



Module 2 in Halifax

## Comments

“In a world where film and television finance models are changing if not under attack, Canadian/ European co-productions provide a bona fide way to produce motion pictures. As with any co-production, learning about your potential partners’ business methodology, market expectations as well as being able to ‘hang out’ with them over 12 days is an invaluable opportunity for any producer. I highly recommend TRANS ATLANTIC PARTNERS for any mid level producer looking to widen their business horizons.”

**Michael Frislev (Nomadic Pictures), Canada**  
TAP 2009 Participant

“I was delighted to be a part of TRANS ATLANTIC PARTNERS. The programme was intense, but the participants remained engaged and able to absorb a vast amount of information, thanks to the well balanced schedule of modules, networking activities and 1-2-1 meetings.”

**Isabel Davis, UK Film Council, UK**  
TAP 2009 Trainer

“TRANS ATLANTIC PARTNERS is not only a great occasion to meet like-minded people from both sides of the Atlantic, it also brings your project forward in short term and I’m confident it will continue to be helpful in the long term.”

**Peter de Maegd (Caviar Films), Belgium**  
TAP 2009 Participant



## CONTACT

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**Atlantic Film Festival Association**

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Inside: Riley Smith, Marke Slipp

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Erich Pommer Institut



Module 1 in Berlin

A Project by

## Strategic Partners / Atlantic Film Festival Association

Strategic Partners (SP) in Halifax is recognized as one of the world’s pre-eminent co-production markets, focusing on film & television from across Canada and around the world, including early stage projects.

200 top industry players gather for three days under one roof- producers, investors, sales agents, financiers, agencies, broadcasters and distributors. Intimate and effective, with easy access to excellent resources and creative and commercial contacts, SP projects get seen and discussed.

Strategic Partners is presented by the Atlantic Film Festival Association, a charitable, non-profit organization committed to promoting and building a strong cultural industry in Canada through its many events including the Atlantic Film Festival and Strategic Partners.

[www.atlanticfilm.com/sp](http://www.atlanticfilm.com/sp)

## Erich Pommer Institut

Founded in 1998, the Erich Pommer Institut (EPI) provides practice-oriented research, academic teaching, industry training and media consultation services. The Institute consistently applies the latest research results and findings from the film, TV and music industries to a wide spectrum of training fields. Each year, EPI organises and hosts around 40 seminars, workshops, conferences and panels – both for the German as well as the European media industry.

The Erich Pommer Institut was named after one of the most important film producers of the early 20th century. Many of his productions, such as *The Cabinet of Dr Caligari* (1920), *Metropolis* (1927) and *The Blue Angel* (1930), are world famous and still considered film classics.

[www.epi-media.eu](http://www.epi-media.eu)

# TRANS ATLANTIC PARTNERS

## International Co-Production: Focus Europe and Canada

**APPLY NOW!**  
Deadline is March 11th, 2010

## TRANS ATLANTIC PARTNERS

The Erich Pommer Institut, Potsdam (Germany) and Strategic Partners, Halifax (Canada) proudly present a two-module, intensive film training program for Canadian and European producers.

### CO-PRODUCTION TRAINING CO-PRODUCTION NETWORKING CO-PRODUCTION PARTNERS

TRANS ATLANTIC PARTNERS gives producers the necessary tools and knowledge to manoeuvre through the complex arena of international co-productions and to overcome the legal and financial barriers.

#### MODULE 1

19th – 24th June, 2010 in Berlin

#### MODULE 2

14th – 20th September, 2010 in Halifax

#### PARTICIPANTS BENEFIT BY:

- Developing specific skills in international co-production
- Learning from key professionals from both sides of the Atlantic
- Receiving up-to-date information on Canadian and European film funds and tax incentives
- Discovering new international partners and projects
- Accessing top industry players to discuss their projects in 1-2-1 meetings
- Participating in excellent networking opportunities

## PROGRAM 2010

### COURSE DESCRIPTION

TAP provides detailed information on international co-production from both a Canadian and a European perspective, including:

#### Co-production Overview

Co-production agreements, bilateral treaties, the European Convention, historical context of treaties and realistic forecasts for change, co-production and co-venturing structures and opportunities

#### Legal Aspects

Legal frameworks, contractual negotiations, labour codes and collective agreements, regulatory authorities, rights (including internet & digital)

#### Financing

Tax incentives, soft money, public funding, gap financing, labour rebates, private equity, grants, budgets and financial structures

#### Distribution

Sales agents, distributors, negotiation, territories, structures, players, new markets, market projections, profit share and back-end

#### Exploitation

Broadcasters, exhibitors, ISPs, ancillaries, markets, and structures

The trainers will be current, top industry co-production players. Case studies will be used to illustrate key points as co-producers share behind-the-scene lessons learned in development, production and distribution.

An integral part of Module 2, participants will be registered as full delegates at Strategic Partners to seek out co-production partners for their projects at one of the world's pre-eminent co-production markets.

## APPLICATION

TRANS ATLANTIC PARTNERS is designed for

- independent producers with at least five years of professional experience in the film and television industry
- a maximum of 15 producers from Canada and 15 producers from Europe

Please note that applicants with projects attached will be given priority status.

#### Participation Fee

1.500 Euro (2,420 CAD) includes:

- 1) Registration for Module 1, Module 2 and Strategic Partners
- 2) Accommodation and meals in Berlin (5 nights), and in Halifax (6 nights)

Application deadline is Thursday, March 11th, 2010.

Please find the application form and guidelines at [www.coproduction-training.com](http://www.coproduction-training.com)

### QUESTIONS? Please contact

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#### For EUROPEAN producers:

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## COMMENTS

“Best was the blend of practical teaching, intensive networking, and the targeted search for project and finance partners. The co-production market Strategic Partners is a real insider tip, especially because of the great mix of delegates and the hothouse atmosphere.”  
**Marc-Daniel Dichant (SCHMIDTz KATZE FILMKOLLEKTIV), Germany | TAP 2009 Participant**

“Great selection of projects and very interesting case studies to share... what else!”  
**Ilann Girard, ARSAM, France  
TAP 2009 Trainer**

“TRANS ATLANTIC PARTNERS was a valuable program which has opened the doors to German and European partnership on a number of projects. The program is meticulously assembled and guest speakers bring up-to-date knowledge relevant to making successful international co-productions.”  
**Damon D'Oliveira, Conquering Lion Pictures, Canada  
TAP 2009 Participant**

