

BUSINESS MATTERS

About the program:

Film Victoria is partnering with Small Business Victoria (SBV) to support [Victorian](#) film, television and games companies to develop a formal business plan. Businesses will be guided through the planning process to set clear goals and objectives for future growth by identifying where the business is now, where they would like to be in the future and how to get there.

Companies with a sound understanding of their business' strengths, needs, and opportunities for growth, are better placed to realise their business goals, attract private investment, and contribute to the wider screen industry's ability to maintain and attract production to Victoria.

Available support:

- / Companies will be selected to participate in a business planning workshop, facilitated by SBV
- / Each workshop is limited to 10 participating companies
- / Participation includes 16 contact hours (over two business days), plus five hours of one-on-one mentorship with an SBV facilitator to put the plan into action
- / Currently up to two workshops (dates and times to be confirmed) are planned for 2018-19, subject to demand.

Cost:

Successful applicants will be required to pay a \$200 participation fee as contribution to the cost of delivering the course. The balance of the cost of delivery will be subsidised by Film Victoria and Small Business Victoria.

Before applying:

- / Read these guidelines and the [Terms of Trade](#) which set out the core terms on which Film Victoria conducts its business. Terms [underlined in green](#) appear in the [website glossary](#)
- / Read Film Victoria's [Gender & Diversity Statement](#). Film Victoria is committed to promoting and supporting gender equality and diversity and inclusiveness in the Victorian screen industry
- / Check the eligibility and successful applicant sections below
- / Review the online [application form](#) and check the [deadline date](#)
- / Contact Manager – Industry Skills and Inclusion [Jana Blair](#) 03 9660 3273.

Eligibility:

To be eligible, companies must:

- / Be incorporated in Australia and have been developing and/or producing film, television or games content for at least the last two years
- / Be based and operating in [Victoria](#) for at least the last two years
- / Have rights in or control the IP in the projects they produce.

In addition, Film and Television companies must have:

- / A track record or demonstrated intention to develop and/or produce narrative content (drama/comedy/documentary) for broadcast, theatrical, or online release.
- / At least one [Victorian](#) company executive who has a producer credit on a minimum of one hour of narrative content within the last two years.

In addition, Games companies must:

- / Have at least one [Victorian](#) company executive who has played a key role in at least one successfully released games title within the last two years.

Assessment process and timelines:

If demand exceeds workshop capacity, applicants will be competitively assessed against the following:

- / The company's level of experience and number of commercially released projects
- / The commercial and/or critical success of the company's recent output
- / Objectives for participating in the workshop.

Film Victoria aims to support a diverse range of companies through this program.

Successful applicants:

- / Will be required to pay a \$200 participation fee, payable to Film Victoria when confirming workshop participation
- / Must book their place in the workshop with SBV (Film Victoria will send the relevant link when confirming workshop participation)
- / Must complete a brief participant survey for Film Victoria after the workshop.

Contacts:

Initial queries:

Program Services Officer [Natalie Williams](#) 03 9660 3206

Program Manager:

Manager- Industry Skills and Inclusion [Jana Blair](#) 03 9660 3273.