

APTN REQUEST FOR PROPOSALS FOR SCRIPTED FEATURE FILM LICENSING

November 7, 2022

Deadline for submissions: January 13, 2023

APTN is sharing our Peoples' journey, celebrating our cultures, inspiring our children and honoring the wisdom of our Elders.

Introduction

This document constitutes a "Request for Proposals" (RFP) by APTN for licensing. This RFP is limited to:

- Feature-length films for production. Scripts may be in either English or French.

Submission specifics

Projects for which principal photography commenced before an APTN decision has been reached on the application will be eligible for consideration. In these cases, a smaller license fee may be offered. Applications for productions that have completed principal photography will be expected to be accompanied by a rough cut, and a lower license fee reflective of the funds being required for completion rather than principal photography.

**Please see schedules A & B for programming general terms & conditions and eligibility. Failure to comply with the conditions set out in these schedules will result in automatic rejection of your proposal.*

Feature Length Film Licensing

1 x 2-hour Feature Film (90 minutes Total Running Time)

English and or French Language Versions

Delivered with two versions: Theatrical version, and "clean" matinee version.

APTN Maximum License Fee: \$125,000.00

Please Note:

Producers are expected to secure other funding commensurate with an independent feature-length film budget. Films with other confirmed sources of financing will be more likely to receive support.

The funding amount is intended as a one-time contribution to the project. **APTN will not contribute any additional funds from its commissioning or development budgets or Canada Media Fund Performance Envelopes.**

APTN reserves the right to a world television premiere for the film in addition to a negotiated number of plays over a period of five years.

Please note that, in order to make the films available to the widest audience, APTN will require the films to have closed captioning and described video.

Programs that receive a licensing fee commitment must commence principal photography within 18-24 months of signing an agreement with APTN, and have interim financing or similar funding arrangements in place.

APTN is unable to confirm at this time when first payment can occur. If a project is recommended for licensing and or development, APTN will contact the producer to discuss potential payment drawdowns. APTN strongly suggests that producers forecast and budget for interim financing for a minimum period of 12 months.

All payments will be payable in 60 days following receipt and approval of the invoice and deliverables.

What to Submit with your Proposal(s)

Checklist of Attached Materials for Production

When submitting ensure that components are organized in the following order:

- 1. Signed **APPLICATION FORM**. [Application Forms](#).
- 2. Signed [Proposal Submission Agreement for Producers Form](#).
- 3. Completed **Declaration as to Indigenous Descent Form**.
 - o [Individual](#)
 - o [Company](#)
- 4. Short synopsis (one paragraph only).
- 5. Full Polished Script.
- 6. Identify your target audience and outline the program's relevance and appeal to APTN's audience.
- 7. Program format and summary (identify the genre, running time, original language and provide a summary of how the story is structured, how it will be told, its focus, and how it will be treated in its visual and audio presentation).
- 8. Treatment (5 to 10 pages), including, if applicable, list of shooting locations, list of potential actors, description of shooting style, etc.

- 9. Creative materials (such as storyboards, sketches, photos, DEMO/SIZZLE reel available online via Vimeo or YouTube in support of project, DVD of Director and/or Producer's previous works).
- 10. Proposed production schedule, including start of principal photography, rough cut delivery, fine cut delivery and master delivery and target dates for confirmation of funding, completion of production and proposed broadcast.
- 11. Finance Plan (if applicable, provide confirmation of other financing commitments. Please also include the amount of your financial request to APTN).
- 12. Dated and signed complete budget.
- 13. Description of interim financing.
- 14. Detailed calculation for Federal and Provincial tax credit.
- 15. Corporate information (including past production experience/broadcasting credits). APTN will not consider licensing proposals submitted by individuals or companies that do not have relevant production experience.
- 16. Incorporation documents for all Producer(s), Production Companies and Parent Company(ies), wholly-owned subsidiaries where relevant or other involved corporate entities that have a substantial involvement in the production, as applicable.
- 17. Shareholder register and ownership share.
- 18. List and resumes of key creative personnel/principal crew members.
- 19. Complete Chain of Title identifying the following:
 - Writer's agreements, option/purchase agreements, transfers of rights agreements and all other agreements demonstrating that the producer(s) holds the rights to the following:
 - The creative material and concept.
 - The rights to produce, distribute and exploit the project.
- 20. Promotional Implementation Delivery Strategy. Please see the [APTN Program Delivery Technical Specifications](#) for details regarding what promotional materials are needed and should be included in your budget.

PLEASE NOTE: Submissions received after the deadline will not be accepted or considered and incomplete submissions will be automatically declined by APTN.



Where to Submit Proposals

Proposals must be submitted to the Executive in Charge of Development and Scripted Production via a Dropbox, Wettransfer (or other file sharing link) provided by the producer. Applications that have not been confirmed as “received” by the Executive will not be considered.

APTN

Danelle Granger

Executive in charge of Development and Scripted Production

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SCHEDULE A

General Terms & Conditions

Applications are not accepted via fax or email.

Failure to provide all documentation will result in automatic rejection of the proposal. Please note that APTN will not return materials so please retain a copy for your files. APTN is not responsible for damaged materials. Submissions received after the deadline will not be accepted or considered.

A committee of APTN Programming Department members will meet to review complete proposals (outside readers may be engaged to review treatments/scripts for complete applications). This process takes anywhere from 6 to 8 weeks.

APTN is not obliged to select all proposals that are considered and reserves the right to extend the deadline for proposals or add, delete, and/or change the terms of this RFP and issue corrections and amendments to this document. APTN has made every effort to ensure the completeness and accuracy of the information contained in this document. APTN also reserves the right to contact producers to discuss their proposal and to conduct negotiations with a producer.

EXCEPT as provided in the Proposal Submission Agreement, producers who submit proposals will not acquire any legal or equitable rights or privileges whatsoever until a formal license agreement is signed with APTN.

APTN requests applicants to voluntarily self-identify. APTN requires statistics in these areas for reporting requirements to the Board of Directors and the CRTC. An Indigenous person is defined to include a First Nations, Inuit or Métis person who resides in Canada.

APTN will contact producers whose programs have been selected and, subject to the satisfaction of certain conditions, will extend an invitation to enter into a formal agreement with APTN.

Please note:

- There are no automatic broadcast licences for programs that are currently in development with APTN. Producers must submit a full application.
- APTN requires E&O insurance for all projects. This must be included in the budget (Five (5) years for all genres).
- Program is to otherwise comply with the [APTN Program Delivery Technical Specifications](#).

SCHEDULE B

Eligibility and Evaluation of Proposals

Eligibility Guidelines

In order for proposals to be eligible for consideration the following conditions must be met:

- 1) Program selection must be of interest to a national Indigenous audience.
- 2) The producer must:
 - a) be an Indigenous Person, if an individual, which is defined to include a First Nations, Métis or Inuit individual who resides in Canada;
 - b) be an Indigenous Production Company, which is defined to include:
 - A sole proprietorship, a limited company, a co-operative, a partnership or a not-for-profit organization in which Indigenous Persons have at least **fifty-one (51%) percent ownership and control**;
 - c) have submitted a proposal that otherwise qualifies for funding or licensing under the APTN Licensing and Acquisitions Policy.
- 3) The production company must be in compliance, and not in default, with any previous contract(s) with APTN. In the event of a coproduction or new company established between two or more existing companies, all companies must be in compliance with any previous contract(s) with APTN. APTN reserves the right not to review proposals from any company involved in a project that does not meet this requirement.
- 4) APTN will require programs in Indigenous languages to be subtitled in either French or English.
- 5) APTN requires closed captioning for the hearing impaired on all English and French programs, as well as described video for programming drawn from the following CRTC program categories: 2(b) long form doc; 7 drama and comedy; 9 variety; 11(a) general entertainment & human interest; 11(b) reality TV, and/or may be programming targeting children.
- 6) All projects accessing CMF funding will require an ISAN number.
- 7) APTN will not license proposals submitted by individuals or companies that do not have relevant production experience
- 8) Any licensed program APTN will require a [CRTC Certificate of Canadian Program Certification](#) (no CAVCO number) for all programs over 5 minutes in duration. The program must satisfy all Canadian content requirements of the CRTC. APTN will require a Canadian content certificate from the CRTC for the original language version of the program, as well as separate CRTC Canadian content certificate(s) for the Indigenous language version and/or any other official language version (which certificate should allow for additional 25% time credit from the CRTC for programs dubbed in Canada).