

Networking Seminars presents its 11th Annual

FILM/TV PRODUCTION & FINANCE SUMMIT

MARCH 12, 2018 – LUXE SUNSET BLVD. HOTEL – LOS ANGELES

Summit Leaders:

Lucie Guernsey, Managing Director, Woodland Bay Capital

David Steinberg, Partner, Dentons LLP

8:00 AM – **Registration Opens**

8:45 AM – **State of the Industry**

This panel will address the current trends in the film industry with the direct to consumer deals getting financing and distribution, as well as, the moral and ethical issues in Hollywood following the woman's movement.

Lucie Guernsey, Managing Director, Woodland Bay Capital

David Steinberg, Partner, Dentons LLP

Karyn Edwards, EVP & Business Affairs, Netflix

Wade Davis, CFO, Viacom

9:15 AM – **Networking Break**

9:30 AM - **The Essentials of Financing Film & TV Productions**

This panel will examine in great detail the process of financing a feature film or television production and the legal documents that are typically applicable.

- Structure of a Financing Transaction
- Components of Financing: Pre-Sales, Equity & Incentives
- Security Interests and Financier Controls
- The Role of Producers, Bankers, Lawyers & Accountants
- Completion Bonds

David Steinberg, Partner, Dentons LLP

David K. Henry, FVP, Sr. Relationship Manager - Media & Entertainment, Bank Leumi USA

Nicholas Tabarrok, Producer & Owner, Darius Films Inc.

11:15 AM – **Networking Break**

11:30 AM – **Film, TV & Digital Distribution and Marketing**

- Attaching International Sales Agents
- When to Attach Domestic Distribution
- Creating a Distribution Plan
- Marketing, Social Media and Gorilla Marketing
- Exhibitors and Booking Agents – Dealing Directly with Exhibitors
- The Current Role of Film Festivals and Markets
- Digital Distribution/VOD markets

Moderator

Lucie Guernsey, *Managing Director, Woodland Bay Capital*

Panel

David Dinerstein, *President, D Squared Films*

Audrey Delaney, *Senior Vice President of Marketing & Acquisitions, Myriad Pictures*

Russell Schwartz, *President, Pandemic Marketing*

Rena Ronson, *Partner/Head, Independent Film, United Talent Agency*

Paul Sacchetti, *Director, Distribution & Partnerships, Hulu*

12:30 PM – **Networking Luncheon**

1:30 PM - **U.S. States & International Jurisdictions Providing Production Incentives**

- State Tax Credits in their Jurisdictions
- What is Local Spend?
- Interim financing for US tax based soft money
- Combining U.S. State and foreign incentives

Moderator

Dama Claire, *Incentives Special Consultant, EP Financial Solutions at Entertainment Partners*

Panel

Nancy Rae Stone, *Program Director, California Film Commission*

Kathleen Thompson, *Vice President, EP Financial Solutions at Entertainment Partners*

Ortwin Freyermuth, *President, Freyermuth & Associates Inc.*

Kevin J. Logan, *Director, Production Tax Planning & Incentives, Netflix*

Additional Panelists to Be Announced

2:30 PM - **Networking Break**

2:45 PM - **Financing for Film, Television & Digital Productions**

This panel will explore the role of debt lenders in film finance and the conditions a producer needs to satisfy to secure such financings.

- Banks – Commercial and Private
- Private Equity
- Banking Presales & Tax Credits
- Gap and Bridge Loans

Moderator

Lucie Guernsey, *Managing Director, Woodland Bay Capital*

Panel

David Acosta, *Senior Vice President, City National Bank*

David Friedman, *Executive VP and General Counsel, New Regency Productions*

Annette Grot, *Senior Media Lender, Media & Entertainment, Royal Bank of Canada*

Michael Hansen, *Managing Director, Three Point Capital*

Danny Mandel, *EVP, Media & Entertainment Finance, Aperture Media Partners*

Karen Robson, *Partner, Pryor Cashman*

Hal Sadoff, *CEO, Silver Pictures Entertainment*

3:45 PM - **Networking Break**

4:00 PM - **Chain of Title Documentation, Cast Agreements, Music Licensing and Other Key Production Agreements**

This session will discuss the principal agreements required for a typical film. Many issues associated with production agreements are often misunderstood. The panel will attempt to de-mystify some of the agreements and explain common pitfalls and traps including fair use of music and the necessary errors & omissions (E&O) insurance.

David Steinberg, *Partner, Dentons LLP*

5:00 PM - **Conference Concludes - Networking Reception**

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Speaker Biographies



David Steinberg is a business lawyer specializing in the areas of entertainment, media and intellectual property. David primarily practices in the film, television, music, and book publishing industries. He acts for film and television producers and distributors, broadcasters, Internet service providers, publishers, creators and manufacturers of home entertainment products and merchandise. David advises his clients in both Canada and the United States on matters related to film and television financing, production and distribution, the licensing of intellectual property for integrated media products and the sale and acquisition of rights. David is a dynamic advisor who consistently applies a pragmatic approach to his practice. As a result, he has developed strong, long-lasting relationships with his clients. David is highly service-oriented and committed to assisting his clients in achieving their goals. He combines superior legal skills, industry experience and an adaptable approach to communicating and negotiating in all types of business transactions. David is a frequent speaker and lecturer on various media and entertainment law related topics in both Canada and the United States. He is peer-rated as “most frequently recommended” in the annual Canadian Legal Lexpert® Directory and is recognized as one of Canada’s leading lawyers in the area of entertainment law in the 2011, 2012, 2013 and 2014 editions of The Best Lawyers in Canada (Woodward/White). David is also listed as one of the top 500 leading lawyers in Canada in entertainment law in the Lexpert®/American Lawyer Guide to the Leading 500 Lawyers in Canada. He has been recognized in the 2013 Canadian Legal Lexpert Directory in entertainment law. He is recognized by Best Lawyers in Canada 2015 as one of Canada’s leading lawyers in the area of Entertainment Law (2006-2015).



Lucie L. Guernsey has had over 25 years of credit, financial and commercial banking experience in the global Media and Entertainment Industries. Her 25 years’ experience encompasses the film, television, cable, broadcasting, music, gaming and publishing industries and her broad expertise includes activities such as Structured Loans, Single Purpose Loans, Private Equity, European Capital Markets, Bank Syndications and Private Placements. Ms. Guernsey has had experience in the specialized area of Media and Entertainment in both traditional and investment banking areas. Currently Ms. Guernsey is Board Member (Non-Executive) of First State Holding Co (Jersey) Ltd which is a Fund that owns and manages a large music catalog. She is also a Managing Director, USA, at Woodland Bay Capital Ltd, a Vancouver based company organized to arrange for a variety of production services, including arranging for the monetization of Canadian tax rebates for content copyright owners. Ms. Guernsey was also the Chief Investment Officer for the fully allocated Cedar Lane Entertainment Fund. Ms. Guernsey has also worked at IDB Bank’s Entertainment, Sports and Media team. Prior to IDB, Ms. Guernsey ran a global Media and Entertainment Group at WestLB. Ms. Guernsey has spoken at a number of seminars and panel discussions at Columbia University, The New York Film Forum and New York University’s MBA School.



David Henry is a First Vice President and Senior Relationship Manager Bank Leumi USA Media & Entertainment Group. Previously, he was Senior Vice President and Managing Director, East West Bank's Entertainment Banking Group in Beverly Hills. Bank Leumi USA provides customized financial services to the entertainment industry, with a focus on film and television clients in the U.S., Canada, United Kingdom and Europe. Prior to that he was Senior Vice President & Manager of the Entertainment Banking Group at Bank Leumi USA and the Entertainment Industries Group at U.S. Bank. During his 20 year tenure in the media & entertainment industry, Mr. Henry has been involved with the financing of over 200 motion pictures and television series.



Nicholas Tabarrok is a prolific film and television producer whose company, Darius Films, has offices in Los Angeles and Toronto. Since 1998, he has produced over a dozen features that have received both commercial and critical success. Many of them have premiered at the world's top film festivals: ***The Life and Hard Times of Guy Terrifico*** (Toronto International Film Festival, SXSW 2005), *Hank and Mike* (Karlov Vary 2007), ***Surviving Crooked Lake*** (Slamdance 2008), ***Weirdsville*** (Toronto International Film Festival and opening night gala of the 2007 Slamdance and Raindance Film Festivals), ***Coopers' Christmas*** (Toronto International Film Festival 2008), and ***Defendor*** (Toronto International Film Festival 2009). Nicholas' most recent completed film, ***A Beginner's Guide to Endings*** starred Harvey Keitel, Scott Caan and JK Simmons. ***The Black Marks***, starring Kurt Russell, Matt Dillon, Jay Baruchel and Terence, distributed by Dimension Films. Nicholas' first television series, ***Fugget About It***. Nicholas was honored by Variety Magazine as one the "Top Ten Producers to Watch" in 2008.