

**ARISTA DEVELOPMENT PRESENTS A BRAND NEW ARISTA SPECIAL:**

# **Film Financing**

The business of getting your film made

*"There are only two pieces of paper that will get your film on screen – and neither of them is the script! If you understand the Finance Plan and the Recoupment Schedule, your film is 90% made"*

**Alan Harris**

Designed to give you a broad understanding of the wider industry and how films are funded, this course provides a vital insight into the world of financing independent films, from low budget to multi-million pound international co-productions.

For those who want to learn the fundamentals of film finance and co-production and understand how their work fits into the wider business of making films, this course develops your knowledge of different film financing techniques and funding sources in an ever-evolving market.

In this intensive but informal two-day course, producer and financier Alan Harris presents a comprehensive guide to film financing and discusses the key factors that are essential in getting independent feature films made, including:

- Sources of production finance - what's available, how to increase your film's chances of getting it and how to combine it
- Case studies of recent films and their financing
- International co-production - how to make it work
- Guest speakers - leading financiers, distributors and fund executives
- Demystifying financing and legal facts, figures and terminology

*"Unlike most people who teach screen finance, Alan Harris has long experience of working at the coalface of film and TV funding. He can give you the tools you need to get your film funded and help you hit a rich seam of cash to get your project made."*

**Tim Adler - Editor, Screen Finance magazine**

***Arista's 2-day workshop also includes Special Guest industry speakers, detailed notes emailed to you at the conclusion of the workshop and free refreshments.***

## **TIMETABLE**

### **DAY ONE**

#### **Independent Film Finance - an overview**

- *Underlying rights; film finance terminology and jargon; finance plans; recoupment schedules; legal issues; packaging*

#### **Sources of Production Finance**

- *Regional, national and international funds; incentives and subsidies; broadcasters; distributors and sales agents; tax funds; private investors; financial institutions*
- *How different types of finance alter the scale and structure of a film*

#### **How to Close the Deal**

- *Legal issues of structuring and closing a film; completion bonders; the paperwork*

#### **Case studies**

- *How the sources of production finance are woven together*
- *Discussion of well-packaged films that have failed to close finance and lessons that can be learnt*

### **DAY TWO**

#### **Structuring Co-Productions**

- *The international marketplace: a look at different funding structures in key territories; the co-production treaties*
- *Developing international partnerships*

#### **Financing and the Sales Agent**

- *Sales agent's role; pre and post-sales; key terms; contracts, commissions and expenses*
- *A leading distributor discusses the part the distributor plays in financing*

#### **Financing with banks**

- *An explanation of the producer/bank relationship, including discounting of contracts; gap facilities; sales projections; minimum guarantees;*

#### **Case Study**

- *A look at film finance plans that have worked and what can be learned*



## **The Arista Film Financing Special team:**

### **Alan Harris**

Producer and financier Alan Harris has been responsible for the co-financing of over half a billion pounds of film and TV drama, including *The Claim*, *Spider* and *Reign of Fire*. Alan performs consulting and executive producing roles advising producers in the UK, Europe and North America on international film structuring. Managing director of Atlantic Film Group, Alan recently produced *The Ferryman*, a \$7 million UK-New Zealand horror film, starring John Rhys-Davies, Tamer Hassan and Kerry Fox. Previously he produced the USD\$7m feature film *The Aryan Couple*, which won the Golden Palm Award Beverly Hills Film Festival, French language feature film *24 Heures de la Vie d'une Femme* for France's TFI International, and *Wallis and Edward*, a co-production with Company Pictures for ITV.

### **Stephen Cleary – Director Arista Development**

Stephen founded Arista in 1996 and it's now Europe's largest private development agency working with filmmakers across Europe as well as a variety of financing and development institutions. Previously, Stephen worked at British Screen for five years, being Head of Development for three of them. He has developed over 50 produced features, including *Rob Roy*, *Before The Rain*, *The Escapist*, *Land and Freedom*, *The Killer Tongue*, *Photographing Fairies*, *The Darkest Light* and *The Governess*. He produced his first feature, *New Years' Day* in 2000, and co-produced another, *Goodbye Charlie* Bright the same year. He's a consultant to the ACE programme in Paris, sits on PACT independent producers' group, the Production advisory group of Sgrin Wales and various other industry bodies as well as being a director of Cuba Films.

### **Julio Bonet – Workshop Producer**

Julio is a writer/producer. He completed a BA in Communications & Visual Culture at London Metropolitan University in 2005 and is currently undergoing an MA in Screenwriting & Producing at the University Of Westminster. Julio has interned at Focus Features, Partizan, and ITV as production assistant. He was the Assistant to the Head of Cultural Events at the Cervantes Institute and then went on to become the Assistant to the Head of Acquisitions at Shorts International in 2005. He has been at Arista Development since March 2006. He is currently developing his second feature as well as taking on a variety of roles (AD, co-writer, etc) on different projects. He has most recently been involved with the web design and promotion of Josh Appignanesi's latest short film *EX MEMORIA*, produced by Mia Bays, for whom Julio PA's for.

**If you want to attend the Arista Film Financing Special, please download the application form at [www.aristadevelopment.com](http://www.aristadevelopment.com) and email it to [arista@aristotle.co.uk](mailto:arista@aristotle.co.uk) or fax it to Arista on 0207 323 1775. If you have any queries please call Arista on 0207 323 1775 or email the above address.**

**EVENT: THE ARISTA FILM FINANCING SPECIAL**

**DATES: Tuesday 5<sup>th</sup> and Wednesday 6<sup>th</sup> December, 2006**

**VENUE: Council Chamber, Royal Institute of British Architects, 66 Portland Place, London W1B 1AD**

**Price: £235 (inc VAT) Sorry, but no concessions**