



APTN PROGRAMMING REQUEST FOR PROPOSALS FOR DEVELOPMENT AND LICENSING

July 8, 2020

FEATURE FILM RFP 2020

Deadline for submissions: September 14, 2020 by 5 pm PT/CT/ET

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

Introduction

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

- Feature-length original screenplays written by Canadian Indigenous screenwriters, including adaptations based on novels and/or theatrical works by Canadian Indigenous authors or playwrights. 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 not be eligible for consideration.

**Please see schedules B, C & D for programming general terms & conditions, eligibility and content priorities. 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 (94-minutes Total Running Time)

English and/or French Language Versions

Delivered with two versions, one for airing in the evening, and one clean matinee version.

Request for proposals open: July 8, 2020

Deadline for applications: September 14, 2020 by 5:00 pm **PT/CT/ET**

Decisions to Producers: October 2020

APTN Maximum Licence Fee: **\$125,000.00**

Feature Length Film Development

1 x 2 hour Feature Film (94-minutes Total Running Time)

English and or French Language Versions

Request for proposals open: July 8, 2020

Deadline for applications: September 14, 2020 by 5:00 pm **PT/CT/ET**

Decisions to Producers: October 2020

APTN Maximum Licence Fee: **\$20,000.00**



Please Note:

Producers are expected to secure other funding commensurate with an independent feature-length film budget.

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 and numbered in the following order:

- 1. Signed **FEATURE FILM RFP 2020 APPLICATION FORM FOR DEVELOPMENT OR LICENCE** [RFP's](#)
- 2. Signed [Proposal Submission Agreement for Producers Form.](#)
- 3. Completed **Declaration as to Indigenous Descent Form.**
[Individual](#)
[Company](#)
- 4. Short synopsis (one paragraph only).
- 5. Full Shooting Script.
- 6. If applicable, Information on the book the script is based on, if applicable: title of work, full name of the Canadian Indigenous author, publishing company and a copy of the book option.
- 7. Identify your target audience and outline the program's relevance and appeal to APTN's audience.
- 8. 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).
- 9. Treatment (5 to 15 pages), including, if applicable, list of shooting locations, list of potential actors, description of shooting style, etc...
- 10. Creative materials (such as storyboards, sketches, photos, DEMO/SIZZLE reel available online via Vimeo or YouTube in support of project, and of Director and/or Producer's previous works).
- 11. 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.
- 12. Finance Plan (if applicable, provide confirmation of other financing commitments. Please also include the amount of your financial request to APTN).
- 13. Dated and signed complete budget.
- 14. Cashflow statement. All Payments will be payable in 60 days following receipt and approval of deliverables and invoice.
- 15. Description of interim financing.
- 16. Detailed calculation for Federal and Provincial tax credit.



- 17. 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.
- 18. 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.
- 19. Shareholder register and ownership share.
- 20. List and resumes of key creative personnel/principal crew members.
- 21. 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.
- 22. A detailed and comprehensive training plan for Indigenous personnel clearly outlining the professional and mentorship components, method and schedule reporting as well as the expected outcomes for these individuals.
- 23. Promotional Implementation Delivery Strategy. Please see our guidelines for details regarding what promotional materials are required and should be included in your budget. [Promo Material Guidelines](#)

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



Checklist of Attached Materials for Development

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

- 1. Signed **FEATURE FILM RFP 2020 APPLICATION FORM FOR DEVELOPMENT OR LICENCE RFP's**
- 2. Signed [Proposal Submission Agreement for Producers Form.](#)
- 3. Completed **Declaration as to Indigenous Descent Form.**
[Individual](#)
[Company](#)
- 4. Short synopsis (short is one paragraph or less).
- 5. Long synopsis (long is one page maximum).
- 6. If applicable, Information on the book the script is based on: book title, full name of the Canadian Indigenous author, publishing company and a copy of the book option.
- 7. Program format and summary (identify the genre, proposed running time, number of episodes).
- 8. Identify your target audience and outline the program's relevance and appeal to APTN's audience.
- 9. Project description and development phase objectives (2 to 5 pages).
- 10. Creative materials (such as storyboards, sketches, photos, and of Director and/or Producer's previous works).
- 11. Proposed development schedule, including target dates for confirmation of funding, completion of production, and proposed broadcast.
- 12. Finance Plan (if applicable, provide confirmation of other financing commitments. Please also include the amount of your financial request to APTN).
- 13. Dated and signed budget.
- 14. Corporate information (including past production experience/broadcasting credits). APTN will not consider developing proposals submitted by individuals or companies that do not have relevant production experience.
- 15. Incorporation documents for all Producer(s), Production Companies and Parent Company (ies), as applicable.
- 16. Shareholder register and ownership share.
- 17. List and resumes of key creative personnel



- 18. 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 production, distribution and exploitation of the project.
- 19. A detailed and comprehensive training plan for Indigenous personnel clearly outlining the professional and mentorship components as well as the expected outcomes for these individuals.

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 in PDF format, single-sided only. Proposals must be submitted using the APTN Media shuttle: <https://aptn-submit.mediashuttle.com/>, clearly marked and **received no later than September 14, 2020 by 5:00 pm PT/CT/ET.**

We will not accept submissions sent by courier or by mail. **Submissions received after the deadline will not be accepted or considered and incomplete submissions will be automatically declined by APTN.**

Western Region (British Columbia, Alberta, Yukon)

APTN
Deborah Osborne, Manager of Programming, Western Region
210 – 1999 Marine Dr.
North Vancouver, BC V7P 3J3
(604) 290-9843 x232 or 604-290-7507
dosborne@aptn.ca

Central Region (Saskatchewan, Manitoba, Ontario, Northwest Territories)

APTN
Shelley MacDougall, Manager of Programming, Central Region
339 Portage Ave.
Winnipeg, MB R3B 2C3
(204) 947-9331 or (888) 278-8862 ext. 234 or 204-807-6105
smacdougall@aptn.ca

Eastern Region (Quebec, Maritimes, Newfoundland and Labrador, Nunavut and Nunavik Independent Producers)

APTN
Sylvain Lévesque, Acting Manager of Programming, Eastern Region
1819 René-Lévesque W., Suite 300
Montréal, QC H3H 2P5
(514) 544-6124 ext. 223 or 514-863-1789
slevesque@aptn.ca



SCHEDULE A

Background

ABOUT APTN:

APTN launched in 1999 as the first national Indigenous broadcaster in the world, creating a window into the remarkably diverse mosaic of Indigenous Peoples. A respected non-profit and charitable broadcaster, it's the only one of its kind in North America. The network is sharing our stories of authenticity in English, French and a variety of Indigenous languages to nearly 11 million Canadian subscribers. With over 80% Canadian content, APTN connects with its audiences through genuine, inspiring and engaging entertainment on multiple platforms.

APTN Mission Statement

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

APTN Programming Mission

The APTN Programming department develops, commissions and acquires distinctive Indigenous content which reflects our pride and heritage. APTN is committed to enabling Indigenous Peoples to share their stories and convey them to a domestic and international audience.

APTN Programming Vision

APTN strives to be domestically and internationally recognized as the leading source for distinctively Indigenous audio-visual content produced by, for and about Indigenous Peoples.



SCHEDULE B

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 licence 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 APTN Technical Standards (available to producers at <http://www.aptn.ca/corporate2/producers/forms-and-production-tools/>)



SCHEDULE C

Content Priorities

- APTN seeks innovative documentary, children and youth, music, dance and variety, drama, lifestyle, reality, sports, interactive (with rich and substantial digital media content) and talk-show proposals
- We intend to increase programming that originates in Indigenous languages
- We currently broadcast programming in English (56%), French (16%) and Indigenous languages (28%)
- Our program schedule must be 75% Canadian
- Our programming celebrates our rich heritage and shares our unique and diverse stories with all Canadians
- APTN will give a forum to Indigenous artists and producers to exhibit their work, but we will not license more than two series or major productions from one production company within any single broadcast season
- APTN will reflect an appropriate balance among the needs of all Indigenous people including First Nations, Inuit and Métis
- APTN will endeavor to be relevant to all regions of the country
- APTN will broadcast programs in both High Definition and Standard Definition
- APTN seeks proposals that include plans to bring the program to life on the web. A contemporary and competitive web presence that includes unique and innovative digital media technology will be given priority. This includes content-heavy projects that will be able to engage the audience before, during and after the television broadcast.



SCHEDULE D

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 Independent Producer, which is defined as:
 - A Canadian production company owned no less than **fifty-one (51%) percent by one or more Aboriginal Persons;**
 - 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 licence proposals submitted by individuals or companies that do not have relevant production experience.



- 8) any licenced 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).

Evaluation Criteria

Notes:

Among various criteria, proposals are rated upon (but not limited to) the following conditions:

- High Definition – all proposals must include HD delivery of program masters
- Canadian source (please note that for any licensed program APTN will require a [CRTC Certificate of Canadian Program Certification](#) (no CAVCO) for all programs over 5 minutes in duration)
- Creative content including originality, production value, track record of creative team
- Level of Indigenous participation
 - Executive Producer, Producer, Director, Principal Writer
 - Crew
 - Talent
- Indigenous mentorship/training commitments
- Number and value of licenses previously granted
- Secured funding
- Shelf life
- APTN window
- Production schedule (target availability for broadcast)
- Primary and Secondary Audience
 - National
 - Regional

Proposals are evaluated on many criteria, including the vision of the APTN; our desire to attract and engage our audience; the terms of our license with the CRTC; the finite financial resources of the network; the quality of the proposal; and the credentials of the production team.

APTN receives more than 250 television proposals, as well as a similar number of Digital Media project proposals each year and is only able to proceed with a small number of these. A rejection of your proposal is not always a creative judgment on your work but merely a reflection of how much we can commit to at any given time.