



## 40 countries, 200 film producers, 1 association.

Created in 1993, ACE is an association dedicated to enabling experienced European film producers to co-produce and co-finance effectively with other countries. ACE organises a programme of advanced training workshops, examining different distribution platforms and markets throughout the world, and offering informed support for project development. ACE is also an international network of alumni producers, a friendly community which exchanges experiences and practical advice on co-producing and co-financing. Every year ACE selects 16 European producers, who are well established in their own country, to participate in its annual programme and then become members of the ACE Network. They must have produced at least one fiction feature film, released in their country, but more often than not the producers who join the ACE Network have produced 4 or 5, even up to 14 features.

ACE offers expertise in the fields of script development, project financing and film marketing. Our consultants include leading international sales agents, directors of European funds, and the most experienced members of ACE's own network of producers. Participants have the opportunity to join a prestigious club that meets regularly throughout the year, in European film capitals and at all major festivals and markets. Reflecting their creativity and dynamism, ACE producers are frequently featured among the award-winners in Cannes, Berlin and Venice, at the Oscars, European Film Awards, Césars and so on.

Already well established in Europe, ACE now welcomes non-EU producers and has initiated new collaborations with agencies and institutions in Australia, Canada, China, Colombia, Israel, Japan and New Zealand.

The 25<sup>th</sup> session of the European ACE Annual Training Programme (ACE 25, 2015-2016) will consist, as usual, of three project-based workshops and distance-learning follow-up, as needed, over the course of the year.

## ACE 25 Workshops on Project Development and Financing

The 16 selected producers, invited to join the ACE programme, bring with them a feature film project in development that has potential for international co-production. A sequence of three workshops is designed to assist them in the development of their project, of their producer skills and of their professional network.

### **1 / DEVELOPMENT WORKSHOP (5 days mid October 2015, dates and location tbc)**

This workshop is made up of plenary sessions and in-depth project analysis with script and financing consultants who have read the projects. The individual meetings can contribute positively to the establishment of a development strategy for each project. The plenary sessions cover key topics such as development, the present state of European and worldwide co-productions, film financing practices, IP acquisitions, etc.

### **2 / FINANCING WORKSHOP (5 days mid November 2015, dates and location tbc)**

Each participant presents his/her financial plan in front of around 30 consultants who discuss it openly (sales agents, buyers, distributors, financiers, producers). The programme also includes in-depth, interactive sessions examining international financing and co-production strategies, and the evolution of the international marketplace. No-holds-barred case study presentations highlight both successes and failures, and the lessons to be learned. This workshop allows producers and important industry players to begin the networking process in an environment that favours open exchange of experiences and ideas.

### **3 / PROJECT workshop (5 days early April 2016, dates and location tbc)**

Individual follow-up on the projects from both creative and financial standpoints with the same consultants as October. This one day workshop is held alongside the ACE Producers' Annual Reunion, a weekend gathering open to all members of the ACE Network comprising of various activities (company showcases, case studies, international networking).

## **What can you expect from ACE after the workshops?**

### **DEVELOPMENT & CONSULTING**

- Each project is assigned to two selected consultants for the year: a script consultant and a financing consultant.
- ACE closely follows the development of each project. Depending on individual needs, projects are read and subsequent requests dealt with either internally by the development team or by an external consultant.
- ACE remains ready to effect introductions on behalf of its producers to potential partners or other professional contacts at any time throughout the year.
- ACE will also do its best to give advice to its producers on any other projects they are developing (on financing, distribution, international sales, festival participation, etc), within the limits of availability of members of the ACE development team.
- ACE can recommend and introduce its producers to external script doctors, story editors and financial experts as and when necessary, on the basis that any work commissioned is at the producer's expense.

### **NETWORKING**

- **At Festivals:** networking events with leading industry professionals and other ACE producers at major international festivals and markets (e.g. Rotterdam, Berlin, Cannes). ACE introduces its members to sales agents, international distributors, heads of funds and other members.
- **ACE Producers' Annual Reunion:** a professional-cum-social gathering with some 50 members of the ACE Network and invited guests, held in a different country each year in early April.
- **ACE Network Book:** a compilation of ACE producers' contact details, recent productions and projects in development. This book is distributed to ACE Network members, ACE consultants and selected professionals associated with ACE, and can help attract co-producers and other partners to your projects.
- **ACE ProducersWiki:** A wiki dedicated to the film industry where members of the network share their expert knowledge.

### **FESTIVALS & MARKETS**

- ACE works closely with various festivals and markets, and can obtain special conditions for ACE producers.
- Assistance in the field: the ACE team is regularly to be found at film events acting as matchmaker on behalf of ACE Network members and facilitating contact with potential creative and financial collaborators.
- ACE maintains a flow of information to its mailing list announcing the presence of ACE producers and their films at festivals and markets, and keeping you posted as to who else is there.

### **ACE OFFICE IN CANNES**

ACE is based in an apartment close to the Palais des Festivals for the majority of the Cannes Festival, with space available for all ACE Network members to use for meetings as they wish. Daily Happy Hours are also organised at the office.

### **ACE WEBSITE**

- ACE tracks ACE producers' films and announces their selection in festivals on the ACE website.
- ACE maintains a calendar of festivals and events to which its producers have access through Google calendar.
- The ACE Network members' directory is another website feature.

### **ACE FACEBOOK & TWITTER**

ACE has a private ACE Networking Group on Facebook, for members only. Producers regularly exchange and share information and contacts, and announce screenings and awards. Questions posted here reach professionals in 40 countries instantly. You can also join the open ACE Page and follow us on Twitter.

## Eligibility and Selection Procedures

### **Producers applying to the European ACE Annual Training Programme must:**

- be an owner, partner or associate of an independent production company based in a European Union or Creative Europe Programme country;
- have been the delegate producer (i.e. the principal responsible producer) of at least one theatrically-released feature film;
- have a fiction feature film project in an early stage of development which is designed to attract international finance and distribution;
- be available and make a commitment to attend the selection interview (mid September), the Development Workshop (October), the Financing Workshop (November) and the Project Workshop/Annual Reunion (late March-early April).
- be selected by the ACE Selection Committee.

ACE workshops, and ACE Network membership, are for producers with a much higher level of experience than other training programmes. Although the minimum eligibility requirement is to have produced one feature film, ACE welcomes an increasing number of producers with much more extensive credits (up to 11 in 2011). Our public funding rules require that all applications should be made in a standard, written form, but producers with very substantial experience (more than four theatrically released feature films as the main producer) will not be required to attend an interview unless they wish to do so.

Please be aware that any decision made to not select an experienced producer to participate in the ACE programme is based, not on any judgement of the value of the candidate or their project, but rather on an objective evaluation of how useful ACE would be in the development of the project. We don't wish to waste the producers' time and often advise them to come back another year with another project. It is under these conditions that the organisations which support us financially maintain their support and renew their trust in us each year.

### **ACE 25 APPLICATION PERIOD (*January to June, 2015*)**

If you are seriously considering applying, please contact ACE to organise either a meeting at one of the main festivals or a conference call. ACE will send the application form to eligible candidates shortly after the Cannes festival. The form, together with the accompanying project, required elements and the application fee of €100 (excluding VAT where applicable), must be received by ACE no later than **15<sup>th</sup> June 2015**.

### **ACE 25 SHORTLIST (*early September, 2015*)**

Producers will be informed if they have been shortlisted on the basis of their written application by the **beginning of September, 2015**.

### **ACE 25 SELECTION INTERVIEWS (*mid-September, 2015, Paris, France*)**

Shortlisted candidates will be invited to attend a half-hour interview by an ACE selection committee. Following the interviews, a maximum of 16 producers will be selected from all shortlisted candidates. Shortlisted candidates who have been the delegate producer of at least four theatrically released fiction feature films will be given the option of attending an interview but may, without prejudice to their candidature, elect not to do so.

### **PROGRAMME COST**

- The cost of the programme is **€5,500** (not including VAT where applicable or the 100€ application fee). This fee covers the complete sessions, full board accommodation during both workshops and the ACE Producers' Annual Reunion plus follow up consultations with our script doctors throughout the year. Travel costs are not included. Please contact ACE for information regarding bursaries.
- After completing the year's training programme, a producer may choose to remain in the ACE Network by paying a fee of €700 per year. Note: this is the fee for the current year (2015) but is subject to change.

## Some films produced by the ACE producers selected in...

### CANNES 2015

**Competition:** **THE LOBSTER** by Yorgos Lanthimos, produced by Ed Guiney (ACE, Ireland), co-produced by Carole Scotta (ACE, France), Leontine Petit (ACE, Netherlands) & Joost de Vries (ACE, Netherlands), **LOUDER THAN BOMBS** by Joachim Trier, executive producer - Sigve Endresen (ACE, Norway), **SAUL FIA** by László Nemes, produced by Gábor Sipos (ACE, Hungary)

**Un Certain Regard:** **AN** by Naomi Kawase, co-produced by Karathanos Thanassis (ACE, Germany), **THE HIGH SUN** by Dalibor Matanić, produced by Ankica Jurić Tilić (ACE, Croatia), **LAMB** by Yared Zeleke, produced by Laurent Lavolé (ACE, France), **CEMETERY OF SPLENDOUR** by Apichatpong Weerasethakul coproduced by Eric Vogel (ACE, Norway)

**Special Screenings:** **PANAMA** by Pavle Vučković, produced by Miroslav Mogorovich (ACE, Serbia)

**La Quinzaine des Réalisateurs:** **AS MIL E UMA NOITES** by Miguel Gomes, co-produced by Jonas Dornbach and Janine Jackowski (ACE, Germany), co-produced by Elena Tatti (ACE, Switzerland), **EL ABRAZO DE LA SERPIENTE** by Ciro Guerra, produced by Cristina Gallego (ACE, Colombia), **THE HERE AFTER** by Magnus von Horn, produced by Madeleine Ekman (ACE, Sweden), co-produced by Tom Dercourt (ACE, France)

**La Semaine de la Critique:** **NI LE CIEL NI LA TERRE** by Clément Cogitore, produced by Jean-Christophe Reymond (ACE, France), co-produced by Valérie Bournonville (ACE, Belgique)

**Acid:** **LA VANITÉ** by Lionel Baier, produced by Yaël Fogiel (ACE, France)

### BERLIN 2015

**Competition:** **EISENSTEIN IN GUANAJUATO** by Peter Greenway, co-produced by Liisa Penttilä (ACE, Finland), **BIG FATHER, SMALL FATHER AND OTHER STORIES** by Phan Dang Di, produced by Markus Halberschmidt (ACE, Germany)

**Panorama:** **MY NAME IS ANNEMARIE SCHWARZENBACH** by Véronique Aubouy, produced by Nathalie Trafford (ACE, France), **IRAQI ODYSSEY** by Samir, co-produced by Herbert Schwering (ACE, Germany), **THE SUMMER OF SANGAILE** by Alanté Kavaïté, produced by Antoine Simkine (ACE, France), co-produced by Marleen Slot (ACE, Netherlands), **UNE JEUNESSE ALLEMANDE** by Jean-Babriel Periot, produced by Nicolas Brevière (ACE, France)

**Forum:** **HEDI SCHNEIDER IS STUCK** by Sonja Heiss, produced by Janine Jackowski (ACE, Germany) & Jonas Dornbach (ACE, Germany) *Project developed in the ACE 22 workshops*, **THE VALLEY** by Ghassan Salhab, produced by Titus Kreyenberg (ACE, Germany), **UNTIL I LOSE MY BREATH** by Emine Emel Balci, produced by Nadir Öperli (ACE Turkey) and Titus Kreyenberg (ACE, Germany), **ZURICH** by Sacha Polak, produced by Marleen Slot (ACE, Netherlands), co-produced by Dries Phlypo (ACE, Belgium) & Karsten Stöter (ACE, Germany)

**Berlinale Special:** **BREATHE UMPHEFUMLO** by Mark Dornford-May, co-produced by Felix Blum (ACE, Germany)

**Perspektive Deutsches Kino:** **CHRIEG** by Simon Haquemet, produced by Christof Neracher (ACE, Switzerland)

**LOLA at Berlinale:** **BRUNDIBAR REVISITED** by Douglas Wolfspenger, co-produced by Pavel Strnad (ACE, Czech Republic), **DIESES SCHÖNE SCHEIBLEBEN** by Doris Dörrie, produced by Helge Albers (ACE, Germany), co-produced by Titus Kreyenberg (ACE, Germany), **JACK** by Edward Berger, produced by Jan Krüger (ACE, Germany) **LABYRINTH OF LIES** by Giule Ricciarelli, produced by Ulrike Putz (ACE, Germany), **MS. MUELLER MUST GO** by Sönke Wortmann, produced by Tom Spiess (ACE, Germany), **THE INVENTION OF LOVE** by Lola Randl, produced by Christine Kiauk (ACE, Germany) & Herbert Schwering (ACE, Germany), **THE SPECIAL NEED** by Carlo Zoratti, produced by Fabian Gasmia (ACE, Germany)

**Generation 14plus:** **NENA** by Saskia Diesing, co-produced by Herbert Schwering (ACE, Germany), **OSCAR WILDE'S THE NIGHTINGALE AND THE ROSE** by Del Kathryn Barton, Brendan Fletcher, produced by Angie Fielder (ACE, Australia)

**Generation Kplus:** **YOU'RE UGLY TOO** by Mark Noonan, produced by Conor Barry (ACE, Ireland)

**Berlinale Shorts Competition:** **DISSONANCE** by Till Nowak, produced by Fabian Gasmia (ACE, Germany), **OF STAINS, SCRAP & TIRES** by Sebastian Brameshuber, produced by Gabriele Kranzelbinder (ACE, Austria), **SHADOWLAND** by John Skoog, produced by Erik Hemmendorff (ACE, Sweden)