



LATC US FILM INDUSTRY IMMERSION PROGRAM: FOCUS ON NEW YORK

June 20-24, 2010

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INDEPENDENT FILMMAKER PROJECT (IFP)

www.ifp.org

After debuting with a program in the 1979 New York Film Festival, the nonprofit IFP has evolved into the nation's oldest and largest organization of independent filmmakers, and also the premier advocate for them. Since its start, IFP has supported the production of 7,000 films and provided resources to more than 20,000 filmmakers' voices that otherwise might not have been heard. IFP believes that independent films broaden the palette of cinema, seeding the global culture with new ideas, kindling awareness, and fostering activism.

Currently, IFP represents a network of 10,000 filmmakers in New York City and around the world. Through its workshops, seminars, conferences, mentorships, and *Filmmaker Magazine*[™], the premier publication in the field, IFP offers to its members education in the art, technology, and business of independent filmmaking. IFP builds audiences by hosting screenings, often in collaboration with other cultural institutions and also bestows the *Gotham Awards*[™], the first honors of the film awards season. When all is said and done, IFP fosters the

development of 350 feature and documentary films each year through Independent Film Week™, the Independent Filmmaker Labs™ and other activities.

PRODUCERS GUILD OF AMERICA (PGA)

www.producersguild.org

The Producers Guild of America is the non-profit trade group that represents, protects and promotes the interests of all members of the producing team in film, television and new media. The PGA has over 4,000 members who work together to protect and improve their careers, the industry and community by providing members health benefits, enforcing workplace labor laws, the creation of fair and impartial standards for the awarding of producing credits, as well as other education and advocacy efforts. The PGA hosts important industry events including the annual PGA Awards and the Produced By Conference.

WRITERS GUILD OF AMERICA (WGA-East)

www.wgaeast.org

The Writers Guild of America, East is a labor union representing professional writers in film, television and radio, since 1954.

Their members write for animation, for entertainment, for network and local news operations, for independent stations in major cities, and for any other media production companies which are signatory to Guild agreements.

CINEMA TROPICAL

www.cinematropical.com

Cinema Tropical is a non-profit media arts organization dedicated to the distribution, programming and promotion of Latin American Cinema in the United States.

Since its creation in 2001, Cinema Tropical has become the country's premier purveyor of Latin American films by establishing screening programs in 12 venues in North America, having built a library of over 35 titles, and providing marketing and promotional campaigns for various film releases, programs and festivals in the U.S.

Cinema Tropical has become the largest theatrical distributor of Latin American cinema in the U.S., having released 16 films since 2002 (more than any other U.S. distributor). The organization acquires the top Latin American films and assures the directors and producers a wide exposure to be showcased in the most prestigious art-house theaters, institutions and film festivals.

Cinema Tropical has also built a strong library of acclaimed and award-winning Latin American films for the non-theatrical market. Featuring works by acclaimed directors such as Lucrecia Martel, Fernando Meirelles, Natalia Almada, Martín Rejtman, Andrés Wood, Ryan Fleck and Anna Boden, “The Cinema Tropical Collection” offers films for rental and purchase for the non-theatrical/educational market. Their clients include universities and colleges, cinematheques, libraries, film festivals, film societies, and museums.

Cinema Tropical has successfully attracted a dedicated audience from among its members and tailors its marketing efforts to effectively target new audiences, maximize attendance to screenings and increase awareness of Latin American cinema.

Cinema Tropical has worked titles from the following directors, among others: Alejandro González Iñárritu (*Amores Perros*), Alfonso Cuarón (*Y Tu Mamá También*), Israel Adrián Caetano (*Bolivia*), Martín Rejtman (*Silvia Prieto*), Paulo Morelli (*City of Men*), Chico Teixeira (*Alice's House*), Fernando Eimbcke (*Duck Season; Lake Tahoe*), Fernando Meirelles, Carlos Diegues and Leonardo Favio.

HBO DOCUMENTARIES

Development X Acquisitions. The direction of the documentary market in the US.
www.hbo.com/documentaries/index.html

Most powerful Documentary channel, distributor and producer in the US.

INDEPENDENT FILM CHANNEL (IFC)

TV Acquisitions - www.ifc.com

IFC is the first and only network dedicated to independent film and related programming, 24 hours a day, uncut and uncensored. Operating under the mantra 'always, uncut,' IFC presents feature-length films, thought-provoking original documentaries such as *At the Death House Door* and *Heavy Load*, shorts, animated series, original series such as the sketch comedy *The Whitest Kids U' Know* and the new comedy series *Z Rock* as well as television's most comprehensive independent film library. The network also offers some of the most innovative original series exclusively for the web, including the 2008 Webby nominee *Getting Away with Murder* and a new comedy web series *Wilfred*, launching in May 2008. Providing a voice for independent thought not found anywhere else on television, IFC broadens the audience for independent film and supports the independent film community through its exclusive live coverage of notable film events like the Independent Spirit Awards and the Cannes Film Festival. The network's On Demand offering, IFC Free, gives audiences the opportunity to watch premieres of all of IFC's original series in HD before they air on the linear network.

OVERTURE FILMS

www.overturefilms.net

Launched in November 2006 by Chris McGurk and Danny Rosett, Overture Films, a subsidiary of Liberty Media Corporation, is a fully-integrated studio that produces, acquires, markets, and distributes theatrical motion pictures worldwide. The studio forms collaborative relationships with filmmakers and empowers them to produce quality films that take creative risks and break new ground.

Overture Films will aim to release 8-12 movies per year, across a broad spectrum of genres. This business model is designed to attract a higher quality of film projects, filmmakers and talent.

Through its affiliated companies Anchor Bay Entertainment, Starz Entertainment Pay Channels, Starz Media, and Starz Play, Overture Films makes its films available worldwide to viewers across multiple platforms via their home video, premium television, and internet distribution channels.

Overture Films will distribute films domestically. International sales and distribution, outside of the U.S., are managed through its ventures with co-financing partners and Alliance Films.

FOCUS FEATURES

US market and Acquisitions - www.focusfeatures.com

Focus Features is a motion picture production, financing, and worldwide distribution company committed to bringing moviegoers the most original stories from the world's most innovative filmmakers.

Focus Features releases include David Cronenberg's *Eastern Promises*, which won the top prize [the People's Choice Award] at the 2007 Toronto International Film Festival; Terry George's *Reservation Road*, starring Joaquin Phoenix, Mark Ruffalo, Jennifer Connelly, and Mira Sorvino; Joe Wright's *Atonement*, starring James McAvoy, Keira Knightley, and Romola Garai; Shane Acker's animated fantasy epic *9*, starring Elijah Wood and Jennifer Connelly; Henry Selick's stop-motion animated feature *Coraline*, starring Dakota Fanning and Teri Hatcher; Martin McDonagh's *In Bruges*, starring Colin Farrell, Brendan Gleeson, and Ralph Fiennes; Bharat Nalluri's *Miss Pettigrew Lives for a Day*, starring Frances McDormand and Amy Adams; Cary Fukunaga's immigrant thriller *Sin Nombre*; Joel and Ethan Coen's *Burn After Reading*, starring George Clooney, John Malkovich, Frances McDormand, and Brad Pitt; and Ang Lee's *Lust, Caution*, winner of the Best Picture [Golden Lion] Award at the 2007 Venice International Film Festival.

Focus Features is part of NBC Universal, one of the world's leading media and entertainment companies in the development, production, and marketing of entertainment, news, and information to a global audience. Formed in May 2004

through the combining of NBC and Vivendi Universal Entertainment, NBC Universal owns and operates a valuable portfolio of news and entertainment networks, a premier motion picture company, significant television production operations, a leading television stations group, and world-renowned theme parks. NBC Universal is 80% owned by General Electric and 20% owned by Vivendi. Some other Focus Features releases: *Brokeback Mountain*, *Milk*, *Crouching Tiger Hidden Dragon*, *The Constant Gardener*, *Lost in Translation*, *Eternal Sunshine of the Spotless Mind*, *Pride & Prejudice*, *The Motorcycle Diaries*, *21 Grams*, etc.

SONY PICTURES CLASSICS

www.sonyclassics.com

Michael Barker and Tom Bernard are co-presidents of Sony Pictures Classics — an autonomous division of Sony Pictures Entertainment founded in January 1992 (with Marcie Bloom) that distributes, produces and acquires independent films from the United States and around the world.

The team has worked with many of the world's finest independent filmmakers including Woody Allen, Pedro Almodóvar, Robert Altman, Allison Anders, Hector Babenco, Kenneth Branagh, Ingmar Bergman, John Boorman, Francis Ford Coppola, David Cronenberg, Luc Dardenne, Jonathan Demme, Guillermo del Toro, Atom Egoyan, R.W. Fassbinder, Mike Figgis, Hal Hartley, Agnieszka Holland, James Ivory, Merchant Ivory, Jim Jarmusch, Norman Jewison, Neil Jordan, Charlie Kaufman, Akira Kurosawa, Neil LaBute, Ang Lee, Richard Linklater, Louis Malle, David Mamet, Errol Morris, Gary Oldman, Jean-Pierre, Sally Potter, Alan Rudolph, John Sayles, Paul Schrader, Fred Schepisi, Lily Tomlin, François Truffaut, Paul Verhoeven, Wong Kar Wai, Wim Wenders, and Zhang Yimou.

They have been involved with some of the best and most successful independent films from the past two decades including: *Coco Before Chanel* (Anne Fontaine), *The Damned United* (Tom Hooper), *An Education* (Lone Scherfig), *Broken Embraces* (Pedro Almodovar), *The Imaginarium of Doctor Parnassus* (Terry Gilliam), *The White Ribbon* (Michael Haneke), *The Last Station* (Michael Hoffman), *A Prophet (Un Prophete)* (Jacques Audiard), *Please Give* (Nicole Holofcener), *Wild Grass* (Alain Resnais), *Micmacs* (Jean Pierre-Jeunet), *Whatever Works* (Woody Allen), *Waltz With Bashir* (Ari Folman), *Rachel Getting Married* (Jonathan Demme), *Redbelt* (David Mamet), *Persepolis* (Marjane Satrapi and Vincent Paronnaud), *The Lives of Others* (Florian Henckel von Donnersmarck), *Volver* (Pedro Almodóvar), *Cache* (Michael Haneke), *Capote* (Bennett Miller), *2046* (Wong Kar Wai), *House of Flying Daggers* (Zhang Yimou), *Triplets of Bellville* (Sylvain Chomet), *Talk to Her* (Pedro Almodóvar), *Pollock* (Ed Harris), *Crouching Tiger, Hidden Dragon* (Ang Lee), *Sweet and Lowdown* (Woody Allen), *Run Lola Run* (Tom Tykwer), *Central Station* (Walter Salles), *Spanish Prisoner* (David Mamet), among many others.

Sony Pictures Classics has also played a significant role in preserving film's heritage. Together with the Academy of Motion Pictures Arts and Sciences and the Merchant Ivory Foundation, they have restored and released nine of master filmmaker Satyajit Ray's greatest works. They have also preserved and reissued Michelangelo Antonioni's *The Passenger* and Vittorio de Sica's *The Garden of the Finzi-Continis*. In 2006, SPC re-released eight Pedro Almodóvar masterpieces in a festival called *Viva Pedro!* in theaters throughout the United States.

GOLDCREST FILMS

www.goldcrestfilms.com

Since establishment in 1977, Goldcrest has financed, produced and/or distributed over 100 titles that have won numerous prizes, including 19 Academy Awards and 28 BAFTAs. Celebrated films include *Gandhi*, *The Killing Fields*, *The Mission*, *Chariots of Fire*, *A Room with a View*, *Local Hero* and *All Dogs Go To Heaven*. Credits also include the phenomenon *Twilight*.

Goldcrest has exploited its library on a worldwide basis in all media for over 20 years and currently has agreements in place with six of the seven major US studios and independent distributors. The sales team has offices in London and Los Angeles.

Goldcrest's award-winning postproduction business was established in London's Soho in 1992, and added a sister facility in New York's West Village in 2000. The teams at these post facilities work on a wide range of films. Recent titles include *Quantum of Solace*, *Slumdog Millionaire*, *The Chronicles of Narnia: Prince Caspian*, *Hellboy II: The Golden Army*, *Notorious*, *The Squid and The Whale*, *The Reader*, *The Tudors*, *Wallace and Gromit*, and *Hotel Rwanda*.

Goldcrest's development and acquisitions team acquires rights to films and properties. Additionally, Goldcrest's Finishing Fund provides post-production services to independent producers in exchange for distribution rights and/or an equity position in the film.

Goldcrest Pictures and Goldcrest Capital Partners structure equity investments and other financing transactions in the media sector. In the past two years, the companies have structured 18 films ranging in budget from \$3 million to \$98 million, of which four have opened at number 1 at the US box office.

Goldcrest Film Sales has been established to build on its experience, strengths and infrastructure in library sales, financing and in post-production. Goldcrest Film Sales is currently building its sales slate and is aiming to become one of the world's leading sales agencies.

Goldcrest employs 58 people globally and has a team of 11 generating and monitoring worldwide film revenue.

CREATIVE ARTISTS AGENCY (CAA NY)

How talent agencies function and their role in packaging a film project; how to approach an agent to secure American actors for international co-productions and/or personal representation.

Creative Artists Agency is a talent and literary agency with offices in Los Angeles, Nashville, New York, Beijing, and London. CAA represents the most creative and successful artists working in music, film, television, theatre, sports, and games, and provides a range of strategic marketing services to corporate clients. The agency serves as the access point through which artists, consumers and global brands intersect to create, acquire and sell entertainment properties, and to enrich entertainment and brand experiences.

With its 5th Avenue address, CAA is the agency of some of the biggest stars in the world and the most powerful agency in Hollywood. The film industry client list includes Steven Spielberg, Tom Cruise, Brad Pitt, George Clooney, Will Smith, Julia Roberts, Kate Winslet, Tom Hanks, Sean Penn, Robert Downey Jr., Reese Witherspoon, Jerry Bruckheimer, James Cameron, Jim Carrey, Penelope Cruz, among many others.

CAA has an equity relationship with SS+K, a strategic communications firm. The Intelligence Group, a market research and trend forecasting company, is a division of CAA.

In March 2009 Fast Company named CAA among the 50 Most Innovative Companies in the World, alongside Apple, Google, Team Obama and others, noting that "in Hollywood, there's CAA and then there's everybody else." Fortune named CAA "the entertainment industry's most influential organization."

CIRCLE OF CONFUSION

www.circleofconfusion.com

Management company whose talent has been involved with the making of: The Matrix, Mr. & Mrs. Smith, Book of Eli, Mad Men, Sherlock Holmes, Quarantine, among others. Circle of Confusion's mandate is to discover and launch new talent.

NYC FILM COMMISSION

How to shoot in NYC, incentives, what the city offers, challenges and benefits.

<http://www.nyc.gov/html/film/html/index/index.shtml>

As the first film commission in the country, the Mayor's Office of Film, Theatre & Broadcasting is the one-stop shop for all production needs in New York City, including free permits, free exterior locations and free police assistance. The agency markets NYC as a prime location, provides premiere customer service to production companies and facilitates production throughout the five boroughs.

Whether production companies are shooting a feature film, a commercial, a television show or a music video, the Mayor's Office of Film, Theatre and Broadcasting serves as an invaluable resource to the New York City entertainment production industry.

TRIBECA MEETING

Presentation on what is a Tribeca film; programs and grants which promote new projects. - www.tribecafilm.com/festival

Tribeca Enterprises is a diversified multi-platform media company located in New York City. Established in 2003 by Robert De Niro, Jane Rosenthal and Craig Hatkoff, the company currently operates a network of branded entertainment businesses including the Tribeca Film Festival, Tribeca Film Festival International, and Tribeca Cinemas. The Company's mission is to provide artists with unique platforms to expand the audience for their works and to broaden the access point for consumers to experience independent film and media. Jonathan Tisch, through Walnut Hill Media, is a minority investor in Tribeca Enterprises and is a member of the Board of Directors.

PROF. JERRY W. CARLSON

Lecture on the history of the Indie movement in NYC and perspective on the current status of Indie film.

A specialist in narrative theory, global independent film, and the cinemas of the Americas, Professor Carlson is Coordinator of Critical Studies in the Film & Video Program at The City College and a member of the doctoral faculty in the Ph.D. Program in French and Film Studies at the CUNY Graduate Center. He has lectured at Stanford, Columbia, Escuela Internacional de Cine y TV (Cuba), the University of Paris, and the University of São Paulo, among others.

His current research is focused on how slavery and its legacy in the New World have been represented in cinema.

In addition, he is an active producer, director, and writer. An multiple Emmy award winning Senior Producer for City University Television (CUNY-TV), he created and produces the series CITY CINEMATHEQUE about film history, CANAPE about French-American cultural relations, and NUEVA YORK (in Spanish) about the Latino cultures of New York City. As an independent producer, his recent work includes the Showtime Networks production DIRT directed by Nancy Savoca and LOOKING FOR PALLADIN directed by Andrzej Krakowski. In 1998 he was inducted by France as a Chevalier de l'Ordre des Palmes Academiques.

SUSAN BODINE

Copyright and Entertainment attorney will discuss the challenges faced by independent producers in the US industry, and trends in TV, film and the marketplace. Also, will explain how to get your project financed in the US, sources of finance and financing structures, option agreements and FAQ on legal issues.

Susan Bodine practices in the firm Cowan, DeBaets, Abrahams & Sheppard LLP's motion picture and television group. Ms. Bodine's clients include prominent and critically acclaimed screenwriters, directors, producers, film production companies, and distributors. Among her services, Ms. Bodine provides counsel on corporate matters, film sales and distribution matters, financing matters, and production legal issues for domestic and international clients and projects. With 20 years of experience in the entertainment field, Ms. Bodine is well established as a leading member of the arts and entertainment community in New York.

She began her distinguished career in motion pictures, forming a law partnership, Cowan & Bodine, with Philip Cowan, the co-founder of Cowan, DeBaets, Abrahams & Sheppard. She was a founding partner of Epstein, Levinsohn, Bodine, Hurwitz, and Weinstein, where she practiced for 11 years and developed a nationally recognized motion picture practice group.

She has served as an adjunct professor of entertainment law at Pierce Law School's Intellectual Property Summer Institute, one of the top Intellectual Property schools in the U.S. She regularly lectures and teaches seminars and conferences sponsored by such institutions such as the Motion Picture Association of America (MPAA) and Practising Law Institute (PLI), and film and law schools such as NYU Tisch and Columbia's schools of law and film.

She has recently been named by Hollywood Reporter as one of its industry "Power Lawyers," and by Daily Variety as one of its "Show Business Women of Impact".

IRA DEUTCHMAN

Columbia University / Emerging Pictures - www.emergingpictures.com

Ira Deutchman has been making, marketing and distributing films for 31 years, having worked on over 150 films including some of the most successful independent films of all time. He was one of the founders of Cinecom and later created Fine Line Features — two companies that were created from scratch and in their respective times, helped define the independent film business.

Currently Deutchman is President and CEO of Emerging Pictures, a New York-based film distribution and digital exhibition company.

Among the over 60 films he acquired and released at Fine Line were Jane Campion's "An Angel at My Table," Gus van Sant's "My Own Private Idaho," Jim Jarmusch's "Night on Earth," Robert Altman's "The Player" and "Short Cuts," Roman Polanski's "Bitter Moon" and "Death and the Maiden," Alan Rudolph's "Mrs. Parker and the Vicious Circle," Mike Leigh's "Naked," and the

award-winning “Hoop Dreams,” which until recently was the highest grossing non-music documentary in history.

Other films Deutchman has worked on were “Sex, Lies, and Videotape,” “To Sleep with Anger,” “Metropolitan,” “A Room with a View,” “Stop Making Sense,” “El Norte,” and “The Brother from Another Planet.”

His screen credits include Associate Producer of John Sayles’ “Matewan;” Executive Producer of Jonathan Demme’s “Swimming to Cambodia,” Gary Sinise’s “Miles From Home,” Paul Bartel’s “Scenes from the Class Struggle in Beverly Hills,” Matty Rich’s “Straight Out of Brooklyn,” Stephen Gyllenhaal’s “Waterland,” Maggie Greenwald’s “The Ballad of Little Jo,” Alan Rudolph’s “Mrs. Parker & the Vicious Circle,” Paul Auster’s “Lulu On the Bridge,” Wayne Wang’s “Center of the World,” Daniel Noah’s “Twelve,” Anthony Jaswinski’s “Killing Time,” Loren-Paul Caplin’s “The Lucky Ones,” Amy Wadell’s “Brothel” and Georgia Lee’s “Red Doors;” and Co-Producer of David Anspaugh’s “The Game of Their Lives.” Deutchman was the Producer of Tony Vitale’s “Kiss Me, Guido,” Sarah Kernochan’s “All I Wanna Do,” Mark Christopher’s “54,” Adam Davidson’s “Way Past Cool,” Bob Gale’s “Interstate 60,” Tanya Wexler’s “Relative Evil,” and two upcoming films—Ann Hu’s “Beauty Remains” and Ed Radtke’s “Superheroes.” He was also Consulting Producer on the CBS sitcom “Some of My Best Friends.”

Deutchman is an Associate Professor in the Graduate Film Division at Columbia University. He is a graduate of Northwestern University, with a major in film.

Emerging Pictures is the largest all-digital Specialty Film and Alternate Content theater network in the United States.

Emerging has a network of arts institutions, media arts centers and independent art house theaters, tied together through digital technology – enabling them to cost effectively exhibit art films, documentaries, foreign language films, independent cinema and cultural programming. The Emerging Cinemas Network currently consists of 65 venues and is rapidly growing.

Its exclusive mix of world class programming draws a sophisticated and progressive audience that responds well to information on how their consumer choices affect the world. This same audience prides itself on being in touch with the latest, most cutting edge technologies and seeks entertainment across all media platforms, knowing that this type of content is not available through mainstream media.

NOTE:

All the above meetings are planned as part of the LATC US Film Industry Immersion Program in New York. Meetings with specific high-profile executives and players will depend on their individual schedules. The final detailed program schedule will be announced during the last week of May.