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**EURODOC** was designed to provide European documentary producers with a specific training structure. Producing quality creative documentaries requires increasingly more funding which is proving difficult to find at national levels whatever the size of the country.

Things are moving fast, very fast.

Constant training remains vital.

**EURODOC** is a strong, influent and united network. This has certainly been indispensable in enabling it to cope with rapid changes in the documentary sector.

In 10 years, EURODOC has received 520 professionals from 42 countries, both participants and training experts.

More than 130 films have been delivered and almost thirty more are currently in production.

*[...] Je crois que l'esprit d'EURODOC aura imprégné à jamais ma façon de concevoir le métier de producteur jusqu'aux moindres détails. Travailler en réseau, s'ouvrir aux points de vue d'autrui, être exigeant et clair avec soi-même et avec les autres jusqu'à l'obsession, être d'une honnêteté intellectuelle sans failles, respecter le travail des autres, avoir le courage de ses opinions et les embrasser avec cohérence, ne jamais démordre tant que tout n'est pas perdu... et on pourrait continuer [...]*

**Enrica CAPRA, Graffiti Doc (Italy)**

*[...] I gain much more confidence, I'm sure that my way is the right one. It is a big treasure. We are co-operating with few participants / producers on some projects, so it is a big step into international co-production area [...]*

**Rasa MISKINYTE, Era Film (Lithuania)**

*[...] There is no doubt that EURODOC courses has had a strong influence on me as a producer. Now I have the practical knowledge of how my colleagues work in European scale. It is very helpful, because our future is more and more in co-productions. The networking and professional project presentation skills gained in EURODOC are very important steps into this competitive environment [...]*

**Uldis CEKULIS, VIDES FILMU STUDIJA (Latvia)**



EURODOC Films

**EURODOC** is a training programme designed towards European professionals of the documentary field developing a specific project.

Independent producers of documentary projects with international potential.

Commissioning executives from the documentary departments of the broadcasters or from partners in the sector, bankers, distributors.

### Objectives

Since the creation of the programme, our objectives have remained the same: to improve the trans-national circulation of documentary films and to strengthen the international development of small and medium-sized companies in the sector.

**EURODOC's** aims are still:

- to improve the development level of documentary projects of international potential, their financing and management,
- to prepare their presentation to the European Commissioning editors invited,
- to face for technological changes in the field of development, production and distribution,
- to strengthen small and middle-size companies,
- to question the practices and mentalities of independent professionals in order to better take into account the European dimension, the various market realities and trans-national cooperation,
- to set up a sustainable networking of skills and exchanges by bringing together the professionals and the European decision-makers of this sector,
- to tend towards a balance between Western and Eastern Europe,
- to take into account the special aspects of countries with low production capacity to remedy the structural handicaps encountered by professionals in those countries.

Every stage of the work (and every level within the profession) is studied in great detail (know-how and ethics): project assessment, work on the development and the script with the filmmakers, negotiation of rights (author / filmmaker, archives, music), *budgeting*, *packaging*, *trailers*, identification of *financial partners*, drafting of *co-production* agreements, production mode, *management* of the production company in relation with specialised banking establishments, promotion and *distribution*.

Special experts are invited: producers, lawyers, script analysts, budget and pitching consultants, commissioning editors, distributors and bankers.

#03

## participants

### participants producers

The workshops are designed for European authors and producers with documentary projects - one-offs or series - with real international potential.

### participants executives

Some participants attending the workshops will come from the documentary departments of the broadcasters or from institutions defending, promoting and funding documentary productions. This will fulfil a long-lasting objective, that of decompartmentalisation of relations between producers, broadcasters and funding partners. These participants can greatly contribute to the work of the group. Being in contact with their future partners, understanding their points of view and constraints can be very enlightening to the producers.

### non european participants

Since 2009, and thanks to the support of the preparatory action **MEDIA international** from the European Community, we have the opportunity to welcome 4 or 5 participants from non European countries in the workshop, which is a great opportunity to enlarge the networking opportunities to every of them.



EURODOC Films

### selection

Special attention is paid to the following criteria :

- the quality of the project and its international potential
- the quality of the candidate and his or her track record
- evaluation of language skills (English and French)
- ensuring a balance between the different European countries

We encourage the presence of participants from Central and Eastern European countries whilst making sure we are able to provide them with better access to the European market.

#04

## sessions

The programme is composed of 3 training modules over a period of 8 months in residential workshops.

### session 1 Development

7 days - march

The first session focuses on analysing the projects of the participants, evaluating scripts, studying overall consistency and market positioning.

This group work in which teams will be made up of producers and commissioning executives will be followed by individual meetings with experts, specifically intended for work on details concerning the texts.

In addition, the plenary assemblies will deal collectively with legal issues, development funding sources.

### session 2 Budgeting, Financing & Packaging

7 days - june

During this session the participants finalise the packaging of their projects before presenting them to the decision makers during Session 3 :

**Budgeting**, which defines the artistic ambitions of the project and its production mode.

The **packaging**, the preparation of the dossier in terms of creative, technical, legal and financial aspects.

The **financing**, the strategic phase for identifying from among extremely diverse partners those capable coming together to co-finance the project nationally and internationally.

The **co-production** : this search must lead to reaching different agreements and contracts that are compatible with one another.

A **pitching consultant** comes to prepare the future meetings with the partners in the last session (presentation, summary and precision are put to the test).

A plenary session is dedicated to the production of **trailers** which have become indispensable for the promotion of projects.

The last session is principally dedicated to meeting future partners. These **decision-makers** after having become acquainted with the projects, meet each work team formed around the projects developed beforehand.

These pitching sessions will be the object of intense preparation during the first two days of the session.

The plenary sessions focus on company management, specialized banks, and the situation of the international documentary market.

All the decision-makers invited present the editorial lines and the financial capacities of their units.

The last day provides an opportunity to organise a **Screening**.

Three case studies of films developed in previous EURODOC training sessions, the concrete results of co-productions, are programmed in the presence of the producers and of the principal funding partners.

The session concludes with a debate on changes in the documentary market, theatrical distribution, new modes of consumption and emerging markets.



EURODOC Films

The members of the **EURODOC Steering Committee** are all European producers and commissioning editors who are very active in the field of documentaries.

Jacques BIDOU, **JBA Production**, Head of Studies, France  
Anne-Marie LUCCIONI, **EURODOC**, Head of Programme, France

&

Jordi AMBROS, **TV3**, Spain  
Erkki ASTALA, **YLE**, Finland  
Christian BAUTE, **Celluloïd Dreams**, France  
Xavier CARNIAUX, **AMIP**, France, Président  
Irène CHALLAND, **TSR**, Switzerland  
Heino DECKERT, **Ma.ja.de Filmproduktion**, Germany  
Marie-Pierre DUHAMEL-MULLER, France  
Diana ELBAUM, **Entre Chien et Loup**, Belgium  
Francesc ESCRIBANO, **TV3**, Spain  
Denis FREYD, **Archipel 33**, France  
Thierry GARREL, **ARTE**, France  
Doris HEPP, **ZDF-ARTE**, Germany  
Thomas KUFUS, **Zero Film**, Germany  
Luca MACCIOCCA, **RAI Sat**, Italy  
Pierre MERLE, **ARTE**, France  
Kristiina PERVILÄ-ANDERSSON, **Millennium Film**, Finland  
Carl-Ludwig RETTINGER, **Lichtblick Film**, Germany  
Muriel ROSÉ, **France 3**, France  
Rod STONEMAN, Ireland  
Esther van MESSEL, **First Hand Films**, Switzerland

&

Hala ALABDALLA, Syria / France  
Massimo ARVAT, **Zenit Arti Audiovisive**, Italy  
Hartmut BITOMSKY, Germany  
Luis CORREIA, **LX Filmes**, Portugal  
Edgardo COZARINSKY, France / Argentina  
Carlo CRESTO-DINA, **Feltrinelli**, Italy  
Harun FAROCKI, Germany  
Patrizio GUZMAN, France / Chile  
Hugues LE PAIGE, Belgium  
Joaquim PINTO, Portugal  
Anne REEVELL, **Moonbeam Films**, UK  
Joan UBEDA, **Media 3.14**, Spain

## pedagogical team

The pedagogical principles of the **EURODOC** programmes are based on the meeting and networking of professionals from the documentary sector from the different European countries around actual projects developed by the participants. The highly intense nature of the working process contributes to fostering extremely effective exchanges between participants and experts. It helps build the personal relations upon which is based the preparation work for co-productions and collaborations of all types and develops trans-national networks.

The Head of Studies is responsible for all pedagogical aspects of the training programme.

**Jacques BIDOU (JBA Production, France)** is an experienced producer both for features films and documentaries, and has a strong background in training. He is in charge of the French-speaking group and he leads all the plenary sessions.

**Heino DECKERT (Ma.ja.de Filmproduktion, Germany)** lead the English-speaking group.



## experts

In this field, professionals in activity are efficient trainers since they are in direct contact with the changing European broadcasting scene, its new technologies, funding, legal issues, markets and professionals practices in Europe.

The majority of the persons in charge of documentaries in the major European television channels have been coming with increasing regularity to the last sessions of the cycles. Their level of involvement, the quality of their expertise and their dedication are to be commended given the incredibly busy work schedules these professionals have.

Every year, approximately fifty experts participate in the programme.



Since its creation the **EURODOC** programme has been supported by the **MEDIA** programme of the **European Commission**, the **Centre National de la Cinématographie** and **Procirep** (France). Additional national or regional partners co-finance the session in the hosting country.

The first session of **EURODOC** 2010 will be organized in Slovenia with the support of the **Slovenian Film Fund**. **DocuMENTOR** will bring together partners in order to welcome the second session of **EURODOC** 2010 in Timisoara.

The location for the third session has to be confirmed.

In 2009, we start a long-term cooperation with three institutions, the **Croatian Audio-Visual Center**, the **Slovenian Film Fund** and the **Friuli Venezia Giulia Film Commission**, in order to welcome every year one producer from each of these three neighbouring countries (Italy, Slovenia and Croatia) in the European group.



for 2010



SLOVENIAN FILM FUND  
FILMSKI SKLAD  
REPUBLIKE SLOVENIJE  
JAVNI SKLAD



Croatian Audiovisual Centre  
Hrvatski audiovizualni centar

VISIONS DU RÉEL - NYON  
FESTIVAL INTERNATIONAL DE CINÉMA  
DOC OUTLOOK-INTERNATIONAL MARKET

SUNNYSIDE OF THE DOC  
International Documentary Market

CPH-DOX COPENHAGEN  
DOX LEIPZIG  
PLANETE DOC REVIEW WARSAW  
VISIONS DU RÉEL NYON  
DOC ALLIANCE FILMS



Three weeks of intense cohabitation between producers from all over Europe confronting their projects with the best European experts and decision-makers contributes to increasing their competence, to gaining a better understanding of Europe and to building a lasting network based on a mutual recognition of skills and affinities.

For three years now, more than 80% of the projects developed during this programme have been financed.

Beyond bringing together a group of professionals for a shared experience during each training cycle, these three sessions combining intense work and a convivial atmosphere result in a great many collaborations. We enjoy seeing the first films coproduced by members of the **EURODOC** network.



EURODOC Films



"I'm a little bit different than the original guy." **OUTILAGE**



EURODOC Films

**WHOLE WORLD**

Algeria	3
Austria	16
Belgium	30
Bulgaria	3
Chile	1
Croatia	1
Cyprus	1
Czech Republic	4
Denmark	10
Egypt	1
Estonia	2
Finland	24
France	184
Germany	44
Greece	1
Hungary	2
India	1
Ireland	10
Israel	2
Italy	41
Latvia	5
Lebanon	4
Lithuania	2
Morocco	1
Norway	5
Palestine	3
Poland	3
Portugal	24
Russia	1
Senegal	1
Slovenia	2
Spain	19
South Africa	2
Sweden	4
Switzerland	20
Syria	2
The Netherlands	11
Tunisia	4
Turkey	3
United Arab Emirates	1
United Kingdom	27
USA	2

**42 countries / 527 members****EUROPE****EU member states**

Austria	16
Belgium	30
Bulgaria	3
Cyprus	1
Czech Republic	4
Denmark	10
Estonia	2
Finland	24
France	184
Germany	44
Greece	1
Hungary	2
Ireland	10
Italy	41
Latvia	5
Lithuania	2
Poland	3
Portugal	24
Slovenia	2
Spain	19
Sweden	4
The Netherlands	11
United Kingdom	27

**23 countries / 469 members****other european countries**

Croatia	1
Norway	5
Switzerland	20

**3 countries / 26 members****OUTSIDE EUROPE**

Algeria	3
Chile	1
Egypt	1
India	1
Israel	2
Lebanon	4
Morocco	1
Palestine	3
Russia	1
Senegal	1
South Africa	2
Syria	2
Tunisia	4
Turkey	3
United Arab Emirates	1
vUSA	2

**16 countries / 32 members**

**EURODOC Executives Workshop** aims to open a new meeting space to reinforce exchange, transmission and reflection on the tasks of commissioning executives, on the development of the documentary field and its professions.

The public television plays a determining role in the field of documentary films in Europe and in the world. For many years, the annual meetings of « INPUT » ensured creative and productive exchange between commissioning executives for documentaries and the independent producers. One generation was stimulated by these exchanges that irrigated the whole field of creation, in which the documentary occupies a preponderant place. Then more classical « markets » evolved, and commerce made the most of it. But reflection, transmission of experience and especially the exchange between producers and financiers tend to disappear in today's world.

The seminar will take place in **two complementary workshops**.

The first session is oriented towards the production of films, the relation between producers and authors, from the genesis of a film until its broadcasting.

The second session will specifically focus on programming and, more generally, on the broadcasting and circulation of creative films. All new forms of broadcasting will be analysed in order to prepare for the many changes of the production landscape.

### **sessions**

#### **June 2010 – 6 days**

##### **The business of being a commissioning editor**

From the idea to the screen.

Based on case studies, with the participation of all the players involved in the genesis of a programme.

#### **September 2010 – 6 days**

##### **Commissioning editor – what does the future hold?**

From new production methods to new forms of broadcasting.

Meetings with the best experts in the field.

For each stage of the seminar, **specialized experts** will be invited, all of them issuing from different production contexts.

All the analyses will be based on **concrete examples**, chosen by the experts and by the participants. Every stage of the work and every level within the profession will be studied in detail:

### **Creative documentaries**

From the subject to the project, motivation and narrative strategies; developing a documentary culture; how to make choices; the three-way « pact » director/producer/broadcaster; challenges behind creation and financing plans; supporting the artistic process; monitoring stages of editing; diversity in documentary writing; ensuring programming, promotion and broadcasting.

### **In-house strategy**

Speculating on supply and demand; envisioning a « programme » for programmes; conceiving a slot, format, supply, audience; determining the slot costs; from acquisition to commissioning via coproduction; participating in the design of the programme schedule; ensuring continuity of supply from impact to success; winning over or building up interest among viewers; asserting creativity, capitalizing on success.

### **And the economy**

Cultural and political economy; public television versus commercial television; institutional financing and coproductions; networking, professional platforms; promoting programming policy; inventing new economical models, **on the way to a documentary cyberworld**.



The programme of the workshops is based on three elements:

Lectures and discussions with **GUESTS**: Each morning is dedicated to one or several guests, prominent members of the international documentary community; experienced directors, producers, editors, distributors, or commissioning editors, who will be invited to speak on their work always from a specified point-of-view and usually based on one film which the participants will see before the session.

Each afternoon, an in-depth discussion will be conducted on one or several « **CLINIC CASES** » proposed by the participants: these will be concrete cases, projects, issues, problems that a participant is currently working on; this can be a documentary film project in development or in progress, but also a concrete question of programming, policy etc. The participants will be invited to propose the cases before the session and the tutors will select the case or cases appropriate for the programme so that each day, with the guests and the cases, will in the end be a coherent whole.

Time will be reserved in the beginning and/or end of each day's programme for **ONE-TO-ONE MEETINGS** between the participants and the tutors; each participant will have the opportunity for one meeting during both sessions with each of the two tutors to discuss professional questions of their choice. This may be linked to the « clinic case » proposed by the participant but is in no way limited to that.

Throughout the programme, the participants are invited actively to take part in the discussion and share their thoughts, concerns and innovations with the others. This is a workshop where everybody is an expert and where everyone can learn from anyone. By engaging the participants, all professionals in the field, in an intensive as well as extensive exchange of ideas among their peers, the workshop can best contribute in the development of both the professional skills of the participants and new ideas that can contribute in building a better future for the whole documentary community and provide in the future a platform for a yearly event gathering commissioning editors of the world.

## tutors

Two prestigious commissioning editors will be in charge of the programme: **Thierry Garrel**, ex-Head of the documentary programme unit at **Arte France** and **Erkki Astala**, Head of co-productions at **YLE Television** (Finland).

The producer Jacques Bidou is the Head of Studies of the **EURODOC** programme, Anne-Marie Luccioni is the director of the programme.



## participants

- Commissioning executives from the documentary departments of the broadcasters
- Executives for documentaries from Film Funds working on regional, national or European level
- Executives from institutions that fund documentary projects

A maximum of 15 participants will be selected.

Five participants from 'third country' (outside Europe) will be welcomed in the seminar, in the framework of the preparatory action **MEDIA International**.

Working language: The working language of the seminar will be English.

The **EURODOC** team is at your disposal for the duration of the programme to answer your questions, help you with applications and administrative tasks, and to facilitate contacts with the members of the **EURODOC** network.

**Information and promotion**

Reception of applications and applicant information

**Selection**

Follow-up of applications and projects, preparation of selection

**Programme**

Finalisation of the courses with the pedagogical team, practical organisation of the sessions and project follow-up

**Network**

Animation of the **EURODOC** network

**Publications**

Publication of proceedings and information concerning the sector

**Head of programme : Anne-Marie LUCCIONI**

**Coordination : Marie-Sophie DECOUT, Maija MIIKKOLA**

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**registration form**

Registration procedures are available from our website  
[www.eurodoc-net.com](http://www.eurodoc-net.com)