

Columbia University School of the Arts  
A Research Arts Course Offering

INTERNATIONAL MOVIE FINANCING  
By Sandra Schulberg

Movie financing is an international business, and emerging filmmakers need to learn and apply the financial instruments routinely used by experienced Hollywood and independent producers and directors.

Veteran international film financier and producer Sandra Schulberg provides a step-by-step introduction to the panoply of financing mechanisms currently in use between the United States and international co-producing/co-financing partners in key territories around the world.

These mechanisms include:

- Official “treaty” co-productions
- Non-treaty co-financing
- Pre-sale financing provided by international sales agencies
- Pre-sale financing provided by individual theatrical distributors or TV buyers
- Tax-driven financing opportunities
- Bank guarantees and/or “gap” financing
- Constraints on using combinations of the above.

Course includes:

- Case studies of specific films financed with two or more international financing instruments
- Access to and analysis of co-production/co-financing agreements
- Access to and analysis of pre-sale agreements
- Access to completion guarantee agreement (i.e. completion bond)
- Review of essential elements on which international production agreements may hinge, e.g. nationality and marketability of key cast and creative personnel.

Course will also train students in the creation of appropriate presentation materials required to query prospective financial partners.

INTERNATIONAL MOVIE FINANCING will be offered as a series of 6 sessions spread over 3 or 6 weeks, depending on scheduling issues and student needs.

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