



With a financial support from the Slovak Audiovisual Fund



COPRODUCING DOCUMENTARIES IN EUROPE

International Seminar & Workshop

6. - 7. September 2012, Kursalon, Piešťany/Slovakia

Organizers:

IFF Cinematik Piešťany
European Documentary Network (EDN), MEDIA Desk Slovakia

PROGRAMME

SEMINAR (without project) / Thursday; September 6, 2012

- 09:30 Welcome and introduction
- 09:45 **Making good pitch pilots for documentary productions**
Ove Rishøj Jensen, EDN
- 11:00 Coffee break
- 11:30 **Working with ARD/MDR**
Presentation of co-production opportunities in Germany with a focus on ARD/MDR.
Dr. Claudia Schreiner, Head of Program Culture & Science at MDR
- 13:00 Lunch
- 14:00 Screening of *Lost Down Memory Lane*
- 15:30 Coffee break
- 16:00 **How to distribute documentary film in cinemas**
Case study on *Lost Down Memory Lane*
Bram Crols, producer of the film
- 17:30 Closing of the seminar



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WORKSHOP (selected projects)/ Friday, September 7, 2012

- 09:00 Welcome and introduction of the workshop format.
First round of group work on the selected projects.
- 11:00 Coffee break
- 11:30 Group work on the selected projects continues.
- 13:00 Lunch
- 14:00 Group work on the last project. Summarizing the workshop
- 15:00 Closing the workshop

Making good pitch pilots for documentary productions

How do you shape a pitch pilot, so it attracts financing for your next project? When it comes to financing documentary projects in development the pitch pilot is becoming increasingly important. The short clip edited in order to show potential co-producers what film you plan to make, can either 'make it or brake it' for the financing of the project. During this session key issues in making good pitch pilots will be targeted and a selection of good examples will be shown. The session will make you better equipped and more inspired to make a better pitch pilot for the financing of your next project.

Working with ARD/MDR

Do you know what broadcasters to approach in Germany for funding your next documentary? Commissioning Editor Claudia Schreiner will present an overview of the co-production opportunities in Germany. She will briefly outline the German broadcast landscape and offer an in depth look at the co-production and funding opportunities through the ARD network. To conclude, Claudia Schreiner will share a detailed look at what documentaries she co-produces and buys for MDR channel, ARD and arte.

How to distribute documentary film in cinemas

Based on the experiences with distributing Lost Down Memory Lane in cinemas in Belgium and the Netherlands Producer Bram Crols will share insights and know how on working with documentary cinema distribution. He will talk about how the production company shaped their distribution plan, the different mechanisms used for promotion and the concrete work needed to make a documentary sell 40.000 cinema tickets.