274,500) contributed by each of the CMF and NFVF. The Canadian and South African contributions will both take the form of a repayable advance.

To be considered for funding through the Incentive, projects must comply with both Parties’ general funding criteria, with the CMF determining eligibility for the Canadian portion of a project<sup>1</sup> and NFVF determining eligibility for the South African portion of the project. Projects will be evaluated and chosen by a committee comprised of representatives from each of the CMF and NFVF through a selective process (using the Evaluation Criteria listed below). It is important for Applicants to note that eligibility to or financing through the Incentive does not guarantee the Applicant eligibility or financing for further CMF or NFVF funding in development or in production.

The total maximum contribution for each project funded through the Incentive shall be the lesser of CAN\$65,000 (approximately ZAR850,000), consisting of (a) a CMF contribution which shall be the lesser of CAN\$32,500 (approximately ZAR425,000) or 75% of the Canadian portion of the development budget and (b) a NFVF contribution which shall be approximately CAN\$32,500 (ZAR425,000) or 75% of the South African portion of the development budget.

The total contribution from each of the CMF and NFVF for each project will be determined on a case-by-case basis.

While the ownership, financial control and creative contributions shall be determined in the co-development agreement between the applicable international co-producers, the minimum minority co-producer share shall not be less than 20%. As a general guideline, the CMF and NFVF encourage that such elements be proportional to each country’s respective funding contributions.

A project co-developed with a third country producer is also eligible provided that the Canadian and South African producers have significant financial and creative involvement in the project (i.e., the third country producer must not own more than 15% ownership or control of the project).

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<sup>1</sup>While PERSONA-ID is not a requirement for this Incentive the CMF seeks to collect this information for the analysis and development of its programs (per the [Terms of Use & Privacy](#)). The CMF encourages all Canadian producers and key personnel to sign up for a PERSONA-ID account, and to provide their number in applications, as applicable. For more information, please refer to the [CMF PERSONA-ID webpage](#).

## Project Eligibility

Eligible projects must meet the following criteria:

- Is a television project;
- Be one of the following formats – drama, documentary, and children & youth;
- Fulfil the themes, objectives of mandate and vision of both the CMF and NFVF;
- Involve at least one Canadian producer (eligible under CMF criteria) and one qualifying producer (eligible under NFVF's criteria); and
- Comply with the rules pre-established in the Canada-South Africa Audio-visual Co-Production Agreement, signed November 5, 1997.

Ineligible projects include:

- live recordings, TV games, talk shows, reality shows or teaching and 'how-to' programs to be shown directly in schools;
- documentaries promoting tourism, "making-of", reports, news and current affairs programs and "docu-soaps";
- projects including pornographic or racist material or advocating violence;
- works of a promotional nature;
- institutional productions to promote a specific organization or its activities;
- any other genres of programming listed in section 3.2.TV.2 of the 2023-2024 CMF's Performance Envelope Program, and any exclusion as set out in NFVF's funding policy.

## Application Process

### Key dates for 2023-2024

Call for Projects:	September 18, 2023
Deadline to apply:	October 19, 2023
Decisions announced to applicants:	Mid-December 2023

No additional material can be submitted after the deadline. Projects for funding will be selected according to the evaluation Criteria set out below.

## Important Information and Required Documentation

- Applications must be submitted according to the deadlines published above and on the Parties' websites and in accordance with the stipulations noted in the application form;
- The project must be submitted in (a) English in South Africa and in (b) English or French in Canada;
- Only recent costs (i.e. costs incurred up to 6 months prior to application) will be considered eligible costs under the Incentive. However, the costs related to the acquisition of the authors' rights are eligible retroactively for a period of 12 months preceding the date of the submission;
- While each co-producer shall first find and formalize their involvement with a co-producing partner before applying together with a common project, each co-producer will be responsible to submit the complete application to the authority (CMF or NFVF) of its own country. The same set of documents must be submitted by each co-producer and the application form must be signed by all co-producers.

Applications must include the following administrative information:

- For all projects:
  - A list of the films/ audio-visual projects produced by the South African company/ies;
  - A list of the films/ audio-visual projects produced by the Canadian company/ies;
  - The deal memo or the co-development agreement;
  - Contracts proving the acquisition of necessary rights (e.g. option contract, script writer's contract, etc.);
  - Calendar on project development stages;
  - Development budget;
  - Development financing plan;
  - Details on any broadcaster interest, if applicable.
- For the Canadian production company:
  - Complete incorporation documents;
  - Signed and dated CMF Declaration of the Corporation's Canadian Status, and its Shareholders and Directors.

Applications must include the following creative information:

- CV of screen writer(s) and, if already selected, the director;
- Script writer's notes;
- Director's notes (if applicable);
- Producer's notes;
- Brief project summary (maximum 5 pages);
- Treatment (maximum 20 pages);
- A document explaining the stage at which the project has reached as of the date of this application and identify its needs in terms of development (max 600 words);
- A document describing the envisaged activities during the development of the project including the schedule until the start of production (e.g. schedule and timeline, scriptwriting, script editing, research work, director recruitment, proposed casting/casting methods, proposed locations/ location scouting) (max 600 words);
- A document describing the financing strategy envisaged for the production of the submitted project and a preliminary/proposed finance plan, including, if relevant, suitable potential partners (applicants will not be bound by proposals submitted at application stage).

The Parties reserve the right to require other documentation from applicants for the completion of the assessment of the project.

Canadian Producers should submit the complete application via <https://telefilm.ca/en/log-in>.

South Africa producers should submit the complete application via the online NFVF portal on [www.nfvf.co.za](http://www.nfvf.co.za).

## Evaluation Criteria

Projects will be evaluated by representatives of the CMF and NFVF based on the following criteria:

Creative value of the project: 50 points

- Originality and creativity of the proposal (max. 30 points)
- Universality and pertinence of the proposal (max. 20 points). The universality of the project pretends to engage audiences for all over the world, beyond the local concepts of culture or community. Within this criterion is included the commercial potential and the coherence of the project's content with its target audience.

Track record and target audience: 30 points

- Track record, experience and achievements of the creative team (max. 12 points)
- Track record, experience and achievements of the production team (max. 12 points)
- Target audience described in the producer's notes (max. 6 points)

Viability of the project: 20 points

- Coherence of the budget with the scope of the project and viability of the development financial plan (max 10 points)
- Realism of the agenda/timeline of the project (max 10 points)

**All successful applicants must enter into contracts with NFVF and CMF within 3 months of the offer of funding.**

## Contacts for the Program

For the Canada Media Fund, in Canada:

**Jill Samson**

[jill.samson@telefilm.ca](mailto:jill.samson@telefilm.ca)

For the NFVF, in South Africa:

**Terrence Khumalo**

[terrencek@nfvf.co.za](mailto:terrencek@nfvf.co.za)

The CMF has created an online tool to help facilitate introductions between Canadian and South African producers. If you'd like to find someone to work with on your project, please [sign up here](#) and create a profile.

Please note: These Guidelines may be changed or modified as required, without notice. Please consult the CMF website at [www.cmf-fmc.ca](http://www.cmf-fmc.ca) and [www.nfvf.co.za](http://www.nfvf.co.za) for the latest Guideline news and documentation.