

Strasbourg, 7 May 2020

CALL FOR PROPOSALS FOR THE PRESENTATION OF THE EURIMAGES CO-PRODUCTION DEVELOPMENT AWARDS IN THE FRAMEWORK OF CO-PRODUCTION MARKETS

1. Background to the call for proposals

In 2018, Eurimages commissioned an external evaluation of its activities and operations over a five-year cycle (2013-2017) so that its future operation would be based on good management and governance practices. In October 2019, the Eurimages Board of Management decided to implement a series of concrete measures based both on the evaluators' recommendations and the proposals of a Study Group composed of representatives of the member States. Several of these measures concern the "Promotion" programme, notably the Eurimages Co-production Development Awards.

In order to improve the impact of these awards, a decision was taken to issue a call for proposals to select co-production markets capable of hosting such awards and of ensuring their conformity with the Fund's overall strategy as decided by the Board of Management.

These specifications set out the terms and conditions of the call for proposals for the presentation of the Eurimages Co-production Development Awards in the framework of co-production markets as from 1 January 2021 and for a period of three years.

2. Description of the Fund

Eurimages is the Council of Europe's Fund for co-operation in the field of filmmaking.

a) The Council of Europe

The Council of Europe has played a pioneering role in the process of European integration. It was founded in 1949, in the aftermath of the Second World War, to ensure the political reconstruction of Europe based on a number of fundamental values. The Council of Europe works with its 47 member States to **strengthen human rights, democracy and the rule of law** throughout the continent of Europe and beyond. It has devised an effective system for the protection of rights, of which the best-known component is the European Court of Human Rights. The Court was established by the European Convention on Human Rights, which has been ratified by all member states of the Council of Europe.

The Council of Europe advocates freedom of expression and of the media, freedom of assembly, equality, and the protection of minorities. It has launched campaigns on issues such as child protection, online hate speech, and the rights of the Roma, Europe's largest minority. The Council of Europe helps member States fight corruption and terrorism and undertake necessary judicial reforms. Its group of constitutional experts, known as the Venice Commission, offers legal advice to countries throughout the world.

The Council of Europe promotes human rights through international conventions, such as the Convention on Preventing and Combating Violence against Women and Domestic Violence and the Convention on Cybercrime. It monitors member States' progress in these areas and makes recommendations through independent expert monitoring bodies. The work of the Council of Europe may therefore take a variety of forms such as the drafting and signature of international conventions, recommendations or guidelines, monitoring and evaluation mechanisms or partial agreements on specific subjects (for example the Eurimages Fund).

For more information on the Council of Europe and its activities, see:
<https://www.coe.int/fr/web/about-us/who-we-are>

b) The Eurimages Fund

Eurimages is an enlarged partial agreement of the Council of Europe founded in 1988. An enlarged partial agreement is a particular form of co-operation within the Organisation. It authorises certain member States of the Council of Europe, and non-member States, to participate in activities without requiring that the other member States do so too. From a statutory point of view, a partial agreement remains an activity of the Organisation in the same way as other activities, but it has its own budget and working methods.

Eurimages currently numbers 41 member States: Albania, Argentina (associate member), Armenia, Austria, Belgium, Bosnia and Herzegovina, Bulgaria, Canada (associate member), Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Georgia, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Lithuania, Luxembourg, Montenegro, Netherlands, Norway, North Macedonia, Poland, Portugal, Romania, Russian Federation, Serbia, Slovak Republic, Slovenia, Spain, Sweden, Switzerland, Ukraine and Turkey.

The Board of Management, made up of representatives of each member State (excluding associate members), determines the Fund's policy and the conditions on which it awards financial support. It supervises the management of the Fund.

The Secretariat of Eurimages – based in Strasbourg, France - is responsible for implementing the decisions taken by the Board of Management. It maintains contacts with cinema professionals and has the task of assessing applications for funding as well as ensuring the follow-up of support agreements. It is currently made up of 24 staff members under the authority of its Executive Director and the Secretary General of the Council of Europe.

Eurimages has a total annual budget of €26 million coming essentially from contributions from member States (including associate members). The Fund has its own revenues, primarily repayments of the support granted (in the form of advances against revenues) and bank interest, but these revenues remain rather low.

80% of the Fund's resources are devoted to co-production support.

c) Values and missions of the Eurimages Fund

As an entity of the Council of Europe, the Eurimages Fund organises its activities based on the following fundamental values:

- freedom of artistic expression
- cultural diversity and co-operation
- equality, diversity, inclusion and pluralism
- fostering creativity and nurturing talent
- sustainability
- transparency and neutrality
- adaptability

A cultural Fund of the Council of Europe, Eurimages aims to enhance co-operation for the purpose of stimulating high quality film and audiovisual production as an important means of promoting independent cinematography and cultural exchanges within Europe and beyond, thus contributing to more inclusive and peaceful societies.

Its mission is fostering co-production and circulation of independent, diverse and original filmmaking of quality and encouraging co-operation contributing to a common film heritage, whilst taking into account gender equality, diversity, inclusion and environmental protection.

d) *Eurimages activities*

i. Co-production support programme

This is the main activity of the Fund. The programme is open to independent producers from the member States (including associate members) applying for co-production support. This support takes the form of a loan against receipts and is repayable from the revenue generated by the film and in-line with the financing plan.

Eurimages funds fiction, documentary and animation features, which are of no less than 70 minutes duration and are destined for cinema release. The amount awarded can be up to €500,000 but is in all cases capped at 17% of the total production budget of fiction or animation films or 25% in the case of documentary features. Projects submitted for selection must involve producers from at least two Eurimages member States (including associate members) and have confirmed finance at a level of at least 50% in each of the co-producing countries on the date of the application. Finally, Eurimages is involved in the end stages of the financing process, as films must be ready for shooting within six months of the support decision.

Following the external evaluation conducted in 2018, the Fund is currently engaged in a major reform of its governance and decision-making process, as well as a review of its working procedures. This reform affects more particularly the co-production support programme, the terms of which will probably change from 2021 onwards.

ii. Promotion programme

Eurimages Co-production Development Award

This award has been created to promote the Fund's role in encouraging cinematographic co-production from the initial stages of a project. The Fund thus presents the Eurimages Co-production Development Awards - €20,000 each for fiction films and €15,000 for documentaries - which are currently awarded in the framework of ten co-production markets: Cinemart (Rotterdam Film Festival), Cinelink (Sarajevo Film Festival), MIA: Cinema Co-Production Market (MIA Market), Berlinale Co-production Market (Berlin International Film Festival), CPH:Forum (CPH:DOX Copenhagen International Documentary Film Festival), Baltic Event (Tallinn Black Nights Film Festival), Cinekid (Amsterdam), Cartoon Movie, Europe-Latin America Co-Production Forum (San Sebastian International Film Festival) and Transilvania Pitch Stop (Transilvania International Film Festival).

The purpose of this call for proposals is to select the co-production markets that will host the Eurimages Co-production Development Awards for the period 2021-2023.

Eurimages Lab Projects Awards

Since 2016, Eurimages has partnered with four European festivals (Karlovy Vary International Film Festival, Norwegian International Haugesund Film Festival, Thessaloniki International Film Festival and the European Film Festival of Les Arcs) to set up the Eurimages "Lab Projects" Awards for innovative projects exploring new forms of expression. The prizes of €50,000 are awarded as part of the festivals' "Works in Progress" initiatives to assist films produced outside the traditional framework, both from the point of view of dramaturgy and methods of production. This is a concrete demonstration of the Fund's willingness to invest in new forms of cinematographic expression (often at the crossroads of different artistic forms) and to play an active role in the revival of cinema in the member States (including associate members).

This programme will be suspended in its current form as from January 2021 and the Fund will launch an independent study on the relevance and modalities of support for non-conventional cinematographic projects.

Other initiatives

As part of the European Film Awards ceremony, and with the aim of promoting the Eurimages "brand", the Eurimages Co-production Award is awarded each year to a producer from a member State (including associate members) for his/her outstanding contribution to cinema through co-production. Eurimages also co-operates with a number of other initiatives in several international festivals such as the Human Rights in Cinema Award as part of the Istanbul Film Festival, European Film Promotion in Cannes (Producers on the Move) and Toronto (Europe! Umbrella + European Reception), the

Eurimages Prize (Seville Film Festival), the annual initiative "Etoiles et Toiles du Cinéma Européen" organised in Strasbourg by the cinema Odyssee, etc.

iii. Gender Equality programme

Through this programme, Eurimages affirms its willingness to participate actively in the reduction of gender inequalities in the film industry and to promote the role of women in front of and behind the camera. This involves actions within the Fund but also externally, such as encouraging other film funds at national or regional level to take this dimension into account. This programme is based on three strategic objectives:

- Propose an approach to gender equality at the heart of all policies or measures, take this dimension into account in all processes, including financial processes and in the allocation of support;
- Combat gender stereotypes and sexism in the representation of women on screen by raising awareness in cinema professionals of this problem;
- Prevent and combat violence against women by drawing attention to the fact that showing degrading images of women can encourage violence and by developing respect for their dignity.

iv. Exhibition support programme

The objective of this programme is to increase the programming of European or member State films in cinemas established in Eurimages member countries but not covered by the MEDIA-Creative Europe programme of the European Union. In 2019, the countries concerned were Armenia, Canada, Georgia, Russian Federation, Switzerland and Turkey.

It encourages diversity in the screening of these films and has made it possible to develop a network of cinemas in collaboration with Europa Cinemas.

v. Convention on Cinematographic Co-production

On 30 January 2017, the Council of Europe Convention on Cinematographic Co-production (revised), which updates the provisions of the 1992 European Convention on Cinematographic Co-production to reflect the profound changes in the film industry, was opened for signature. The Eurimages Secretariat shall assist the Board of Management, where appropriate extended to representatives of Parties to the Convention which are not members of Eurimages, in the task of promoting the effective implementation of the Convention through:

- proposals to facilitate the exchange of experience and good practices between Parties,
- advice on any matter relating to the application and implementation of the Convention and specific recommendations thereon,
- and by regularly updating the provisions of Annex I - Application Procedure and Annex II - Definition of an eligible cinematographic work, of the Convention.

This new activity started after the entry into force of the revised Convention on the 1st October 2017.

Summaries of the Fund's activity reports for the period 2008-2016 are available on the Eurimages website ('What we do' section), as well as the regulations for each support programme.

[https://www.coe.int/en/web/eurimages/what-we-do-](https://www.coe.int/en/web/eurimages/what-we-do)

3. Description of the Eurimages Co-production Development Award

The Eurimages Co-production Development Award was created to encourage international co-production from the initial stages of a project for reasons other than simple co-financing.

The Eurimages Co-production Development Award takes the form of a non-reimbursable subsidy of €20,000 for feature-length fiction, animation and documentary films, which must be used exclusively to cover the development expenses of the co-production project.

The Eurimages Co-production Development Award shall be awarded to an international co-production project of a minimum duration of 70 minutes intended for cinema release. The project must be developed by one or more independent production companies from a Eurimages member State (including associate members) with the intention of involving at least one other production company from a different Eurimages member State. However, projects must be co-productions between at least

two independent producers, established in different member states of the Fund, of which at least one is a member state of the Council of Europe (excluding associate members). One or more companies from one or more non-member States may also join the project up to a maximum total participation of 30% in development financing. Any project previously submitted to the Eurimages Co-production support programme will automatically be excluded.

A production company is considered eligible if it is independent and majority owned and continues to be majority owned, either directly or indirectly, by nationals of the member States (including associate members). Legal entities which are not able to show the composition of their shareholding are not eligible. A production company is considered independent when less than 25% of its share capital is held by a single broadcaster/platform or less than 50% where several broadcasters are involved.

An agreement indicating the amount of the award and the conditions for its granting will be signed between the winner and Eurimages.

4. Objectives and modalities of the call for proposals

Eurimages intends to select co-production markets to host the Eurimages Co-production Development Awards in accordance with the exclusion, eligibility and selection criteria defined below.

The selected co-production market will sign a partnership agreement detailing the terms of its partnership with Eurimages for the organisation of the Eurimages Co-production Development Award for a period of 3 years. This partnership agreement will not include any financial compensation from Eurimages. On request of the selected co-production market, the partnership agreement may be signed for 1 year with a tacit renewal for 2 additional years up to a maximum of 3 years.

a) Eligibility criteria for co-production markets

These are the mandatory minimum requirements for the co-production market and for the organisation of the award. Proposals that do not meet these minimum requirements will be dismissed as ineligible.

i. Nature, location and geographical extent

The event takes the form of an international film co-production market in existence for at least 3 years. The co-production market needs to be a legal entity that is legally authorised to enter into a partnership agreement with the Council of Europe. It takes place annually in a member State (or in an associate member State) of Eurimages for at least two consecutive days. The event needs to have a gender equality policy.

It is aimed at professionals in the film and audio-visual industry from a geographical area comprising a minimum of 10 countries.

ii. Project selection

The selection must include a minimum of 8 projects eligible for the Eurimages Co-production Development Award as described in point 3. The selection must be made with due regard for gender balance.

The documents that will be made available to Eurimages to establish the eligibility of projects in relation to the award will include:

- a development financing plan;
- a declaration of compliance with the exclusion criteria according to a pre-established template provided by Eurimages.

iii. Presentation of the projects

The presentation of the projects should allow for an exchange between the members of the jury and the team presenting the project in English.

iv. The jury

The jury of the Eurimages Co-Production Development Award must include at least 3 members, i.e., a representative of Eurimages and two professionals from the cinematographic and audiovisual industry (producers, sales agents, distributors, member of institutions or professional organisations, etc). The jury should be gender balanced (i.e.: a jury of 3 members should have at least 1 female or male

member) and be specifically composed for the Eurimages Co-Production Development Award. The event organisers shall endeavour to propose a male and female jury member.

The composition of the jury will be submitted to Eurimages for prior approval.

Each jury member will be requested to sign a declaration of compliance with the exclusion criteria according to a pre-established template provided by Eurimages.

The jury will select the project on the basis of its artistic quality (synopsis and treatment or script if available), its development stage and its prospects of becoming and remaining an international co-production involving at least two member States of the Fund.

In the event of disagreement within the jury, the final decision will be taken by the Eurimages representative with regard to the winner of the Eurimages Co-production Development Award.

The travel and subsistence expenses of all members of the Eurimages Co-Production Development Award jury must be covered by the co-production market.

v. Publicity and awards ceremony

The co-production market should ensure the best possible visibility for the Eurimages Co-production Development Award by mentioning its partnership with Eurimages in its promotional material and by publishing the visual of the prize in its catalogue. It also undertakes to produce a "diploma" to be awarded to the winner during the awards ceremony. The name of the winner will be officially published as soon as possible and made available to Eurimages with the motivations of the jury and pictures of the awards ceremony.

b) Selection criteria

A. References/Track record and experience	50
Prominence of the film event within which the co-production market is organising	15
Quality of the workshops, meetings, training or other professional events organised within the film event concerned	15
Outreach of the co-production market in Eurimages' member States including associate members	10
Editorial line of the co-production market and results obtained/achievements	10
B. Proposal to host a Eurimages Co-production Development Award	50
Criteria for the selection of co-production market projects, which should include regard for gender balance	15
Selection criteria for jury members (including regard for gender balance)	10
Quality of the communication strategy vis-à-vis the public, the industry and Eurimages	15
Quality of the organisation of the co-production market including method of presentation of the projects (one-to-one, pitches...) and its gender equality policy	10
C. Final score = A+B	100

Co-production markets will be selected on the basis of the above criteria by the Eurimages Board of Management on the recommendation of its "Promotion Working Group" and external experts representing film and audiovisual professionals.

Eurimages will select co-production markets according to a fair geographical and calendar distribution. Eurimages will do its utmost to ensure the representation of different types of cinematographic works (fiction, documentaries, animation).

All meeting reports and deliberations relating to this selection are confidential.

c) Exclusion criteria

Co-production markets shall be excluded from the call for proposals for the Eurimages Co-production Development Award if they, or, where applicable, their owners or persons having powers of representation or decision-making:

- have been convicted by final judgment for any of the following offences: participation in a criminal organisation, corruption, fraud, money laundering;
- are in a situation of bankruptcy, liquidation, termination of activity, insolvency or arrangement with creditors or any like situation arising from a procedure of the same kind, or subject to a procedure of the same kind;
- have been convicted by final judgment for serious professional misconduct or any other offence relating to professional integrity;
- do not comply with their obligations relating to the payment of social security contributions, taxes and duties under the legislation of their country of incorporation;
- are in a situation of a conflict of interests or a potential conflict of interests.

5. Content of the proposal

The proposal must include the following elements:

- A declaration relating to the exclusion criteria duly completed and signed (see Appendix I);
- Legal registration documents for the organising body if it is established under civil law or a declaration that it has the authority to enter into the partnership if it is a public authority
- A description of the event and its main activities (maximum 5 pages) indicating:
 - i. a description and history of the film event including its location, frequency and date;
 - ii. the existence of workshops, meetings, training or other professional events in the film and audiovisual industry;
 - iii. international aspects, geographical scope, countries involved and their number in the co-production market;
 - iv. the public and professionals targeted by the co-production market, including a description of its editorial line;
- A description of the proposal to host and organise the Eurimages Co-production Development Award (maximum 5 pages) indicating:
 - i. project selection criteria and method;
 - ii. criteria and method for selecting jury members;
 - iii. method of presentation of the projects (one-to-one, pitches...);
 - iv. communication vis-à-vis the public, the industry and Eurimages;
 - v. logistics and organisation of the co-production market (including gender equality policy);
 - vi. working language(s).

Tenders/proposals must be written in English. A French version may be provided in addition.

Multiple submissions are not permitted.

6. Provisional calendar

The provisional timetable for the implementation of the call for proposals is as follows:

7 May 2020	Launch of the call for proposals
22 May 2020	Deadline for the submission of questions on the tender All questions shall be addressed only to the following email address <u>eurimages.tender@coe.int</u> with the following reference in the subject line: <u>Questions – CPDA 2020</u>. Answers to the submitted questions will be sent to all tenderers who have made themselves known.
15 June 2020	Proposals submission deadline Tenders shall be submitted by email only (scans) to the following email address <u>eurimages.tender@coe.int</u>, with the following reference in the subject line: <u>Tender – CPDA 2020</u>.
15-30 June 2020	Eligibility check by the Secretariat of Eurimages
1-31 July 2020	Assessment of proposals by external experts according to the selection criteria
14-18 September 2020 (week)	Recommendations of the Promotion Working Group as to the co-production markets to be considered (tbc)
12-16 October 2020	Recommendations of the Promotion Working Group as to the co-production markets to be considered (tbc) Adoption of recommendations by the Board of Management
21 October 2020	Communication of the decision to the selected events and signature of the corresponding agreements
1 January 2021	Start

The Council of Europe reserves the right to cancel this procedure if none of the proposals obtain at least 50 points out of 100.

Annexe I – Declaration of compliance with the exclusion criteria

**Eurimages Co-production Development Awards
Declaration on the Exclusion Criteria**

Done in [Click here to insert the place name]

On [Click here to insert the date]

I, the undersigned, [Click here to insert the first name and family name of the signatory of this document]

acting as the representative of the company/organisation

Name and legal form: [Full official name and official legal form]

Address: [Full official address]

VAT No.: [VAT registration no. (if any)]

for the co-production market: [Click here to insert the name of the project]

hereby declare that:

a) neither the company/organisation I represent nor its owners or any of the persons having powers of representation or decision-making have ever been convicted by final judgment for any of the following offences: participation in a criminal organisation, corruption, fraud or money laundering;

b) the company/organisation I represent is not in a situation of bankruptcy, liquidation, termination of activity, insolvency or arrangement with creditors or any like situation resulting from a procedure of the same kind or subject to a procedure of the same kind;

c) neither the company/organisation I represent nor its owners or any of the persons having powers of representation or decision-making have ever been convicted by final judgment for serious professional misconduct or any other offence relating to professional integrity;

d) the company/organisation I represent has fulfilled all obligations relating to the payment of social security contributions, taxes and duties under the legislation of the country of incorporation;

e) neither the company/organisation I represent nor its owners or any of the persons having powers of representation or decision-making are in a situation of a conflict of interests or a potential conflict of interests in relation to this call for proposals or, to the best of my knowledge, to any sub-contractors to be used for the realisation of the proposal;. I have been notified and understand that a conflict of interests may arise, in particular, from economic interests, political or national affinities, emotional or family ties or any other type of shared relationship or interest;

f) neither the company/organisation I represent nor its owners or any of the persons having powers of representation or decision-making have ever engaged in misconduct in connection with an earlier application for support or partnership that led Eurimages to justifiably terminate a support or partnership agreement or to exclude the company/organisation concerned from the support or partnership agreement;

g) the information provided to Eurimages under this procedure is complete, correct and truthful;

h) if my company's/organisation's proposal is retained, I will provide Eurimages with the following documents upon request:

- In relation to the matters referred to in sub-paragraphs a), b) and c) above, a recent extract from the criminal record or an equivalent recent document issued by a judicial or administrative authority in the country of origin or provenance, showing that the requirements referred to have been met. If the national law of the country in which the company or organisation is established does not provide for such documents to be supplied to legal persons, these documents shall be requested for natural persons concerned, such as the administrators or any person vested with powers of representation, decision or supervision on the company's/organisation's behalf;
- In the case referred to in sub-paragraph d) above, recent certificates or letters from the relevant authorities of the state concerned are required. These documents must provide proof of payment of all the taxes, duties and social security contributions owed by the applicant including VAT, corporation tax and social insurance contributions.

If necessary, where one of the documents referred to above is not issued in the country concerned, it may be replaced by a sworn or, failing that, a solemn statement made by the interested party before a judicial or administrative authority, a notary or a qualified professional body in the applicant's country of origin or provenance.

In signing this form, I acknowledge that I have been notified that if any of the statements made or information provided prove to be false, Eurimages reserves the right to exclude the proposal concerned from this call for proposals or to terminate any existing contractual relations.

Signature.....

[Click here to insert the name of the signatory (e.g. J. Smith)]

Date :