

NBC/Universal Feature Film Interim Financing Clinic

November 16, 23, 30, 2005

Presented by NBC/Universal

For intermediate feature film producers

Instructors:

Jim Russell, *Partner*, Heenan Blaikie LLP

Lorri Charnetski, *Associate*, Heenan Blaikie LLP

Industry Guest:

Laurie May, *Co-President*, Maple Pictures Corp.

The NBC/Universal Feature Film Interim Financing Clinic, a three-evening course, has been designed to provide tailored financing guidance for intermediate feature film producers. This course will help producers navigate financial issues competently, build a bankable plan for their film projects and show producers how to fund cash flow to the production when most investors do not pay in full until delivery or later.

Part One – Overview of Funding

- Overview of film financing strategies, to including public and private investments (equity and subsidy), tax incentives, pre-sales, deferrals and ultra-low budget productions
- Current market trends – budget size of first time feature films, sources of finance, and information on the state of the market
- Budgeting, distribution deals, foreign territory pre-sales, video, DVD, television, and other distribution rights.

Part Two – Finding a Lender

- The interconnections between the budget, the financing plan and the cashflow
- Loan pricing
- Margin rates
- Interest reserves
- Negotiating a loan agreement
- The scope of Lender security
- Expediting the closing process

Part Three – Dealing With Third Parties

- Assignment and direction agreements
- Laboratory pledgeholder agreements
- Delivery disputes and arbitration
- “Credit Enhancements” – Export Development Canada , FIDEC
- GAP financing and sales agents
- Multiple lender scenarios
- Interim financing co-productions and co-ventures

Location: Heenan Blaikie LLP, Royal Bank Plaza, South Tower, 200 Bay Street, Suite 2600

Date: Wednesday November 16, Wednesday November 23 and Wednesday November 30

Registration: 6:00pm-6:30pm

Time: 6:30pm-9:00pm

Fee (3 Part Series): \$180 + GST Members, \$230 + GST Non-members

Registration (including resume submission) for the Feature Film Financing Clinic is required by November 4 , 2005. Space is limited (maximum of 25 participants), so register today to avoid disappointment. Please call 416.322.3420 x21 to register or send a completed registration form and resume to wift@wift.com or fax to 416.322.3703.

Intermediate Level - (prerequisite: producers must have one credit on at least one long-form project or have one commercial length project at an advanced stage of development.)