

EUROPE, NOW! FILM INDUSTRY MEETINGS

Meet the European Decision Makers

March 13 -14, 2020

ELAV Circus, Via Madonna della Neve, 3 Bergamo

Brand new and all-European industry section which is intended to be a Networking Platform devoted to the opportunities that European festivals, markets, training programmes and funding offer to young directors and producers, in a more professional and international perspective.

In collaboration with:

Creative Europe Desk Italy MEDIA – Ufficio di Torino

AGICI - Associazione Generale Industrie Cine-Audiovisive Indipendenti

AIR3 - Italian Directors Guild - Associazione Italiana Registi

Friday, March 13

THE EUROPEAN FESTIVALS: ROLE AND PERSPECTIVES IN THE NEXT TEN YEARS OF CREATIVE EUROPE
Meet the European Festivals, Co-production Markets and Labs!

Film festivals are nowadays the go-to place for distribution, promotion of innovation and heritage, but also an access point to the market and a hub of permanent education as well as critical discussion and audience development. With the continued support of Creative Europe, BFM promotes a day of debate and networking, inviting representatives of European festivals, markets and institutions that share the mission to promote the circulation of European film.

9.30 am

Opening of EUROPE, NOW! FILM INDUSTRY MEETINGS and welcome coffee

10.00 am

Panel: The role of festivals - First part: distribution, promotion of innovation and heritage, and audience development.

Moderated by Cristina Loglio, expert in European cultural policies.

1° slot - Festival funding and a few examples of European film festival models

- **Silvia Sandrone** - Creative Europe Desk Italy MEDIA: Creative Europe tools for supporting the mission and future challenges of EU film festivals;
- **Martha Otte** - Tromsø International Film Festival / **Milja Mikkola** - Midnight Sun Film Festival and **Arnaud Dumatin** - La Rochelle International Film Festival: How these festivals face the new challenges through innovative cultural (and business) models;

2° slot - The Italian festivals: their film literacy and audience development strategies and their relation with independent distribution

- **Joana Fresu De Azevedo** - AFIC Board of Directors: How Italian festivals deal with independent distribution and audience development issues
- **Silvia Pareti** - Piccolo Grande Cinema: How festivals can work in synergy with education; an example of a film festival entirely devoted to children and youth, and a successful European film literacy project co-funded by Creative Europe (The Film Corner Platform)
- **Eddie Bertozzi** - Academy Two: How film festivals can support the distribution of independent and arthouse films (that often, after touring the festival circuit, have to build their presence in movie theatres) and contribute to create new audiences for them

3° slot - Film festivals and the promotion of heritage films

- **Juliette Rajon** - Festival Lumière / Marché du Film Classic: How to promote heritage films without losing sight of the market and future distribution
- **György Ráduly** - National Film Institute – Film Archive – Hungary / Budapest Film Marathon: Retrospectives and tributes in the festival programming as a chance to promote film restoration and the rediscovery of the masters of contemporary cinema

1.00 pm

Lunch Break and lunch with the festival and market decision makers (by reservation only)

NOTE: The lunch is optional and not included in the registration fee and the Industry Pass.

2.30 pm

Panel: The role of festivals - Second part: Accessing the market and permanent education

- **Alessandra Speciale** - Milano Film Network: How a film festival network built some tools to promote the access to market for young filmmakers and producers, with an eye on the positive effects on the territory
- **Frédéric Boyer** - Les Arcs FF and the Co-production Village and **Javier Garcia Puerto** - Tallin Black Nights FF / Industry@Tallinn & Baltic Event: How a successful co-production forum that became a European reference point for scouting new talents and projects can change the programming of festivals (if this is the case!)
- **Manuela Buono** - Slingshot Films (partner of European Film Promotion): *Survival kit for crowded markets: useful tips for useful meetings, or what a director/producer should never forget to bring to the table when meeting with a sales agent*
- **Marek Sindler** - Eventival: Presentation of new tools to support and facilitate networking practices among directors, producers and festivals through a new and wide European global network of information

5.00 pm

Talk with João Nicolau, protagonist of the “Europe, Now!” section of Bergamo Film Meeting 38: a Portuguese director who co-produces with France (Shellac Sud), has a special bond with Italy and whose sales agent is one of the most important in Europe (The Match Factory).

6.00 pm

Networking cocktail

Saturday, March 14

EUROPEAN FUNDING, EU CO-PRODUCTIONS AND ACCESS TO THE MARKET: WHAT IS WHAT?

Meet the decision makers for EU film funding!

Directors and producers (i.e. the creative team of a film project) are nowadays required to be more knowledgeable and deeply aware of all the opportunities that Creative Europe and national and regional institutions offer in order to support a film project, no matter the production stage. Film festivals, with their co-production forums and training programmes, are often the go-to place, but then it is imperative to develop an expertise on funding and access to market tools which, in some case, are very niche-oriented but can generally help a lot in facing the financial issues typical of any stage of a film production. Being part of a professional network is another way to find other useful tools and to exchange ideas with European colleagues on similar issues, looking for common solutions.

h. 9.30

Welcome coffee and breakfast with the decision makers (by reservation only)

h. 10.30

Panel: Access to film funding and the market

Moderated by Cristina Loglio, expert in European cultural policies.

- **Silvia Sandrone** - Creative Europe Media Desk Italy: An overview on EU funds supporting the producers
- **Bruno Zambardino** – ILC / Direzione Generale Cinema e Audiovisivo MIBACT: An overview on the opportunities for co-production funding and the news tools for internationalization of film professionals
- **Griselda Guerrasio** - Istituto Luce Cinecittà / FilmItalia - An overview on available tools for promoting the internationalization of young Italian directors
- **Federico Pedroni** - Rai Cinema: How the most important national broadcasting network operates for supporting films of Italian young directors, in a European perspective
- **Jo Mühlberger** - European Film Promotion - “Producers on the Move Programme” and the other EFP tools to support the permanent education of directors and producers, their access to the market and European networking of professionals
- **Alessandro Gropplero** - When East Meets West: a successful model of co-production forum which is also a training opportunity, celebrating ten years of constant business growth; why it is a go-to place and what tools it can provide for directors and producers

1.00 pm

Lunch Break in collaboration with **La ricetta perfetta**, hosted by the Cineforum film critics magazine and association

NOTE: The lunch is optional and not included in the registration fee and the Industry Pass.

2.30 pm

Panel: EU co-productions - Some case histories (in collaboration with AGICI)

- Institutional greetings of **Claudia Di Lascia**, AGICI Nord Ovest (Lombardia, Piemonte, Val d'Aosta and Liguria regions) representative
- **Federico Minetti**, Effendemfilm: The co-development and news of the Italy-France call, the case of *Montaigne* by Lombard director Luca Ferri
- **Simone Gandolfo**, Macaia Film: co-producing with South America, the Ibermedia call and the *Io sono Vera* (*I Am Vera*, Italy/Chile) case

- **Ines Vasiljevic**, *Nightswim*: European and extra-European productions: the cases of *Likemeback* (*Nightswim*) and *Just Like My Son* (Ascent Film)
- **Gianfilippo Pedote**, Casa delle visioni: Supra-national funding - Eurimages and Media (development) in the film *All About You* by Alina Marazzi, and the case of the still-in-development project *Spherycon* (Germany and France, Media, Italo-German Bilateral Fund)

4.30 pm

Panel: EU co-productions - Some case histories (part 2)

- **Danis Tanović**, protagonist of the “Europe, Now!” section of Bergamo Film Meeting 38, and his producer **Cédomir Kolar**: the case history of a successful author/producer collaboration and of a film career of all European co-productions, from two short documentaries to the Academy Award winning feature film *No Man’s Land*
- **Rúnar Rúnarsson**, director and producer, protagonist of the “Europe, Now!” section of Bergamo Film Meeting 38: his feature films as an example of virtuous funding, co-production and participation to festivals and markets.
- **Cristina Sardo**, *Rossofuoco*: how an EU co-production can solve financial problems in a radical way: the case of *Fuori tutto*, 2019 documentary winner of the Torino Film Festival Italiana Doc section, where Italy became minority co-production
- **Pietro Pinetti**, Studio Bozzetto: *Beasties!* as a virtuous example of a TV series project supported by the Creative Europe development fund in 2019.

6.00 pm

Networking cocktail in collaboration with **Aperitoon**, hosted by Emiliano Fasano

Info and contacts:

Alice Arecco
 Industry Coordinator - Bergamo Film Meeting
 T. +39 035 363087
industry@bergamofilmmeeting.it