

THE BIZ

6TH
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the basic business,
legal and financial aspects
of the film industry
in a digital world

SCHUYLER M. MOORE

Biz The Basic Business Legal And Financial Aspects Of The Film Industry

Gabriel Campisi



Biz The Basic Business Legal And Financial Aspects Of The Film Industry:

The Biz Schuyler M. Moore, 2018 Today's film industry is a legal and financial obstacle course that independent filmmakers must learn to master. The most comprehensive guide to negotiating that obstacle course is *The Biz*, a highly accessible overview of the industry's important business, legal, and financial aspects. Filled with industry savvy advice, it clearly explains raising financing, business structuring, securities laws, budgeting essentials, dealing with the guilds, loans, completion guarantees, distribution deals, video on demand, virtual reality, calculating net profits, film industry accounting practices, and contingent payments, copyright, publicity, and trademark laws, screen credits, and talent demands, litigation problems, bankruptcy, taxation of film companies, film industry business jargon, and much more, including many useful sample forms and agreements. The 5th Edition adds much new material, including the most current information on video on demand and virtual reality.

The Biz Schuyler M. Moore, 2011 Today's film industry is a legal and financial obstacle course that independent film makers must learn to master. The most comprehensive guide to negotiating that obstacle course is *The Biz*, a highly accessible overview of the industry's important business, legal, and financial aspects. Filled with industry savvy advice, it clearly explains Raising financing, Business structuring, securities laws, Budgeting essentials, dealing with the guilds, loans, Completion guarantees, distribution deals, calculating net profits, In industry accounting practices, and contingent payments, Copyright, publicity, and trademark laws, Screen credits, and talent demands, Litigation problems, Bankruptcy, Taxation of film companies, Internet distribution of films, Film industry business jargon, and much more. The book also includes a dozen useful sample forms and agreements. This 4th Edition comprehensively updates all chapters.

The Business of Film Stephen Greenwald, Paula Landry, 2022-10-27 This updated third edition introduces readers to the business of film at every stage of the filmmaking lifecycle, from planning and production to financing, marketing, and distribution. Celebrated authors Stephen R. Greenwald and Paula Landry offer a practical, hands-on guide to the business aspects of this evolving industry, exploring streaming, development, financing trends, regional, global, online distribution, shifting business models, exhibition, multi-platform delivery, marketing, VR, AR, virtual production, accounting, and more. The book is illustrated throughout with sample financing scenarios and charts, graphics, and includes detailed case studies from projects of different budgets and markets. This new and expanded edition has been updated to reflect the new challenges facing the industry due to Covid 19 and how to navigate the new landscape of film financing and distribution. Other updates include coverage of new indie films and distributors, virtual production, the recent impact of global markets, including the biggest streamers like Netflix, Apple, and Amazon, and how they are shaping the future of the business. This is essential reading for students looking for foundational knowledge of the film industry and guidance on how to successfully adapt to constant changes in the entertainment business. Extensive online support material accompanies the book, including downloadable forms and templates, PowerPoint slides, quizzes, and test banks, and other additional resources.

Entertainment Industry Economics Harold L. Vogel, 2001-04-23

This book provides everything a financial analyst of entertainment needs to know of the sector **The Independent Filmmaker's Guide to Writing a Business Plan for Investors, 2d ed.** Gabriel Campisi, 2012-04-09 Filmmakers need more than heart talent and desire to realize their dreams they need production capital Finding willing investors can be the most difficult step in an aspiring filmmaker's pursuit of higher budget entertaining motion pictures This practical guide provides detailed instructions on preparing the most important tool for recruiting investors a persuasive business plan Included in this new edition are suggested ways to approach potential investors lists of various financial sources available to Hollywood productions and tips on spotting unscrupulous financiers Interviews with key Hollywood producers offer real world insight *The Independent Filmmaker's Law and Business Guide* Jon M. Garon, 2009-06 Preparing independent or guerrilla filmmakers for the legal financial and organizational questions that can doom a project if unanswered this guide demystifies issues such as developing a concept founding a film company obtaining financing securing locations casting shooting granting screen credits distributing exhibiting and marketing a film Updated to include digital marketing and distribution strategies through YouTube or webisodes it also anticipates the problems generated by a blockbuster hit sound tracks merchandizing and licensing Six appendices provide sample contracts copyright forms and circulars Writer's Guild of America definitions for writing credits and studio contact information *A Concise Handbook of Movie Industry Economics* Charles C. Moul, 2005-03-14 This short handbook collects essays on all aspects of the motion picture industry by leading authorities in political economy economics accounting finance and marketing In addition to offering the reader a perspective on what is known and what has been accomplished it includes both new findings on a variety of topics and directions for additional research Topics include estimation of theatrical and ancillary demand profitability studies the resolution of evident paradoxes in studio executive behavior the interaction of the industry and government the impacts of the most recent changes in accounting standards and the role and importance of participation contracts New results include findings on the true nature of the seasonality of theatrical demand the predictive power of surveys based upon trailers the impact of the Academy Awards the effectiveness of prior history measures to gauge cast members and directors and the substitutability of movies across different genres *The International Film Business* Angus Finney, 2014-10-10 The International Film Business examines the independent film sector as a business and addresses the specific skills and knowledge it demands It describes both the present state of the industry the significant digital and social media developments that are continuing to take place and what changes these might effect The International Film Business describes and analyses the present structure of the film industry as a business with a specific focus on the film value chain discusses and analyses current digital technology and how it potentially may change the structure and opportunities offered by the industry in the future provides information and advice on the different business and management skills and strategies includes case studies on a variety of films including *The Guard* 2011 *The King's Speech* 2010 *The Best Exotic Marigold Hotel* 2012 *Cloverfield* 2008 *Pobby Dangan aka Opal*

Dream 2005 Confessions of a Dangerous Mind 2002 The Reckoning 2002 and The Mother 2003 and company case studies on Pixar Renaissance Redbus and Zentropa Further case studies on films that failed to go into production include Neil LaBute's Vapor and Terry Gilliam's Good Omens Taking an entrepreneurial perspective on what future opportunities will be available to prepared and informed students and emerging practitioners this text includes case studies that take students through the successes and failures of a variety of real film companies and projects and features exclusive interviews with leading practitioners in all sectors of the industry from production to exhibition *Business Plans for Filmmakers* John W.

Cones, 2010-10-28 The practical and legal aspects of writing a business plan for a film venture can be daunting to navigate without a firm grasp of how With this in mind John W Cones's *Business Plans for Filmmakers* arms independent movie makers and students with everything they need to successfully tackle the confusing intersection of law business and art when creating a business plan for a movie This pragmatic volume offers plenty of examples and strategies for success sharing straightforward insight into some of the toughest challenges independent filmmakers face when encountering these documents With simple yet thorough detail and clarity Cones outlines the legal requirements affecting movie proposals including ways to evaluate the necessity for a business plan or a securities disclosure document as well as the legal definition of an active investor Also addressed are the numerous subjects filmmakers and students must consider before a film offering including the efficacy of a business plan to fund the development production and distribution phases of a film common elements of fraud of which fledgling filmmakers should beware the intricacies of revenue sharing and how to render financial projections Cones also imparts useful distinctions between such industry terms as company financing versus project financing along with many others This book also includes in depth guidance through the murky paths of investor analysis and key strategies to find and attract parties interested in financing film Drawing upon his many years as a securities and entertainment attorney and his experiences advising independent film producers Cones offers the tools necessary not only to understand investors motivations but also to use that knowledge to the filmmaker's advantage Also provided are perceptive studies of the investment vehicles commonly used in business plans seeking investors with analysis of each method's pros and cons Throughout the volume Cones uses sample plans to offer a real world grasp of the intricacies of the business In the business of this art knowledge is power *Business Plans for Filmmakers* dispels the myths and misinformation circulating among filmmakers to provide accurate and useful advice *The Pocket Lawyer for Filmmakers* Thomas A.

Crowell, 2012-10-02 You have an idea you want to pitch to a production company how do you safeguard your concept There's a painting in the background of your independent film is it necessary to clear the rights The screenplay you and a friend wrote gets optioned how do you split the proceeds fairly How do you get a script to popular Hollywood actors or deal with their agents Find quick answers to these and hundreds of other questions in *The Pocket Lawyer for Film and Video* the next best thing to having an entertainment attorney at your beck and call Written by a TV producer turned entertainment lawyer

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The Art of Investing in Film Maria Johnsen,2023-04-26 In this book I provided a comprehensive guide to film investment including the history of film investment in Europe and North America the structure of the film industry current trends and the art of investing in film I covered the various types of investments such as equity investments debt investments gap financing and tax incentives and explained the risks and rewards of film investing along with case studies I have also discussed building a film investment portfolio due diligence working with producers agents managers and talents evaluating film projects negotiating deals legal considerations distribution and marketing and the international market Additionally I included case studies of successful and failed investments as well as real estate and crowdfunding options for film investment Finally I concluded with a discussion of the future of the film industry and the role of investors in shaping up the movie industry I wrote this book out of my deep passion for the film industry and a desire to share my knowledge and experience as a film investor and filmmaker with aspiring investors in this field My ultimate goal is to inspire and motivate readers to pursue their passion and make a positive impact in the film industry In addition I aim to challenge prevalent myths and misconceptions that surround film investment and encourage critical thinking among my audience and readers I also wrote this book with investors filmmakers and academics in mind as there is currently a lack of practical literature on film investment for higher education The existing books on the market are outdated and do not provide relevant information for today s industry

The Insider's Guide to Film Finance Philip Alberstat,2012-11-12 Financing an independent feature film production is a highly complex process This book demystifies the legal and commercial implications of a film from start to finish It provides a detailed survey of each of the processes and players involved and analyses of the legal and commercial issues faced by all of the participants in a film financing transaction Packed with legal advice and straight forward explanations this is an essential reference for filmmakers worldwide With contributions from leading professionals around the world and an up to date

international approach this is an invaluable tool for producers and others involved in the film industry Includes Case studies Sample Recoupment Schedules Alternative Financing Models Glossary of Film Financing and Banking Terms Philip Alberstat is a media finance and production lawyer specialising in film television and broadcasting He has worked on films such as The 51st State Goodbye Mr Steadman Tooth and numerous television programmes and series He is on the editorial board of Entertainment Law Review and is the author of The Independent Producers Guide to Film and TV Contracts 2000 and Law and the Media 2002 Philip is involved in raising finance for film and television productions and negotiating and structuring film and television deals He undertakes corporate and commercial work and handles the intellectual property aspects of broadcasting and finance transactions He has also executive produced numerous film and television productions He won an Emmy Award in 2004 as an Executive Producer of the Film The Incredible Mrs Ritchie Philip joined Osborne Clarke as a partner in February 2002 Prior to that he was Head of Legal and Business Affairs with one of the largest independent TV production companies in the UK He was previously Head of Media at Baker McKenzie and began his career at Olswang He was winner of the Lawyer Hifal Award for Solicitor of the year in 1997 and is listed in Legal Experts in the area of Film Finance Media

The Pocket Lawyer for Filmmakers Thomas A. Crowell, Esq., 2022-08-30 This no nonsense reference helps independent filmmakers recognize and solve the critical legal issues they might face throughout the course of making a film Author Thomas A Crowell TV producer turned entertainment lawyer will help you to understand and negotiate crucial production contracts handle actors and their agents and navigate the perils of copyright infringement and other lawsuits Updated throughout to address important changes to the law and incorporating discussion of online distribution crowd funding social media marketing and international productions this expanded third edition will provide you with the skills to Protect the copyright to your work Finance your film and watch out for common financing traps Understand how tax credits and other incentives are used in film financing Work with other screenwriters and protect your script ideas Adapt a book or comic into a screenplay Know how to spot the difference between copyright infringement and fair use Hire crew members actors and post production staff Draft a production services agreement or a license to use someone else s work License music for soundtracks Negotiate a distribution agreement or understand how to distribute your film alone Learn how to best position your film for Netflix Make money from YouTube And much more Written for accessibility and ease of reference this book is a vital resource for any student or independent filmmaker wanting their films to be successful and free of legal disasters

Producing for TV and New Media Cathrine Kellison, Dustin Morrow, Kacey Morrow, 2013 Previously published as Producing for TV and video 2005

Investor Financing of Independent Film John W. Cones, 2023-11-03 This book explains how to comply with the federal and states securities regulations when seeking to raise money from private investors for the development production and or distribution of a feature or documentary film Drawing from the experience and expertise of a securities and entertainment attorney who has worked with independent filmmakers for 30 plus years this

resource explores securities law compliance in order to help readers comply with the law and avoid criminal and civil liability while successfully raising investor funds for their film projects Readers will gain an understanding of why the securities laws apply to most investor financing transactions what choices need to be made by the filmmaker what information needs to be disclosed to prospective investors how to comply with the SEC's policy regarding financial projections what is the appropriate investment vehicle for various forms of investor financing what limitations are imposed on the use of finders and how to handle the required federal and state notice filings It is an essential resource for any film student taking a film finance course or a production course with a film finance component as well as any independent film producers entertainment securities attorneys and film school instructors who want to be informed about the legal and practical aspects of investor financing of independent films

The BIZ - the Basics Business, Legal and Financial Aspects of the Film Industry Schuyler M. Moore, 2002

Taxation of the Entertainment Industry Schuyler M. Moore, 2008 Taxation of the Entertainment Industry Ninth Edition is an insightful treatise that helps practitioners spot unique issues before they become problems interpret rules and regulations correctly make business decisions that lower taxes and ensure compliance with the law This valuable reference by expert practitioner and author Schuyler Moore provides in depth treatment of the taxation of film and television industries including music and sports It provides insights on proven strategies and techniques for achieving solid bottom line results for those practitioners with clients within the entertainment industry

Independent Film Finance David Offenberg, 2023-11-02 For aspiring producers and directors who need to learn film finance from the ground up this revolutionary new book teaches the fundamentals through the voices of more than 60 successful independent producers Using a research and data based approach award winning professor David Offenberg combines the wisdom of well known and successful producers into one fun easy to follow guide Within readers will learn how to talk to potential investors and what those financiers will expect from them in return The book is also packed with informative anecdotes and examples to enrich each chapter and contextualize the film financing landscape As the book progresses equity debt revenue profits and their role in your movie will be explored Accessible information about tax incentives and profit participations is included to help emerging filmmakers build out a workable financing plan The book combines hard numbers and data sets with direct guidance from successful producers to construct a holistic overview on how you can turn your new found financial knowledge into funding for your movie This ground breaking book is a must read for any aspiring producer or director who wishes to gain an informed and easily digestible understanding of film finance

Introduction to Media Distribution Scott Kirkpatrick, 2023-12-04 In this second edition author Scott Kirkpatrick draws from over a decade of personal experience in the distribution arena to provide a clear and up to date overview of the entire film television and new media distribution business Readers will learn what fuels the distribution process and exactly how the distribution business works from beginning to end not merely what happens to a film or television series upon acquisition but how distributors develop presell

and broker deals on content before it even exists This new edition considers a much more international approach to media distribution with case studies and analyses from across the globe It also reflects on the ever increasing relevance of diversity and inclusiveness in the industry as well as the new media verticals like podcasts and the effects of social media influencers on the media landscape The book will be an integral guidebook for any student or professional wishing to understand both the basics and the subtleties of media distribution The book also contains a robust appendix containing in depth studies of legal definitions material delivery requirements territory by territory financial projections and more

Co-Financing Hollywood Film Productions with Outside Investors Kay H. Hofmann, 2012-10-28 Over the past two decades investors from outside the motion picture industry have increasingly supplied equity to U S film productions Today these so called co financing arrangements are a common phenomenon in Hollywood While the large studios usually carry out the operative tasks of movie production and distribution the financiers as co owners of the completed films have rights to the residual profits Kay H Hofmann analyzes the conflicts of interest and the organizational problems that may arise between the experienced major studios and investors with comparably low industry expertise Guided by principal agent theory the empirical analysis provides evidence for adverse selection and multiple aspects of moral hazard during production as well as distribution Based on these findings the author develops solutions that are not only relevant for current and future investors but also for studios and film producers who rely on the long term availability of external funds

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