# New Jersey Economic Development Authority New Jersey Film Works Grant Program NOTICE OF FUNDING AVAILABILITY

The New Jersey Economic Development Authority ("NJEDA" or "Authority") will begin accepting applications for the competitive New Jersey Film Works Grant Program ("Program") on May 12th, 2025, at 10:00 AM EDT. Applications must be submitted by July 11<sup>th</sup>, 2025, at 5:00 PM EDT.

The Program will make available up to \$3 million in funding, as approved by the Authority board on March 12, 2025, through a competitive application process to eligible applicants for projects that provide innovative workforce training and skills programs focused on strengthening and diversifying New Jersey's film and digital media talent pipeline.

The application can be accessed at: <u>NJ Film Works Grant Program - NJEDA</u>. No application fees will be charged for this program.

## **Purpose and Overview**

The New Jersey Film Works Grant Program was created in response to the impressive growth in New Jersey's film and digital media industry, which has attracted multiple film studios and production companies, leading to a significant increase in film production spend in the state. This growth is largely due to the State's tax and other incentives, including the Film and Digital Media Tax Credit Program and other designation programs.

The Program focuses on preparing New Jersey residents for jobs in this targeted industry and growing the economy in an equitable and inclusive manner, particularly serving Overburdened Communities.

### **Funding**

The total funding available for this Program is \$3 million allocated from the Fiscal Year 2023 State Appropriation - Film Industry Strategic Support Fund ("Grants-In-Aid").

The total funding and award amount are based upon current information about funding availability. NJEDA reserves the right to increase that amount and number of awards should additional funds become available.

## **Program Details**

This competitive program is designed to provide New Jersey residents with access to workforce development training, internships, apprenticeships, and learning opportunities in the targeted industry of film and digital media. The program aims to prepare New Jersey residents for careers in the targeted industry<sup>1</sup> of film and digital media, with a particular focus on serving

<sup>&</sup>lt;sup>1</sup> Film and digital media industry include, but is not limited to, the production and management of media communications, processes and technologies for theatrical motion pictures, television and cable broadcast, streaming services, web-based platforms. Digital media

Overburdened Communities. It seeks to advance New Jersey as a national model for holistic economic growth in this industry, support and expand best practices in workforce training programs, and capitalize on New Jersey's history and expertise in film innovation to foster emerging technologies in training programs.

# **Eligible Applicants**

Eligible applicants include, but are not limited to:

- non-profit organizations,
- private workforce training organizations,
- labor unions,
- community-based organizations,
- educational institutions, and
- for-profit film and digital media companies or consortium/associations of private film and digital media companies.

Applicants may collaborate with additional entities to implement the training program as needed; however, the Authority will only award and enter into a grant agreement with the applicant entity.

**Note:** Educational institutions that have an executed Memorandum of Understanding ("MOU") for film or digital media workforce training with NJEDA at the time of application are **not eligible** for this grant program.

Additionally, at the time of award approval, applicants must be in substantial good standing with the New Jersey Department of Labor and Workforce Development ("NJDOL") and, as applicable, the New Jersey Department of Environmental Protection ("NJDEP") to participate in the program. At the time of the execution of the grant agreement, a current tax clearance certificate will be required to demonstrate the applicant is properly registered to do business in New Jersey and in good standing with the New Jersey Division of Taxation.

### **Eligible Uses**

Allowable expenses or uses include costs associated with training New Jersey residents only such as:

- 1. Costs associated with planning (e.g., staff costs for program development, curriculum materials, etc.)
- 2. Soft launch (e.g., outreach costs, recruitment materials and related costs, etc.)

may include spoken word production and media software including video games. Research and development activities that advance media production, management and technology are also included.

Exclusions are productions intended for local broadcast and local performance venues, and companies and businesses that provide indirect sources of support to the production industry such as food services (including craft services and catering) and vehicle rentals used solely for transportation purposes.

- 3. Implementation costs (e.g., instructor time, facility fees, participant stipends, equipment or materials, delivery of wraparound services, etc.)
- 4. Administration and overhead costs are not to exceed 10% of the grant amount.

Applicants must conduct workforce development training, internship, apprenticeship, and/or learning opportunities in at least one but no more than three eligible occupations included in the Eligible Occupations for Grant Program list at Eligible Occupations.

Educational institutions that have an **executed MOU for film or digital media workforce training** with NJEDA at the time of application are **not eligible** for this grant program.

Note: funding may **not** be used for construction, equipment installation, or fit-out of any kind.

### **Application Submission and Review Process**

Applications will be accepted via the Program's online application portal from May 12th, 2025, at 10:00 AM EDT to July 11<sup>th</sup>, 2025, at 5:00 PM EDT. Applications for the Program will not be accepted after the deadline. Applicant must complete all required application questions fully and upload all required documents. NJEDA staff will review all applications for completeness and eligibility after the closing of the application period.

Applicants will be notified in writing of any deficiencies identified within, or clarification of, their application. Applicants will be given ten (10) business days from the staff notification to cure any deficiencies or provide answers to clarifying questions. Applicants that fail to cure or provide clarifications during the same 10-day period will be deemed incomplete and will not advance to scoring. Only complete and eligible applications will proceed to scoring conducted by a committee of NJEDA staff ("Evaluation Committee").

The Evaluation Committee will evaluate proposals based on five (5) scoring criteria:

- 1. Impactful program design<sup>2</sup> and implementation approach<sup>3</sup>, and the ability of the initiative to meet the needs of New Jersey's growing film and digital media industry (Up to 35 points)
- 2. Ability to serve NJ's Overburdened Communities (Up to 10 points)
- 3. Ability to provide wraparound supports and low or no-cost training (Up to 15 points)
- 4. Ability to implement proposed program for film and digital media occupations and prior experience creating and implementing workforce development initiatives (Up to 30 points)
- 5. Justification for the proposed use of funds with a reasonable budget to implement the proposed training program (Up to 10 points)

<sup>&</sup>lt;sup>2</sup> Program design is defined to include the activities leading up to the launch of the program including curriculum development, facility, and technology setup, and planning documents (e.g., recruitment plans, marketing strategies, etc.). The launch of the program is defined as initiation of marketing and recruitment activities that advertise the program to the program target audience.

<sup>&</sup>lt;sup>3</sup> Program implementation is defined to include activities after the launch of the training program including curriculum delivery and instruction, wraparound services, and job placement.

The minimum score required to be considered for an award is 80 points, with the highest possible score being 100 points. Only applications scoring at or above the minimum score will be considered for an award.

# A detailed copy of the New Jersey Film Works Grant Program scoring criteria is available at: NJ Film Works Grant Program - NJEDA

Following scoring, applications will be presented to the Board for funding approval. Funding will be allocated to the highest scoring applicants, proceeding in decreasing order of scores to other applicants that meet the minimum score requirement, until insufficient funds remain to fully fund the next highest scoring applicant.

If the next highest scoring applicant(s) has a budget request that would exceed the total maximum program funding available, NJEDA may request that the applicant(s) revise their budget and/or scope. The applicant(s) has the right to decline or accept the budget revision option.

- o If this applicant(s) declines, NJEDA may make the same offer to the next highest scoring applicant(s).
- o This process may continue until a qualifying applicant(s)'s proposal either fits within the maximum available funds or the applicant(s) accepts the offer to revise its budget to fit within the maximum program funding available.
- O Any applicant(s) that accepts the offer to revise their budget will have the revised application evaluated by NJEDA to determine if the revision would lower their proposal's ranking to an extent that they are no longer the next highest ranked proposal or they no longer meet the minimum score.

#### **Grant Amounts**

A minimum amount of \$250,000 and a maximum amount of \$750,000 will be awarded for this Program for a grant term not to exceed two (2) years.

### **Grant Funding Disbursements**

Funds will be disbursed according to the following schedule:

- 1. **30% of the grant** will be disbursed upon execution of a grant agreement between the Authority and the selected applicant.
- 2. **30% of the grant** will be disbursed upon the applicant's submission of a mid-program report demonstrating progress against the implementation plan and associated materials. The exact timing and format will be determined based on the grantee's implementation plan and reflected in the grant agreement.
- 3. **Up to 40% of the grant amount** will be disbursed upon receipt of the final report no more than 120 calendar days after the end of the term of the grant, based on the following criteria:
  - o 10% of the grant amount following receipt of a satisfactory final report.

- o 10% of the grant amount pro-rated against the proposed number of participants enrolled, provided at least 25% of the proposed participants are enrolled.
- 10% of the grant amount pro-rated against the proposed number of participants completing the program, provided at least 25% of the proposed participants complete the program.
- o 10% of the grant amount pro-rated against the proposed number of program graduates placed in paid employment, internship, or apprenticeship within the industry or trained occupation, within 90 calendar days of program completion, provided at least 25% of the proposed participants are placed.

### **Fees**

No application fees will be charged for this program.

## **Additional Requirements and Information**

Comprehensive information about the New Jersey Film Works Grant Program is available at NJ Film Works Grant Program - NJEDA

Questions concerning this Program's Notice of Funding Availability should be submitted to <a href="mailto:njfilmworks@njeda.gov">njfilmworks@njeda.gov</a>

## **State and Federal Requirements**

Funding for this grant is subject to State and Federal statutes including, but not limited to, the following, which may impact affiliates: N.J.S.A. 52:32-60.1, et seq., which prevents the New Jersey government entities from certain dealings with businesses engaged in prohibited activities in Belarus or Russia; Compliance with the list of "Specially Designated Nationals and Blocked Persons" promulgated by the Office of Foreign Assets Control (OFAC), https://sanctionssearch.ofac.treas.gov; N.J.S.A. 24:6I-49 which provides that the following are not eligible for most State or local economic incentives (a) a person or entity issued a license to operate as a cannabis cultivator, manufacturer, wholesaler, distributor, retailer, or delivery service, or that employs a certified personal use cannabis handler to perform work for or on behalf of a cannabis establishment, distributor, or delivery service; and (b) a property owner, developer, or operator of a project to be used, in whole or in part, by or to benefit a cannabis cultivator, manufacturer, wholesaler, distributor, retailer, or delivery service, or to employ a certified personal use cannabis handler to perform work for or on behalf of a cannabis establishment, distributor, or delivery service; and N.J.S.A. 52:13D-12, et seq., which prohibits a member of the Legislature or a State officer or employee or their partners or a corporation in which they owns or controls more than 1% of the stock to undertake or execute any contract, agreement, sale, or purchase of \$25.00 or more, made, entered into, awarded or granted by any State agency, with certain limited exceptions including grant awards by the New Jersey Commission on Science, Innovation and Technology.