



IFP No Borders international co-production market, New York

Susan Boehm (Development Manager)

Following the Toronto International Film Festival Susan Boehm spent a few days in New York attending the IFP No Borders international co-production market. The FTO, Film Victoria and NZ Film Commission (the ANZ partnership) made an agreement with No Borders in 2005 to send one project from each territory annually. This year the selections were exclusively from Film Victoria and included:

- *The Secret River* (Director: Fred Schepisi, Prod: Mark Ruse, Stephen Luby)
- *The Circus* (Director: Emma Freeman, Prod: Leanne Tonkes)
- *Fat, Forty & Fired* (Producer: Robyn Kershaw)

The projects were booked for one-on-one pitch meetings with sales agents, talent agents, distributors and financiers both international and from the US over three days. Representatives from approximately 100 companies took meetings with the producers.

Networking drinks each evening and a No Borders opening night cocktail held on the Sunday were effective networking events with good attendance from the industry allowing the producers to meet them informally. Projects that have previously attended No Borders include *Accidents Happen*, *Almost French*, *Lou*, *South Solitary* and *Clubland*.

Also while in NYC Susan met with:

- **Merideth Finn**, EVP, New Line Cinema – was formerly development executive at Fine Line. They do roughly 4-5 films per year, very commercial, company benefiting from the big muscle of Warner Bros., films can stay in theaters longer.
- **Paul Hardart**, owner Adirondack Pictures – the New York based film finance company that put money into *Mary & Max*. Very focused on how to leverage exposure for an Academy campaign for *M & M*. Wants to know about more SA films, wants to meet Animal Logic. Has other animation projects in pipeline but does not do them exclusively.
- **John Hodges** – Head of Development, Big Beach Films (*Little Miss Sunshine*) to discuss co-development possibilities. They do between 3-4 films annually. They aren't interested in horror or action but like political thrillers (a la *Constant Gardener*) Very material driven and audience focused with a specific eye for inspirational, smart, life affirming, uplifting stories. Would love the next *Babe*. Very keen to adapt books. Doing a Sam Mendes \$25M so able to go higher than their usual \$6-8M budgets.

TRAVEL REPORT

- **Mirella Cheeseman** – Development executive, Jean Doumanian Films – currently working with Andrew Bovell, will produce US production of *When The Rain Stops Falling*; and are currently developing film version of *Blackbird* (won Olivier in London) that Mirella said possible Cate Shortland could direct, it could be filmed in Oz. Mirella is very interested to know about Australian talent.
- **Jason Kliot & Joanne Vicente** – producers of Open City Films, NYC based production company – representative films include Steven Soderberg's *Bubble*, *Enron*, *Lovely and Amazing*, *Welcome To The Dollhouse*. Currently working on *Talking Dog* (Dir, Les Mayfield), a \$12M project financed with Content, Prescience and OmniLab with \$5.2M coming out of India. Interested to hear about SA projects and wants to connect with Animal Logic.
- **Jody Hotchkiss** – long history as a book agent, producer of *The Kite Runner* and others now producing *Cockeyed* that Jodie Foster will direct. Very interested in meeting Australian producers for co-producing possibilities.
- **Rachel Chanoff** – Sundance Institute – Rachel and I had a preliminary discussion about the possibility of Screen Australia's Development Department collaborating with the Sundance Institute on creating a version of their renown Writers and Directors Lab in Australia. Discussions for this initiative are currently ongoing.

Prepared by Susan Boehm
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