



FILM FINANCE

DISTRIBUTION

a dictionary of terms



by John W. Cones

Film Finance Distribution

John W. Cones



Film Finance Distribution:

Dictionary of Film Finance and Distribution John W. Cones, 2013 This dictionary is an aid to anyone involved in seeking to finance a feature film project especially independents It covers terms used in film production and distribution marketing accounting insurance securities corporate structures and general financial arenas All of the principal forms of feature film finance are covered including studio distributors production companies lending institutions co financing pre sales grants foreign and passive investor financing involving the sale of a security Film Finance & Distribution John W. Cones, 1992 Film Finance and Distribution defines those thorny legal and financial terms that often elude novice filmmakers and impede their attempts to secure financing and distribution The entries provide commentary on approaches to film finance and distribution definitions of production and post production technical terms definitions of unique film industry practices and procedures in a variety of areas and an extensive cross referencing of terms Cones offers definitions and advice This dictionary's harrowing journey through the depths of studio creative accounting is both revealing and frightening a must read for all filmmakers Richard F Brophy producer **Producing, Financing and Distributing Film** Paul A. Baumgarten, Mark Fleischer, 1992 Limelight The original edition of this book long out of print was published almost 20 years ago The decades since then have brought enormous changes to the business side of moviemaking requiring that the new edition be totally rewritten This is then a brand new book and one that has been most eagerly awaited In it three experts in entertainment law carefully explain the complex procedures involved in bringing a film to the screen from acquiring rights and financing to negotiating workable agreements with artists and craftspeople to distributing and exhibiting the finished motion picture Clear concise and above all authoritative this book cuts a pathway through a jungle and is an essential reference for the teacher of film the independent producer the would be filmmaker and anyone interested in the business of making movies **The Feature Film Distribution Deal** John W. Cones, 1997 John W Cones whose real goal is to stimulate a long term film industry reform movement shows how the financial control of the film industry in the hands of the major studios and distributors actually translates into creative control of the industry Cones discusses the pros and cons of the debate relating to the industry's so called net profit problem and the way in which the distribution deal plays an integral part in that problem He then breaks down five major film finance distribution scenarios explaining various distribution deals and suggesting ways of negotiating distribution Critically examining the specific terms of the distribution deal itself Cones covers gross receipts exclusions distributor fees and distribution expenses He also investigates the various forms of interest issues of production costs matters of creative control and general contractual provisions For handy reference Cones includes an extensive checklist for negotiating any feature film distribution deal The list deals with distribution fees distribution expenses interest production costs creative control issues general contractual provisions distributor commitments and the limits of negotiating His nine appendixes present a Motion Picture Industry Overview Profit Participation Audit Firms ADI Top 50

Market Rankings an AFMA Member List 1992 1993 a Production Financing Distribution Agreement a Negative Pickup Distribution Agreement a Distribution Rights Acquisition Agreement a Distribution Agreement Rent a Distributor Deal and a Foreign Distribution Agreement Cones wrote this book for independent producers executive and associate producers and their representatives directors actors screenwriters members of talent guilds distributors and entertainment antitrust and securities attorneys Securities issuers and dealers investment bankers and money finders investors and financiers of every sort also will be interested In addition Cones suggests and hopes that the book will interest Congress their research staff government regulators at the Internal Revenue Service the Securities and Exchange Commission the Federal Trade Commission and law enforcement officials such as the Los Angeles District Attorney and the U S Justice Department 43

Ways to Finance Your Feature Film John W. Cones,1998 On film finance **Investor Financing of Independent Film** John W. Cones,2023-11-03 This book explains how to comply with the federal and states securities regulations when seeking to raise money from private investors for the development production and or distribution of a feature or documentary film Drawing from the experience and expertise of a securities and entertainment attorney who has worked with independent filmmakers for 30 plus years this resource explores securities law compliance in order to help readers comply with the law and avoid criminal and civil liability while successfully raising investor funds for their film projects Readers will gain an understanding of why the securities laws apply to most investor financing transactions what choices need to be made by the filmmaker what information needs to be disclosed to prospective investors how to comply with the SEC s policy regarding financial projections what is the appropriate investment vehicle for various forms of investor financing what limitations are imposed on the use of finders and how to handle the required federal and state notice filings It is an essential resource for any film student taking a film finance course or a production course with a film finance component as well as any independent film producers entertainment securities attorneys and film school instructors who want to be informed about the legal and practical aspects of investor financing of independent films **The Film Finance Handbook** Adam P. Davies,Nicol Wistreich,2007 This is a complete guide to film finance around the world from first web short film to mainstream international multi million dollar co production The Feature Film Distribution Deal John W. Cones,1997 John W Cones whose real goal is to stimulate a long term film industry reform movement shows how the financial control of the film industry in the hands of the major studios and distributors actually translates into creative control of the industry Cones discusses the pros and cons of the debate relating to the industry s so called net profit problem and the way in which the distribution deal plays an integral part in that problem He then breaks down five major film finance distribution scenarios explaining various distribution deals and suggesting ways of negotiating distribution Critically examining the specific terms of the distribution deal itself Cones covers gross receipts exclusions distributor fees and distribution expenses He also investigates the various forms of interest issues of production costs matters of creative control and general contractual

provisions For handy reference Cones includes an extensive checklist for negotiating any feature film distribution deal The list deals with distribution fees distribution expenses interest production costs creative control issues general contractual provisions distributor commitments and the limits of negotiating His nine appendixes present a Motion Picture Industry Overview Profit Participation Audit Firms ADI Top 50 Market Rankings an AFMA Member List 1992 1993 a Production Financing Distribution Agreement a Negative Pickup Distribution Agreement a Distribution Rights Acquisition Agreement a Distribution Agreement Rent a Distributor Deal and a Foreign Distribution Agreement Cones wrote this book for independent producers executive and associate producers and their representatives directors actors screenwriters members of talent guilds distributors and entertainment antitrust and securities attorneys Securities issuers and dealers investment bankers and money finders investors and financiers of every sort also will be interested In addition Cones suggests and hopes that the book will interest Congress their research staff government regulators at the Internal Revenue Service the Securities and Exchange Commission the Federal Trade Commission and law enforcement officials such as the Los Angeles District Attorney and the U S Justice Department **UK Film Finance Handbook 2005/06: How To Fund Your Film** Adam P. Davies,2005-05

The reader from beginner making their first short film through to experienced producer packaging an international multi million pound co production is guided through the entire process of raising finance in a book packed with interviews case studies expert tips and details of more than 200 funds **Handbook of State Aid for Film** Paul Clemens Murschetz,Roland Teichmann,Matthias Karmasin,2018-04-01

This book is an analysis of the specificities of public film funding on an international scale It shows how public funding schemes add value to film making and other audio visual productions and provides a comprehensive analysis of today s global challenges in the film industry such as industry change digital transformation and shifting audience tastes Based on insights from fields such as cultural economics media economics media management and media governance studies the authors illustrate how public spending shapes the financial fitness of national and international film industries This highly informative book will help both scholars and practitioners in the film industry to understand the complexity of issues and the requirements necessary to preserve the social benefits of film as an important cultural good 43 Ways to Finance Your Feature Film John W. Cones,1995

In covering the scope of film financing Cones ranges from a discussion of studio based independent production company methods to an examination of lender financing without distributor contracts to a detailed analysis of active and passive investor vehicles and foreign tax shelters and incentives **The Insider's Guide to Film Finance** Philip Alberstat,2012-11-12 Financing an independent feature film production is a highly complex process This book demystifies the legal and commercial implications of a film from start to finish It provides a detailed survey of each of the processes and players involved and analyses of the legal and commercial issues faced by all of the participants in a film financing transaction Packed with legal advice and straight forward explanations this is an essential reference for filmmakers worldwide With contributions from leading professionals

around the world and an up to date international approach this is an invaluable tool for producers and others involved in the film industry Includes Case studies Sample Recoupment Schedules Alternative Financing Models Glossary of Film Financing and Banking Terms Philip Alberstat is a media finance and production lawyer specialising in film television and broadcasting He has worked on films such as The 51st State Goodbye Mr Steadman Tooth and numerous television programmes and series He is on the editorial board of Entertainment Law Review and is the author of The Independent Producers Guide to Film and TV Contracts 2000 and Law and the Media 2002 Philip is involved in raising finance for film and television productions and negotiating and structuring film and television deals He undertakes corporate and commercial work and handles the intellectual property aspects of broadcasting and finance transactions He has also executive produced numerous film and television productions He won an Emmy Award in 2004 as an Executive Producer of the Film The Incredible Mrs Ritchie Philip joined Osborne Clarke as a partner in February 2002 Prior to that he was Head of Legal and Business Affairs with one of the largest independent TV production companies in the UK He was previously Head of Media at Baker McKenzie and began his career at Olswang He was winner of the Lawyer Hifal Award for Solicitor of the year in 1997 and is listed in Legal Experts in the area of Film Finance Media *The British film and television industries* Great Britain: Parliament: House of Lords: Select Committee on Communications,2010-01-24 British Film and Television Industries Decline or Opportunity Volume II Evidence Media and Digital Management Eli M. Noam,2019-01-23 Being a successful manager or entrepreneur in the media and digital sector requires creativity innovation and performance It also requires an understanding of the principles and tools of management Aimed at the college market this book is a short foundational volume on media management It summarizes the major dimensions of a business school curriculum and applies them to the entire media media tech and digital sector Its chapters cover in a jargonless non technical way the major functions of management First creating a media product the financing of projects and the management of technology HR production operations intellectual assets and government relations Second harvesting the product created market research marketing pricing and distribution And third the control loop media accounting and strategy planning In the process this book becomes an indispensable resource for those aiming for a career in the media and digital field both in startups and established organizations This book is designed to help those aiming to join the media and digital sector to become creative managers and managerial creatives It aims to make them more knowledgeable less blinded by hype more effective and more responsible The Business of Film Paula Landry,Stephen Greenwald,2018-06-14 The updated second edition of this text introduces readers to the business of film at every stage of the filmmaking lifecycle from planning and production to distribution Authors Paula Landry and Stephen R Greenwald offer a practical hands on guide to the business aspects of this evolving industry exploring development financing regional global online distribution business models exhibition multi platform delivery marketing film festivals production incentives VR AR accounting and more The book is illustrated throughout with sample financing

scenarios and charts graphics and includes detailed case studies from projects of different budgets and markets This new and expanded edition has further been updated to reflect the contemporary media landscape including analysis on major new players and platforms like Netflix Amazon Google and Vimeo shifting trends due to convergence and disruption from new technology as well as the rise of independent distribution and emergent mobile and online formats An eResource also includes downloadable forms and templates PowerPoint slides quizzes and test banks and other additional resources A Textbook of Cultural Economics Ruth Towse,2019-08-15 This second edition offers a comprehensive up to date overview and analysis of cultural economics in the digital creative economy *Entertainment Industry Economics* Harold L.

Vogel,2001-04-23 This book provides everything a financial analyst of entertainment needs to know of the sector

Producing, Financing, and Distributing Film Paul A. Baumgarten,Donald C. Farber,1973 **British National Cinema** Sarah Street,2003-09-02 The first substantial overview of the British film industry with emphasis on its genres stars and socioeconomic context British National Cinema by Sarah Street is an important title in Routledge s new National Cinemas series British National Cinema synthesizes years of scholarship on British film while incorporating the author fresh perspective and research Street divides the study of British cinema into four sections the relation between the film industry and government specific film genres movie stars and experimental cinema In addition this beautifully illustrated volume includes over thirty stills from every sphere of British cinema British National Cinema will be of great interest to film students and theorists as well as the general reader interested in the fascinating scope of British film **The Business of Film** Stephen R. Greenwald,Paula Landry,2022-10-27 This updated third edition introduces readers to the business of film at every stage of the filmmaking lifecycle from planning and production to financing marketing and distribution Celebrated authors Stephen R Greenwald and Paula Landry offer a practical hands on guide to the business aspects of this evolving industry exploring streaming development financing trends regional global online distribution shifting business models exhibition multi platform delivery marketing VR AR virtual production accounting and more The book is illustrated throughout with sample financing scenarios and charts graphics and includes detailed case studies from projects of different budgets and markets This new and expanded edition has been updated to reflect the new challenges facing the industry due to Covid 19 and how to navigate the new landscape of film financing and distribution Other updates include coverage of new indie films and distributors virtual production the recent impact of global markets including the biggest streamers like Netflix Apple and Amazon are how they are shaping the future of the business This is essential reading for students looking for foundational knowledge of the film industry and guidance on how to successfully adapt to constant changes in the entertainment business Extensive online support material accompanies the book including downloadable forms and templates PowerPoint slides quizzes and test banks and other additional resources

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