

Actor Resources

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Cast

COMEDY

Comedy Casting
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Direct

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INDUSTRY

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ORGANIZATION

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Comedy Casting
Contracts

Compiled by Tanja Kersey

Contracts

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"The Yellow Pages to Urban Hollywood"

Urban Hollywood Resource Directory

2008 Edition

Compiled & Edited by Tanya Kersey

Urban Hollywood Resource Directory

2008 Edition

The Urban Hollywood Resource Directory contains the names, addresses and phone numbers of thousands of career and business contacts and services related to the business of urban entertainment.

Compiled & Edited by Tanya Kersey

Did we forget you? Do you need to update your current listing? Visit us online at www.urbanhollywoodresourcedirectory.com to update your current listing or add a new listing. We cannot however, guarantee inclusion of all information sent and we reserve the right to edit listings.

We want reader feedback! If you have any comments about this publication, or suggestions on how to improve next year's edition of the Urban Hollywood Resource Directory, please email us at uhrd@urbanhollywoodresourcedirectory.com.

A special discount is available for multiple copy purchases. Please contact our office for further information at sales@urbanhollywoodresourcedirectory.com.

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To those people and groups who acknowledged and supported the 2008 Urban Hollywood Resource Directory, the publisher is indeed grateful.

There is no charge to be listed in the Urban Hollywood Resource Directory. If you provide or know of a legitimate service for African Americans in the entertainment industry, please send us details so we can be sure to include it in next year's edition. We cannot however, guarantee inclusion of all information sent. It is not the intention of the publisher to discriminate against any individual or business because of race, religion or national origin. Inclusion in this directory does not imply any judgment by the publisher about the capability or quality of the business or its employees. This guide is not intended to be an endorsement of any person or business listed, but as a reference guide for those interested in or involved in the entertainment industry.

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Published by;

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Publisher's Page



For the last 17 years, I have been a working entertainment journalist, covering "Black Hollywood." My personal mission -- to provide and facilitate the exchange of news, information, and education to Blacks interested in and involved in the entertainment industry. I am so pleased to share with you this 2008 edition of my "Urban Hollywood Resource Directory," which will introduce you to many of the players in the Hollywood game, from producers to distributors.

It is my hope that this Directory will open doors to the wealth of information and services available in the entertainment industry, and become a valuable and useful career tool.

Many thanks to all of those who contributed their personal recommendations and information contained in this publication, and to the many people who have supported this effort.

Many blessings,

Tanya Kersey

Tanya Kersey
Publisher/Editor

*This Directory is
dedicated to M.S. Kersey
for instilling in me that
“Knowledge is Power.”*

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A Note About Agents

LITERARY AGENTS

Visit the Writers Guild of America website at www.wga.org for a FREE Agency List of literary agencies that represent film, television and interactive writers. The WGAw does not offer assistance in finding or suggesting an agent, nor does it assume liability for any acts or omissions of the agencies listed herein.

Each agency has its own submission policy. The WGAw recommends that a writer send a query letter, rather than submitting an unsolicited script. This letter should be concise, outlining relevant credentials and briefly describing the nature of the work.

As a courtesy, most agents will return literary material if a self-addressed stamped envelope is included with the submission. However, agencies are under no obligation to return the submitted material, nor can the WGAw assist in the recovery of non-returned material.

WGAw "No Fees" Policy: Guild policy prohibits an agency from appearing on this list if it charges reading fees or similar fees as a condition to read literary material. Such literary material includes but is not limited to screenplays, teleplays, telescripts, stories, treatments, bibles, formats, plot outlines, breakdowns, sketches, narration, non-commercial openings and closings, long form story projections and/or pilots--including all rewrites and polishes thereto. Please contact the Guild at (323) 782-4502 if you find that any of the listed agencies charge reading fees or similar fees for this type of literary material. The WGAw "No Fees" policy also applies to agencies that refer writers to entities which charge reading fees or similar fees. NOTE: Some agencies on this list charge reading fees or similar fees for other forms of literary material (e.g., novels or plays).

AGENTS FOR DIRECTORS

Visit the Directors Guild of America website at www.dga.org an online version of the list of DGA signatory (a.k.a. "franchised") agencies. The DGA does not offer assistance in selecting or retaining an agent.

TALENT AGENTS

For the most up-to-date information on talent agents, check out "*The Agencies: What the Actor Needs to Know*" (Hollywood and New York editions available) published by Acting World Books. This publication has served the Hollywood and Greater Los Angeles acting and talent agency communities since 1983, providing complete and continually updated details of the Screen Actors Guild, American Federation of Television and Radio Artists and Actors Equity Association franchised talent agencies, also agency members of the Association of Talent Agents (ATA) and the National Association of Talent Representatives (NATR) in the Greater Los Angeles area. In December 1997 the New York Edition was added. Listings of agencies who are specifically looking for "ethnic" talent is included in each monthly edition. For more info: Michael Lloyd, Acting World Books, P.O. Box 3899, Hollywood, CA 90078, Telephone & Fax: (800) 210-1197 or (818) 905-1345, Email: sonnyboy@actingworldbooks.org, www.actingworldbooks.org.

For other information about agencies see the Association of Talent Agents website - a nonprofit trade association composed of companies engaged in the talent agency business. Visit www.agentassociation.com.

Warning About Talent/Modeling Agencies

Do you think you have what it takes to be a model or actor? Many unscrupulous talent and modeling agencies will lead you to believe so. However, far too often, consumers are victimized by fraudulent agencies promising money, exposure and stardom.

There are ethical and legitimate talent and modeling agencies in the entertainment business. Before becoming involved with an agency, know exactly what they should be doing for you. An agency should be engaged in the marketing and booking of talent. Usually a state license is required to book work for a fee. The agent's role is to promote the talent who has contracted for their marketing services, negotiate the most favorable contract for the talent and collect a commission from the talent. You should interview your agent as thoroughly as you would interview your doctor, lawyer, or CPA. Remember, the agent will be working for you, not vice versa. Carefully review your contract with your agent. This is your agreement regarding what the agent will do to earn the commission you pay.

To help you detect fraudulent opportunities, the Better Business Bureau warns that disreputable agencies often:

Ask for up-front money, which may be called "registration," "consultation," or "administrative" fees. Legitimate agents work on a commission. They don't get any money until you get paid for doing the work they have obtained for you.

Pressure you to leave a check or cash deposit or sign a contract immediately. The agent may insist that you take acting lessons at a particular school or from a particular teacher; or may try to get you to buy expensive photographs, audition tapes, or other services or materials sold by someone he or she suggests. An agent's time should be spent finding work for his or her client, not selling products and services.

Display pictures of famous models or celebrities on the walls to make you believe they are represented by that agency, although they're not.

Use names which sound similar to well-known agencies. Fraudulent companies will sometimes do this to give the incorrect impression that they are connected to a legitimate entity.

Place phony ads in the help wanted section of newspapers that say something like, "new faces wanted" for commercials, movies or modeling or claim that "no experience is necessary."

Problems or complaints about an agent or an agency may be referred to the BBB, state Department of Licensing and Regulation or consumer protection agency in the city where the company is located. To obtain helpful consumer information on a particular agency, you will need to contact the local BBB that serves that particular city.

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Black Talent news .COM

The Entertainment Industry Trade Publication

Daily News & Info

Relevant to Blacks in the Entertainment Business

For up-to-the-minute black entertainment news and information, visit www.blacktalentnews.com

ADVERTISING AGENCIES

AD*ITIVE

225 Arch Street
Philadelphia, PA 19106
www.ad-itive.com
(215) 525-1400

ANDERSON COMMUNICATIONS

2245 Godby Rd.
Atlanta, GA 30349
www.andercom.com
(404) 766-8000

BURRELL

233 N. Michigan Ave
Chicago, IL 60601
www.burrell.com
(312) 927-9600

CAROL H. WILLIAMS ADVERTISING

555 12- Street, Suite 1700
Oakland, CA 94607
www.carolhwilliams.com
(510) 763-5200

CIRCULATION EXPERTI

707 Westchester Ave., Suite 309
White Plains, NY 10604
www.experti.com
(914) 948-8144

CRAWLEY HASKINS SLOAN

510 Walnut St., Suite 1300
Philadelphia, PA 19106
www.crawley-haskins.com
(215) 922-7184

CROSSOVER CREATIVE GROUP

3220 Blume Dr., Suite 292
Richmond, CA 94806
www.crossovercreative.com
510-222-5830

DANIELLE-ASHLEY COMMUNICATIONS

111 E. Wacker Drive
Chicago, IL 60601
www.danielleashley.com
(312) 240-9900

E. MORRIS COMMUNICATIONS INC.

820 N. Orleans, Suite 402
Chicago, IL 60619
www.emorris.com
(312) 943-2900

EQUALS THREE COMMUNICATIONS

7910 Woodmont Ave., Suite 200
Bethesda, MD 20814
www.equals3.com
(301) 656-3100

FLOWERS COMMUNICATIONS GROUP

542 S. Dearborn, Suite 1150
Chicago, IL 60605
www.flowerscomm.com
(312) 986-1250

FOOTSTEPS LLC

200 Varick St., Suite 620
New York, NY 10014
www.footstepsgroup.com
(212) 924-6432

FUSE INC.

802 North 1st St., Suite 300
St. Louis, MO 63102
www.fuseadvertising.com
(314) 421-4040

GLOBALHUE

26555 Evergreen, Suite 1700
Southfield, MI 48076
www.globalhue.com
(223) 248-8900

IMAGES USA

914 Howell Mill Rd, NW
Atlanta, GA 30318
www.imagesusa.net
(404) 892-2931

KING GROUP

1801 N. Hampton, Suite 410
Desoto, TX 75115
(972) 296-0563

LAGRANT COMMUNICATIONS

626 Wilshire Blvd., Ste. 700
Los Angeles, CA 90017
www.lagrantcommunications.com
(323) 469-8680

LATTIMER MOFFITT COMMUNICATIONS

659 Auburn Ave. NE
Atlanta, GA 30312
www.lattimermoffitt.com
(404) 526-9312

BLACK INDUSTRY EXECUTIVE ROSTER

The following lists black executives at the motion picture studios, television and cable networks, and other leading entertainment companies.

20TH CENTURY FOX

10201 W. Pico Blvd.
Beverly Hills, CA 90035
(310) 369-1000
Roland MacFarland, VP, Standards, Fox TV
Vanessa Morrison, SVP, Production
Ron Taylor, VP, Diversity Development
Howard W. Watts III, Director, Diversity Development
Mitsy Wilson, SVP, Diversity Development

20TH CENTURY FOX ANIMATION

10201 W. Pico Blvd., Bldg. 58
Los Angeles, CA 90035
(310) 369-1000
Vanessa Morrison, President, Fox Animation

ACADEMY FOUNDATION

Academy of Motion Picture Arts & Sciences
8949 Wilshire Boulevard
Beverly Hills, California 90211
(310) 247-3000
Cheryl Boone Isaacs, President

AFRICA CHANNEL, THE

11135 Magnolia Blvd., Ste. 110
North Hollywood, CA 91601
(818) 655-9977
Fax (818) 655-9944
www.theafricanchannel.com
James Makawa, Founder/CEO
Jacob Arback, Founder/President
Bob Reid, EVP/GM
Shirley Neal, VP, Production & Development

BLACK ENTERTAINMENT TELEVISION (BET)

10635 Santa Monica Blvd.
Los Angeles, CA 90025
(310) 481-3800
Washington DC Headquarters:
One BET Plaza, 1235 W. Street, NE
Washington, DC 20018-1211
(202) 608-2000
East Coast Office:
555 W. 57th St.
New York, NY 10019
(212) 846-4048
Alvin Bowles, Senior Vice President, Integrated
Marketing
Nicholas Charles, Vice President of Content, BET
Interactive
Denys Cowan, SVP, Animation
Reginald Hudlin, President, Entertainment

Constance Cribbs Knight, Vice President, BET Home
Entertainment (a partnership with Paramount Home
Entertainment)
Brett King, Senior Vice President, Scripted
Programming
Stephen Hill, EVP, Entertainment & Music Programming
Audrey LaCatis Onyeike, Vice President of Talent (NY
OFFICE)
Robyn Lattaker-Johnson, Senior Vice President,
Development, Reality Programming
Debra L. Lee, Chairman/CEO
Jeanine Liburd, Senior Vice President, Communications
and Public Affairs
Melanie Massie, Vice President of Talent
Scott Mills, President and Chief Operating Officer, BET
Networks
Sitarah Pendelton, Vice President, Development
Byron Phillips, Executive Vice President, Entertainment,
BET Networks
Michael Pickrum, Chief Financial Officer
Janet Rolle, Executive Vice President and Chief
Marketing Officer
Denmark West, President, Digital Media
Shaun Williams, Vice President of Business Operations

CBS TELEVISION

51 W. 52nd Street
New York, NY 10019
(212) 975-4321
Josie Thomas, SVP, Diversity

COLUMBIA TRISTAR MARKETING GROUP

10202 W. Washington Blvd.
Culver City, CA 90232
(310) 244-4000
Dwight Caines, Executive VP, Worldwide Digital
Marketing

DEL, SHAW, MOONVES, TANAKA FINKELSTEIN & LEZCANO

2120 Colorado Ave., Suite 200
Santa Monica, CA 90404
(310) 979-7900
Fax (310) 979-7999
Nina L. Shaw, Esq.

DISNEY

500 S. Buena Vista St.
Burbank, CA 91521
(818) 560-1000
Kevin Garrett Monroe, Esq., Senior Counsel, Business
and Legal Affairs Department, Walt Disney Motion
Picture Group

FOCUS FEATURES/ROGUE PICTURES

100 Universal City Plaza
Universal City, CA 91608
(818) 777-1000
Adriene Bowles, President, Worldwide Publicity and
Executive Vice President, Marketing

FOX SEARCHLIGHT

10201 W. Pico Blvd. Bldg. 38
Beverly Hills, CA 90035
(310) 369-4402
Zola Mashariki Reyes, VP, Production

GERSH AGENCY, THE

232 N. Canon Dr.
Beverly Hills, CA 90210
(310) 274-6611
Lorrie Bartlett, Partner

HBO ENTERTAINMENT

2500 Broadway, Suite 400
Santa Monica, CA 90404
(310) 382-3000
Daria Overby, Director, Original Programming, Comedy
Series/Specials
Jada Miranda, VP, Comedy Series

HBO FILMS

2500 Broadway, Suite 400
Santa Monica, CA 90404
(310) 382-3000
Sam Martin, VP, Development & Production,
John Murchison, VP Development & Production,
Miniseries

HBO VIDEO

1100 Avenue of the Americas
New York, NY 10036
(212) 512-1000
Henry McGee, President

IMAGE ENTERTAINMENT

20525 Nordhoff St., Ste. 200
Chatsworth, CA 91311
(818) 407-9100
Brett Dismuke, VP of Acquisitions and Urban
Programming, President, One Village Entertainment

INTERNATIONAL CREATIVE MANAGEMENT (ICM)

10250 Constellation Blvd.
Los Angeles, CA 90067
(310) 550-4000
Andrea Nelson Meigs, Agent

KENNEDY/MARSHALL COMPANY, THE

619 Arizona Ave.
Santa Monica, CA 90401
(310) 656-8400
Matt Jackson, SVP, Production

LIONSGATE

2700 Colorado Ave.
Santa Monica, CA 90404
(310) 255-3700
Charisse Nesbit ***

**MANDALAY INTEGRATED MEDIA
ENTERTAINMENT**

4751 Wilshire Blvd., Third Floor
Los Angeles, CA 90010
(323) 549-4300
Damien Douglas, Producer

MILLER & PLIAKAS, LLP

9720 Wilshire Blvd., Suite 700
Beverly Hills, CA 90212
(310) 360-1313
Darrell D. Miller, Esq.

MORRIS YORN BARNES & LEVINE

2000 Avenue of the Stars, 3rd Fl. North Tower
Los Angeles, CA 90067
(310) 319-3900
Stephen Barnes, Esq.

MTV FILMS

5555 Melrose Ave., Modular Bldg. 2nd fl.
Los Angeles, CA 90036
(323) 956-8023
Loretha Jones, SVP, MTV Films
Charlie Jordan Brookins, Director, Development

MTV NETWORKS

1515 Broadway
New York, NY 10036
(212) 258-8000
Antonious Porch, Senior Vice President, Business and
Legal Affairs, Digital Media Group
Marva Smalls, Executive Vice President, Global
Inclusion Strategy

NBC UNIVERSAL CORPORATE

3000 W Alameda Avenue
Burbank, CA 91523-0001
(818) 840-4444
Paula Madison, EVP, Diversity

NEW LINE CINEMA

116 N. Robertson Blvd. Suite 200
Los Angeles, CA 90048
(310) 854-5811
Kathy Busby, SVP, Production

MANDATE PICTURES

8750 Wilshire Blvd., Ste. 300 East
Beverly Hills, CA 90211
(310) 360-1441
Tendo Nagenda, VP, Production
tnagenda@mandatepictures.com

PARAMOUNT PICTURES

5555 Melrose Ave.
 Los Angeles, CA 90038
 (323) 956-5000
 Pauline Fischer, Vice President, Worldwide Acquisitions

PRINCIPATO-YOUNG ENTERTAINMENT

9465 Wilshire Blvd., Ste. 880
 Beverly Hills, CA 90212
 (310) 274-4474
 E. Brian Dobbins, Manager

ROGERS & COWAN/WEBER SHANDWICK

Pacific Design Center
 8687 Melrose Ave., 7th Fl.
 Los Angeles, CA 90069
 (310) 854-8100
 Arnold Robinson, Publicist

SHOWTIME NETWORKS

10880 Wilshire Blvd. Suite 1600
 Los Angeles, CA 90024
 (310) 234-5200
 Pearlana Igbokwe, SVP, Original Programming
 Valerie Watts Merez, Director of Programming

SONY PICTURES TELEVISION

10202 W. Washington Blvd..
 Culver City, CA 90232
 (310) 244-2000
 Winifred White Neisser, SVP, Movies & Miniseries

STYLE NETWORK

5750 Wilshire Blvd.
 Los Angeles, CA 90036
 (323) 954-2400
 Salaam Coleman-Smith, Executive Vice President

SUNDANCE INSTITUTE

8857 W. Olympic Blvd.
 Beverly Hills, CA 90211
 (310) 360-1981
 Shari Frilot, Assoc. Programmer, Sundance Film Festival

THE CW

3300 W. Olive Ave., 3rd Fl.
 Burbank, CA 91505
 (818) 977-2500
 Kim Fleary, Executive Vice President, Comedy

THE N, THE NIGHTTIME NETWORK FOR TEENS

1515 Broadway
 New York, NY 10036
 (212) 258-8000
 Essie Chambers, Vice President, Development

TIME WARNER

4000 Warner Blvd.
 Burbank, CA 91522
 (818) 954-6000
 Debra Langford, Director, Strategic Sourcing
 Worldwide Recruitment & Executive Search

TOLLIN/ROBBINS PRODUCTIONS

4130 Cahuenga Blvd., Unit 305
 Toluca Lake, CA 91602
 (818) 755-3000
 Sharla Sumpter Bridgett, President, Film

TURNER BROADCASTING

1 CNN Center
 Atlanta, GA 30303
 (404) 827.1700
 Loretta Young Walker, Senior Vice President and Chief
 Human Resources Officer

TV ONE

1010 Wayne Ave.
 Silver Spring, MD 20910
 (301) 755-0400
 Alfred Liggins, President
 Rose Catherine Pinkney, Executive Vice President of
 Programming, Production & Development
 Johnathan Rodgers, CEO/President

UNIVERSAL MEDIA STUDIOS

100 Universal City Plaza
 Universal City, CA 91608
 (818) 840-4444
 Jennifer Turner, VP, Drama Programming

VENTANAZUL (Salma Hayek's production company)

10250 Constellation Blvd., 2nd Fl.
 Los Angeles, CA 90067
 (310) 449-3300
 Lumumba Mosquera, VP, Business & Legal Affairs

WALT DISNEY INTERNET GROUP

500 S. Buena Vista St.
 Burbank, CA 91521
 (818) 623-3200
 Duncan Orrell-Jones, Senior Vice President and
 Managing Director, Walt Disney Internet Group Asia
 Pacific

WARNER PREMIERE

4000 Warner Blvd.
 Burbank, CA 91522-0001
 (818) 954-6000
 Eva Davis, Senior VP of Acquisitions and Business
 Development

WARNER BROS. TELEVISION PRODUCTION

4000 Warner Blvd.
Burbank, CA 91522
818-954-6000
Henry Johnson, VP, Production
Odetta Watkins, Director, Current Programming

WARNER BROS. ENTERTAINMENT

4000 Warner Blvd.
Burbank, CA 91522
(818) 954-6000
Kiko Washington, SVP, Worldwide Human Resources

WARNER BROS. INTERACTIVE ENTERTAINMENT

4000 W. Alameda Ave., Ste. 4050
Burbank, CA 91505
(818) 977-0102
Jason Hall, SVP ***

WARNER INDEPENDENT PICTURES

4000 Warner Blvd.
Burbank, CA 91522
(818) 954-6000
Tracey Bing, VP, Production & Acquisitions

WILLIAM MORRIS AGENCY (WMA)

One William Morris Pl.
Beverly Hills, CA 90212
(310) 859-4000
Charles D. King, Motion Picture Literary Agent
Dana Sims, Talent Agent
Marcus Wiley, TV Literary Agent

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GILBERT-LURIE, STIFFELMAN, COOK,
JOHNSON, LANDE & WOLF**

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CASTING DIRECTORS

CHEMIN BERNARD CASTING

c/o CSA
606 N. Larchmont Blvd. Suite 4B
Los Angeles, CA 90004
(323) 463-1925
Chemin Bernard
Casts features, television and theatre. Credits include "Fat Albert," "Moesha."

JAKI BROWN CASTING

1337 Third Street Promenade
Suite 300
Santa Monica, CA 90401
(323) 954-0007
Jaki Brown-Karmen
Casts feature films & TV. Credits include "Akeelah and the Bee," "Eve's Bayou," "Good Burger," "Jackie Brown," "Once Upon a Time... When We Were Colored," "Waiting to Exhale," "Boyz N The Hood," "I'm Gonna Git You Sucka"

BUMPIT CASTING

5482 Wilshire Blvd. #363
Los Angeles, CA 90036
(213) 700-5139
Email: bumpitcasting@aol.com
Balyndah Bumpus
Casts music videos and indie films

ALETA CHAPPELLE CASTING

PO Box 1528
New York, NY 10101
(212) 642-6355
Aleta Chappelle
Credits include "Drumline," "Life Support," "Introducing Dorothy Dandridge," "The Nutty Professor," "Sister Act 2" and "Boomerang"

KIM COLEMAN CASTING

9021 Melrose Ave., Ste. 200B
West Hollywood, CA 90069
(310) 274-5932
Kim Coleman
Casts films. Credits include "First Sunday," "Miracle at St. Anna," "Feel the Noise," "How She Move"

AISHA COLEY

7336 Santa Monica Blvd., Ste. 611
Los Angeles, CA 90046
(323) 882-4144
Casts films & TV. Credits include "Welcome Home Roscoe Jenkins," "Roll Bounce," "All You've Got"

PATRICK CUNNINGHAM CASTING

c/o Paramount Pictures
5555 Melrose Ave.
Hollywood, CA 90038
(323) 956-5435
E-mail: pscrox@aol.com
Patrick Cunningham
Casts films & TV

KIM HARDIN CASTING

(213) 694-0316
Casts films & TV. Credits include "This Christmas," "ATL," "Four Brothers," "Hustle & Flow," "Shottas," "Biker Boyz," "Black Snake Moan"

IN THE TWINK OF AN EYE CASTING

(818) 623-2336, (800) 821-2974
E-mail: Twinkcasting@aol.com
Twinkie Byrd
Casts films. Credits include "Stomp the Yard"

EILEEN MACK KNIGHT CASTING

12031 Ventura Blvd., Ste. 4
Studio City, CA 91604
(818) 753-9585
Eileen Mack Knight
Casts features, television, theatre and voice-overs.
Credits include "The Bernie Mac Show," "The Proud Family."

ORPHEUS GROUP CASTING

165 West 46th St., Ste. 405
New York, NY 10036.
(212) 957-8760
Fax: (212) 957-1320
E-mail: orpheus.ny@verizon.net
Maria E. Nelson, Elyn Long Marshall
Casts film, theatre, TV and industrials. Credits include "Maria Full of Grace," "Real Women Have Curves" and "Girlfight."

ROBI REED & ASSOCIATES

Robi Reed & Associates
6255 Sunset Blvd., #923
Los Angeles, CA 90028
(323) 463-6350
Robi Reed, A. Doran Reed, Andrea Reed, Donna R. Reed
Casts feature films, TV, commercials and music videos.
Credits include "Waist Deep," "Antwone Fisher," "Girlfriends," "Soul Food," "Do the Right Thing," "Malcolm X," "Tuskegee Airmen," "Love Jones," "Gridlock'd," "The Fighting Temptations," "Set It Off," "Their Eyes Were Watching God" and "Barbershop."

KEVIN SCOTT

c/o Casting Society of America
 606 N. Larchmont Blvd., Suite 4B
 Los Angeles, CA 90004
 (323) 463-1925
 Casts TV. Credits include "Half & Half," "All About the Andersons," "My Wife and Kids"

WINSOME SINCLAIR & ASSOCIATES

(516) 874-2408
 Fax: (516) 485-6752
 wsacasting@aol.com
 www.wsaentertainment.com
 Winsome Sinclair
 Casts films, commercials, industrials, informercials, print advertising, theatre and television.

PAMELA STATON CASTING

7336 Santa Monica Blvd. Suite 640
 West Hollywood, CA 90046
 (323) 656-0305
 Email: cdpamstaton@yahoo.com
 Casts films - specializes in independent films.

STREETWISE CASTING

578 Washington Blvd., Ste. 457
 Marina Del Rey, CA 90292
 (310) 396-3184
 Fax: (310) 827-4756
 Email: francisco@streetwisecasting.com
 www.streetwisecasting.com
 Francisco Cooksey

MONICA SWANN CASTING

c/o CSA
 6767 Forest Lawn Dr., Ste. 100
 Los Angeles, CA 90068
 (818) 977-5888
 Monica Swann, Bridgette Glover White
 Casts film and TV. Credits "Cheaper by the Dozen 2," "Roll Bounce," "Fat Albert," "You Got Served," "All of Us," "Soul Food," "All About the Andersons" and "The Parkers"

T.E.C. CASTING

P.O. Box 523
 Bronx NY 10462
 Email: tuffyseycandi@aol.com or
 tuffyseycandee@aol.com
 Email: tuffytec@gmail.com (Producers, directors and UPMs only)
 www.teccasting.com
 Tuffy Questell, Serena Rosario-Stanley, Cheryl Questell

VICTORIA THOMAS CASTING

Casts film & TV. Credits include "Talk to Me," "Blood Diamond," "I Think I Love My Wife," "Beauty Shop," "Guess Who"

SAMUEL WARREN & ASSOCIATES

2244 4th Avenue, Suite D
 San Diego, CA 92101
 (619) 264-4135, (323) 462-1510
 www.samuelwarrenandassociatescasting.com
 Samuel Warren
 Casts commercials, films and television

KIM WILLIAMS

Reuben Cannon & Associates
 5225 Wilshire Blvd., Ste. 526
 Los Angeles, CA 90036
 (323) 939-3190
 Fax: (323) 939-7793
 Email: reubcan@aol.com
 Casts films & TV. Credits include "Diary of a Mad Black Woman," "Johnson Family Vacation," "Daddy's Little Girls," "Love Don't Cost a Thing"

PETER WISE & ASSOCIATES

18034 Ventura Blvd. #403
 Encino, CA 91316
 Casts commercials and film
 (310) 877-5710, (818) 535-7770
 E-mail: castwise@aol.com
 Peter Wise

CASTING TIPS
From Acting World Books

You should keep up with what individual casting directors are casting -- especially casting directors for whom you've worked more than once. Know where they are at all times! If you haven't already obtained one of the few dependably reliable lists of the casting directors - who they are, where they are, what they're currently casting and what they've cast in the past, you should have one handy by now. The two publications we recommend are (1) the "CD Directory" published by the Breakdown Services and (2) "Casting by...", also a Breakdown Service publication.

Reprinted courtesy of Acting World Books, P.O. Box 3899, Hollywood, CA 90078. For a complete list of Acting World Books publications, visit the website at www.actingworldbooks.org.

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Phillip Fier, Principal

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Email: marc@magiclampreleasing.com
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DISTRIBUTORS

* denotes distributors who specialize in Black and urban titles.

These companies provide traditional distribution -- theatrical, direct-to-video, broadcast TV, pay TV and cable:

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Fax (310) 309-5708
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Shebnem Askin, President
international sales & distribution

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Barry Barnholtz, CEO
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Ryan Krivoshey, Director, Distribution

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Giovanni Cozzi, President
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Jack Foley President, Theatrical Distribution

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Peter Elson, President

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Contacting Distributors 101

Distribution companies run the gamut from the mammoth studio-based operations to smaller independent, service deal and internet-based distributors. Some independent film distributors have theatrical release capabilities (i.e. Lions Gate, IFC, etc.) as well as foreign, while others specialize in direct-to-video, foreign television or certain genres such as urban, family, horror, or action/adventure.

Do your homework. Research all of the distributors before contacting them to see if your film fits in with the types of films they distribute.

When you find a distributor with a few comparable titles, look up the filmmaker/producer of those films and contact them. Why? You want to as much information on the distributor as possible (unless, of course, it's a well-known, major distributor). Explain that you are considering approaching their distributor and ask how the distributor performed for them. They will most often be quite frank and open with you.

When getting in touch with distributors, it's best to send an e-mail with a link to your trailer and ask if they'd like to request a screener.

Send a simple cover letter:

Dear [PERSON'S NAME],

Below please find a link to a trailer of my film "XYZ". I would like for you to consider distributing "XYZ."

[SHORT PARAGRAPH WITH A BRIEF SYNOPSIS AND HIGHLIGHT KEY TALENT]

Please take a look at the trailer and let me know if you would like me to send you a full screener.

Thank you, and I look forward to your reply.

Best regards,
YOUR NAME

Make sure you link them directly to your trailer, not to a website that features your trailer. Many people will not take the time to hunt around your site looking for the trailer.

If you don't hear back after your initial email, then send a follow up email:

Hi [PERSON'S NAME],

I'm following up to see if you had a chance to check out the trailer of my film "XYZ."

[SHORT PARAGRAPH WITH A BRIEF SYNOPSIS AND HIGHLIGHT KEY TALENT]

I would really like for you to consider distributing "XYZ." Please take a look at the trailer and let me know if you would like me to send you a full screener.

Thank you, and I look forward to your reply.

Best regards,
YOUR NAME

If they request a screener, send one immediately. Oftentimes, DVDs burned on a desktop computer will not play on all DVD players so be sure your DVD screener is professionally duplicated. Packaging is important as well. There are low-cost ways to produce DVD labels on your computer with an inkjet printer.

LIONSGATE FILMS

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Fax (310) 255-3870
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Steve Rothenberg, President, Domestic Theatrical
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(512) 474-0303
Fax: (512) 474-0305
dvd@magpictures.com
www.magpictures.com

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Fax: (212) 924-6742
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Austin, TX 78703
(512) 474-0303
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acquisitions@magpictures.com
www.magpictures.com

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Doug Schwab, President

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Fax (310) 449-3024
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Clark Woods, President, Domestic Theatrical
Distribution
Jason Weiss, VP, Direct-to-Video

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(323) 822-4100
Fax (323) 822-4371
www.miramax.com

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Fax (310) 279-4001
www.myriadpictures.com
Trevor Wright, Executive Director, Distribution

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New York, NY 10106
(212) 649-4900
Fax (212) 649-4966
www.newline.com

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Fax (310) 858-7473
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www.newmarketfilms.com
William Tyrer and Chris Ball, Co-Founders

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www.newyorkerfilms.com
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Linda Duchin, VP, Non-Theatrical Distribution

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Fax (310) 388-6901
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Adele Yoshioka, VP, International Distribution

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Sara Rose Sr. VP, Acquisitions
Dan Lange Sr. VP, Distribution
Tom Hassell VP, Distribution

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Taylor, Principals

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Fax: (310) 806-4268
www.regententertainment.com
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Distribution, jlambert@regententertainment.com
Jeff Schenck, President, Regent Studios,
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Steven Friedlander, Executive VP, Domestic Distribution

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Fax (310) 456-7919
www.freestylereleasing.com
Mark Borde, Co-President,
mark@freestylereleasing.com

SERVICE DEAL DISTRIBUTION 101

Filmmakers who wish to retain ownership and the majority of all proceeds generated by their films from all theatrical, home video, TV and foreign sales may consider a SERVICE DEAL arrangement. Entering into a service deal basically means that the filmmaker hires (pays) the distributor to use its distribution expertise to create a marketing campaign, generate publicity and then book the film into select theaters all across the US. The range of distribution services provided by the service deal company include: supervising the creation of the ad campaign, press kit and marketing materials; booking theaters; hiring publicists; shipping prints; and collecting revenues.

The filmmaker pays for the prints and advertising (P&A) and all other distribution expenses. The distributor is paid a fee by the filmmaker to release their film theatrically. The fee is typically \$40,000 to \$50,000 or more, and is paid against a percentage of revenues (varies from 10 - 25%). The service deal is riskier for the filmmaker because they are paying for the P&A and the distributor fee, but at the same time, they will get a much greater cut of the profits because the ancillary rights (home video, TV, foreign) are fully retained by the filmmaker.

The distributor will simply grow the value of your film by sculpting the best theatrical release possible for the project and develop exposure and press coverage for the theatrical release. The fee paid to distributors is all they will earn from the theatrical release of the film, no matter how much the film makes. They will not earn any back-end monies. The filmmaker also retains his/her final say as it relates to decisions on spending, marketing, positioning and other strategies since the service company is working for the filmmaker.

"The Passion of the Christ," "Fahrenheit 9/11" and "My Big Fat Greek Wedding" are examples of films distributed through a service deal arrangement.

Alternative Distribution Methods

These companies offer a variety of alternatives to the traditional media distribution channels:

ARGOT PICTURES

484 7th Street #2
Brooklyn, NY 11215
(718) 369-1180
Jim Browne
Email: jim@argotpictures.com
www.argotpictures.com

Argot Pictures is a distribution company for independent films. They work with filmmakers to set up limited engagement theatrical releases at theaters around the country -- discreet, low cost, limited engagements that are designed to generate publicity, box office and increase the value of their films for television and DVD sales.

ATOMFILMS

225 Bush Street, Suite 1200
San Francisco, CA 94104
www.atomfilms.com

For independent creators, AtomFilms is a pipeline to the big time. They license and develop content, pay real money, and distribute to huge audiences on the Internet, television, and mobile phones. They solicit and post short films and work to secure licensing deals for the shorts they exhibit with U.S. and European cable networks, video distributors, airlines, and other lucrative outlets.

CREATESPACE.COM

(previously called Customflix.com)
wwwcreatespace.com

This is an Amazon.com company where you can set up your DVD sales. You will get your own page in your webstore, plus you can opt to sell your film on Amazon.com and Unbox. Low setup fee and DVDs are produced on demand.

FILMREP.COM

2029 Century Park East, Suite 1040
Los Angeles, CA 90067-2911
Phone: (310) 553-1600
Fax: (323) 878-0226
Michael Norman Saleman, saleman@filmrep.com
Austin office:
100 Congress, Suite 210
Austin, TX 78701
Phone: (512) 499-8176
Fax: (512) 263-5929
Duncan Montgomery, duncan@filmrep.com
www.filmrep.com

Filmrep.com was created by entertainment attorneys for the purpose of utilizing the Internet to help filmmakers obtain distribution for their films. Filmrep.com provides exposure for independent films and enables distributors to learn about specific films, view trailers or key scenes online, obtain screeners and ultimately negotiate distribution agreements.

GRAPEFLIX.COM

www.grapeflix.com

If you want to sell or rent your film by download, this site will share revenue with you and give you an opportunity to market your film with ad revenue. Since the agreement is non-exclusive, it doesn't hurt other VOD distribution opportunities.

IFILM.COM

In addition to the encoding, hosting and streaming your film, you are eligible for IFILM's many other programs and syndication opportunities (at the discretion of the Programming Department).

INDIEFLIX, LLC.

1207 41st Ave. E.

Seattle, WA 98112

(206) 323-3549

(206) 860-8406

Email: info@indieflix.com

www.indieflix.com

IndieFlix is a do it yourself marketplace for festival screened and internationally produced content (exceptions are made upon approval) where independent filmmakers from around the world are encouraged to be both artist and entrepreneur, create and promote their work, and be the drivers of their own success.

INDIE RIGHTS

c/o Nelson Madison Films

4820 San Fernando Road

Glendale, CA 91204

(818) 550-6213

Email: indierights@nelsonmadisonfilms.com

Offers distribution services to filmmakers who have feature-length films that have not found an audience. They also arrange licensing of film content to qualified buyers.

INDPLAY.COM

A place to list your completed films so that prospective distributors can watch trailers, read the synopsis, see what rights are still available and contact you about distribution.

MATRIX INTERNET DISTRIBUTION

www.MecFilms.com/mid

Matrixx Internet Distribution in a website where filmmakers can expose their films to a potential of 500 million moviegoers worldwide through our wholly-owned exhibition websites of homevideo.net, independentproduction.tv. or pay-per-view.com.

NETFLIX

100 Winchester Circle

Los Gatos, CA 95032

(408) 540-3700

Beverly Hills office:

345 N. Maple Dr., Ste. 300

Beverly Hills, CA 90210

www.netflix.com

TRULY INDIE

1614 W. 5th Street

Austin, TX 78703

(512) 474-2909

ksanders@trulyindie.com

Kelly Sanders

Truly Indie is a new distribution initiative formed by Mark Cuban and Todd Wagner's 2929 Entertainment (which includes Magnolia Pictures and Landmark Theatres). Offering a twist on the service deal model, a filmmaker pays an up front fee that covers all distribution costs (marketing, advertising, and publicity) and varies depending on which markets the filmmakers want to play (a minimum of five and a maximum of 20). Truly Indie places movies in Landmark Theatres across the country for a guaranteed one-week run, while accessing Magnolia and Landmark executives' knowledge in identifying and marketing a promising product. The filmmaker keeps 100% of box office receipts and retains all rights to their film. Filmmakers can pay as little as \$40,000 for a one week placement in five markets or as much as \$150,000 for a week-long theatrical run in 20 markets.

Four-walling

The concept of FOUR-WALLING is renting the "four walls" of the theater for a period of days or weeks. Usually you pay the theater a flat rental fee (the "house nut") for the cost of operating the theater, against possibly a percentage of net or gross profits returned by the film. The filmmaker becomes his/her own direct-distributors -- they rent the theater or theaters, do all the promotion, and keep most of the proceeds.

Pre-sales

This form of distribution is actually arranged BEFORE production even starts by finding a sales agent that will help you find a distribution deal before the movie is made! But, the distributor has to really believe that your film is going to be great, so it usually helps if you have a big name actor or director attached to the project. Then your sales agent can shop around your project to the different distribution companies that he or she has relationships with by saying that you have "so-and-so" attached to the film. If the company sees the name as profitable, there is a good chance they will snatch up the distribution rights.

DIVERSITY PROGRAMS

ABC TALENT DEVELOPMENT PROGRAM

The Walt Disney Studios and ABC
500 South Buena Vista Street
Burbank, CA 91521-4389
(818) 560-6894, (818) 460-6452
Email: abc.fellowships@abc.com
www.abctalentdevelopment.com

Entertainment Writing Fellowship Program, Scholarship Grant Program, Television Directing Fellowship Program, Casting Program, Daytime Writing Program, Television Production Associate Program, Entertainment Group Internship Programs

ACADEMY OF TELEVISION ARTS & SCIENCES

Education Programs & Services
5220 Lankershim Blvd.
N. Hollywood, CA 91601-3109
(818) 754-2830
www.emmys.com

The Television Academy Foundation offers a variety of programs for college students and professors, as well as many informational opportunities.

AMERICAN CINEMA EDITORS

Internship Committee
American Cinema Editors, inc.
100 Universal City Plaza
Verna Fields Bldg. 2282, Room 190
Universal City, CA 91608
The deadline for applications is November 1st of every year.
Email: amercinema@earthlink.net
www.ace-filmeditors.org/educate

ACE's educational center sponsors a yearly internship program for college graduates seeking a career in film editing. The program takes place in February of each year.

AMERICAN FEDERATION OF TELEVISION AND RADIO ARTISTS (AFTRA)

5757 Wilshire Blvd., Suite 900
Los Angeles, CA 90036-3689
(323) 634-818
www.aftra.org

As part of its ongoing effort to expand job opportunities for members of color, people with disabilities, women and seniors, AFTRA teams up on a regular basis with network television casting offices to produce showcases featuring promising actors. Held throughout the year and around the country, these showcases allow actors to perform selected scenes in front of

network executives, casting directors, agents and industry professionals and are consistent with AFTRA's goals of making network executives aware of a broad diversity of performers. ABC and CBS have worked with AFTRA to create showcases for talent in Los Angeles, Chicago, New York, San Francisco, Portland, Seattle and the Twin Cities.

CBS

51 West 52nd Street
New York, NY 10019
(212) 975-8941
Email: diversity@cbs.com
www.cbsdiversity.com

The **CBS' Diversity Institute** has five components – Talent Showcases, Writers Mentoring Program, Directing Initiative, Writers Career Workshops and Actors Career Workshops -- which are designed to provide program participants with access to the decision making process in network television both in front of and behind the camera. Each of the elements described below offers a unique approach to professional relationship building and career development in Hollywood.

Talent Showcases: These professionally mounted showcases have proven to be an effective way to spotlight emerging talent and are the doorway for many to professional success. They are rigorously juried by CBS Casting and are attended by senior level CBS Entertainment executives, as well as show runners, casting directors and talent agents. These showcases are scheduled regularly throughout the year and often feature highly regarded stage directors. Scenes are chosen that best represent the craft of actors.

Writers Mentoring Program: This program focuses on opening doors and provides access to network executives and show runners. It is a structured form of support whose goal is to prepare writers for meaningful employment in television. It includes two elements. First, there are weekly workshops in which participants listen to and interact with speakers from throughout the creative community. Second, mentorships are structured in which participants are matched with senior level executives at CBS as well as with individual high-level producers on CBS series.

Directing Initiative: This initiative facilitates professional on-set observing opportunities for aspiring directors of diverse backgrounds. The program matches participants with CBS primetime directors who will mentor them through the entire process of prep, production and post-production. The duration of the

program for any particular individual is subject to shooting schedules and the availability of the participants. The program is ongoing and accepts applications year-round.

Writers Career Workshops: These intensive workshops give emerging writers of diverse backgrounds a step-by-step structure for identifying and locating the people who can help their careers. Instruction is given on how to set meetings, how to prepare for those meetings, and how to follow up. Included is a workshop experience in marketing oneself to others in 60 seconds.

Actors Career Workshops: These workshops are designed to help actors hone the skills they need to get auditions and land roles. Scene work is critiqued by CBS Casting. Head shots are scrutinized for those qualities that best represent the actor to casting executives. Practical tips and advice are provided by experts in a hands-on approach to give actors the knowledge they need to succeed.

CBS also sponsors the NAACP/CBS Television Network fellowship at USC School of Cinema-Television.

DGA-DIRECTORS GUILD OF AMERICA, NEW YORK ASSISTANT DIRECTOR TRAINING PROGRAM

1697 Broadway
New York, NY 10019
(212) 397-0930
Email: info@dgatrainingprogram.org
www.DGATrainingProgram.org

The **New York Assistant Director Training Program** is designed to provide opportunities for a limited number of individuals to become Assistant Directors of Motion Pictures. This is a two year program consisting of up to 350 days of on-the-job training combined with seminars and special assignments. A rotation system places Trainees on the sets of various features, television series and commercials shooting primarily in the New York City vicinity. There they work under the supervision of DGA members - Second Assistant Directors, First Assistant Directors and Unit Production Managers until graduation. Upon completion of the program, graduates are qualified to join the DGA (Directors Guild of America) as Second Assistant Directors.

WHAT ARE ASSISTANT DIRECTORS?

Assistant Directors are responsible for the assembly of all the elements needed for filming and for the daily operation of the shooting set. Their objective is to provide the Director with everything he or she needs to put his or her vision on film. Their duties are supervisory, organizational, administrative - and multifarious. Working within the structure that is governed by budgets, union and guild contracts, industry custom, and so on, they make schedules, attend to the cast, direct extras, oversee the crew as each shot is prepared, create detailed reports of each day's events, among many other things, and are looked to by cast and crew to solve the many problems that continually arise.

The First Assistant Director is the Director's right hand. The Second Assistant Director is the First's right hand. The Trainee is a member of that team and learns by active participation in the process.

Assistant Directors are not Directors in the making. Although some Assistant Directors have become Directors, the managerial/administrative road more often leads to becoming a Production Manager and/or Producer. In fact, being an Assistant Director is a career objective in itself; it is a highly revered, lucrative position with excellent benefits that enjoys considerable status in the industry.

DIRECTORS GUILD/PRODUCER TRAINING PROGRAM (LOS ANGELES)

14724 Ventura Boulevard, Suite 775
Sherman Oaks, CA 91403
(818) 386-2545
Email: mail@trainingplan.org
www.trainingplan.org

The **Assistant Directors Training Program** recruits a diverse group of applicants from across the United States and provides selected candidates with education, training and paid experience in professional settings, facilitating their development into successful Assistant Directors. The Training Program's ultimate goal is to provide the Directors Guild of America and the Alliance of Motion Picture & Television Producers with Assistant Directors of the highest quality and professionalism.

FOX DIVERSITY DEVELOPMENT

P.O. Box 900
Beverly Hills, CA 90213-0900
(310) 369-2976
Email: diversity_program@fox.com
www.fox.com/diversity

Fox's Mentor Music Program uses energizing topics such as "Making Music for Movies" to arouse high school students' aspiration for education beyond high school. In its second year, the program has already been key to increased participation in tutorial programs, improved grade point averages, enhanced communication and reduced absenteeism.

Commended by the National Mentoring Partnership for leadership in establishing a national music mentoring worksite program, this collaboration between the Fox Music Division, Grammy Foundation, Big Brothers and Big Sisters and Hamilton High School Music Magnet Program provides exposure to the business of music and creates expectations for achievement.

FOX's Journey to Excellence Program involves fourteen high schools in Los Angeles, Inglewood and Compton, California and exists for the sole purpose of acknowledging, praising and encouraging students who have exemplified themselves by overcoming or consistently working to overcome social and economic challenges, obstacles or adversity in obtaining their education.

The Fox S.T.A.R. Mentor Program, sponsored by Fox Filmed Entertainment, was launched in 1995 to bridge the school-to-career gap through job skill development, education, and career planning and personal development. Mentees of color attend specially designed workshops, shadow their Fox mentors at work and have the opportunity to participate in an eight-week, paid summer internship at Fox.

The two-year, credited Fox Film Production Workshop Series was formed to attract students to the craft of filmmaking. Teaching staff from Fox and guest speakers from the film industry envelop students in the basics of film production, including developing a film, casting, producing, set and costume design, cinematography, hair and make-up design, special effects, film direction, acting, post-production, editing, sound design, scoring and sound mixing.

Fox Filmed Entertainment, FOX Broadcasting, FOX Sports, KTTV, Fox Digital and Fox Latin American Companies offer internships in a variety of departments to students eager for a career in the entertainment industry. Although most interns are undergraduates, some MBA candidates and law school students also pursue these opportunities, largely for academic credit. For more info visit www.foxcareers.com and click on "Internships."

The Fox News-Howard University Internship Program has quickly become one of the most prestigious programs on campus. It is open to upper division students in the Howard University School of Communication.

Seven students currently participate in the Fox News Apprentice Program. Participants come from Historically Black Colleges and Universities/Hispanic Serving Institutions, among others.

FOX is an active participant in the industry-wide Hollywood CPR program offering vocational training in

the trades and skills required for careers in the art and production departments of the entertainment industry to at-risk, disadvantaged youth. Training includes basic construction skills, model and mold making, metal work, upholstery and drapery. Participants in this program gain industry experience, a prerequisite to union membership (itself a prerequisite to getting a production job with a major motion picture studio). Fox provides referrals for entering the program, offers site visits for participants, and provides speakers for the program. Program graduates are often hired part-time for films produced by major studios as a first step towards full-time employment.

NATIONAL ASSOCIATION OF MINORITIES IN COMMUNICATION (NAMIC)

L. Patrick Mellon Mentorship Program
(212) 594-5985
Email: bernard.guinyard@namic.com
Bernard Guinyard
www.namic.org

NAMIC's mentoring program was initially established in 1993, and renamed in 1997 in honor of the late L. Patrick Mellon, one of NAMIC's founding members. The goal of the L. Patrick Mellon Mentorship Program is to facilitate diversity in the cable and telecommunications industry by making mentors available to NAMIC members to assist them with their career advancement strategies.

Committed, top-level industry professionals are recruited to serve as mentors to NAMIC members for a nine-month period. In these one-to-one sessions, mentors provide support, guidance and career advice on an "as-needed" basis. A time commitment of up to two hours per month is expected of mentors.

NBC

3000 W. Alameda Ave.
Burbank, CA 91523
(818) 840-4444
<http://nbcunicareers.com>

As part of NBC's ongoing commitment to diversity, the NBC Talent Diversity Initiative was created to promote & sustain on-camera diversity through community involvement and development, showcasing non-traditional casting choices, and creating programs to raise awareness at NBC and within the entire entertainment community. Programs and events include:

Upright Citizens Brigade And NBC Partner Up: NBC and The Upright Citizen's Brigade offer scholarships to promising students of ethnically diverse backgrounds to study at both their Los Angeles and New York UCB Training Centers. For more information go to www.ucbtheatre.com.

Comedy Short Cuts: NBC is co-producing a comedy short film and video festival that will serve as an industry showcase for minority performers, writers, and directors as well as a platform for films with diverse themes. From short films and videos, trailers for a full length features, filmed comedic sketches, and animated stories to commercial specs – NBC is looking for the hottest, freshest voices to showcase to the Hollywood community. For more information go to www.comedyshortcuts.net

Introducing DiverseCityNBC: NBC Universal's Talent Diversity Initiative has developed an interactive online portal where talent agents, casting directors, creative executives, and the general public can access information on hot performers, events, employment, casting opportunities, and issues in diversity nationwide. Visit the site at www.DiverseCityNBC.com.

NBC's Native-American Talent Website is at www.fourdirectiontalent.com. This is the only network-sponsored active website and searchable database created for Native American actors, comics, models, singers, writers and directors to post their headshots, resumes and demo reels. This site provides a much-needed tool for casting directors, talent agents, producers, and directors who are looking for Native American talent.

Diversity Initiative for Writers

In order to further encourage diversity among networks writers, NBC provides funding for a minority staff writer position for all scripted NBC Primetime Series. These positions are filled with writers selected and hired by the showrunner/producers of each show, with the guidance of the network and studio(s). Scripts are accepted year-round for screening, however, positions are generally filled during the March - June staffing season. If you would like to be considered and have material for submission, send an email with your name and address to diversityinitiative@nbcuni.com. Please indicate in the email that you would like a copy of NBC's submission release form for the Diversity Initiative. You should receive a submission release form from the NBC law department within a few weeks.

To enhance the diversity of talent emerging from the USC School of Cinema-Television, NBC has created the NBC Diversity Scholarship Fund, a partnership that supports, encourages and educates new voices within the entertainment industry.

NICKELODEON

Productions Fellowship Program
Writing Fellowship Program
231 W. Olive Ave.
Burbank, CA 91502
(818) 736-3663
www.nick.com/all_nick/fellowshipprogram/

Karen Horne, Fellowship Program Manager

Nickelodeon offers fellowships in live action and animation television. The program consists of a paid training phase, as well as two subsequent and conditional development phases.

SHOWTIME NETWORKS

Showtime's Black Filmmaker Showcase
10880 Wilshire Blvd., Suite 1500 & 1600
Los Angeles, CA 90024
(310) 234-5300
www.sho.com/site/filmmaker_showcase/bfs.do
Contact: Nicki Lamirault

The Showtime Black Filmmaker Showcase, established twelve years ago as part of Showtime's ongoing effort to support up-and-coming talent in the African-American community, is now seeking admissions from aspiring directors. Showtime will select three to five finalists, and their films will be featured during Black History Month, February 2007, on Showtime as part of the Black Filmmaker Showcase. Of the finalists, one winner will be selected to receive a \$30,000 grant to produce an original short film which will premiere exclusively on Showtime.

STREETLIGHTS

Production Assistant
Program
650 N. Bronson Ave., Suite B108
Hollywood, CA 90004
(323) 960-4540
Email: streetlights@streetlights.org
www.streetlights.org
Dorothy Thompson, Executive Director

The Streetlights Production Assistant Program is a non-profit organization created to promote ethnic diversity on the sets and stages of Hollywood. Streetlights provides free training & job placement for low-income men and women age 20 and over. A Production Assistant is an entry-level job behind the scenes in the motion picture, commercial and television industry. It is an excellent and accepted way to get your foot in the door and learn the ropes. Following six weeks of classroom and paid on-site training, Streetlights provides ongoing mentoring, job placement and career counseling to ensure your long-term success. Classes are conducted a maximum of four times a year. Applications accepted year round.

WARNER BROS.

4000 Warner Blvd.
Burbank, CA 91522
(818) 954-3550

The Animation Internship Program is designed to provide an overview and thorough understanding of the

diverse facets of animation production. The internship provides training to develop a career path for entry-level animation artists, animation writers, and production personnel.

The STARS Program (Students Taking a Right Step) is designed to provide students with a real-life business environment and encourage them to discover their own interests and capacities. The program exposes college students to career opportunities in the entertainment industry while offering the opportunity to earn a paycheck. The 9-week program begins in mid-June.

The Feature Production Management Trainee Program is designed to provide individuals with exposure to all facets of Theatrical Production Management, an understanding of production methods, and an opportunity to develop professional contacts within theatrical production.

The Production Assistant Trainee Program is designed to give individuals a general overview and exposure to a working television and animation production atmosphere. It is an opportunity for individuals to gain an introductory experience through an entry-level production assistant position.

To enhance the diversity of talent emerging from the USC School of Cinema-Television, Warner Bros. has created the Warner Bros. Fellowship, a partnership that supports, encourages and educates new voices within the entertainment industry. The Warner Bros. Fellowship is awarded to a minimum of three undergraduate students selected by the school and Warner Bros. In addition to providing financial assistance to undergraduate students, Warner Bros. Pictures, Warner Bros. Television and The WB Television Network will each mentor students through paid internship programs and guarantee them jobs at the studio upon graduation.

HOW TO CHOOSE AN ENTERTAINMENT ATTORNEY

Whether you are a screenwriter, filmmaker, producer or other creative professional working in the entertainment industry, at some point you will find that you need an attorney. Now the question is - what kind of attorney, and who should you choose? Knowing how to choose a good entertainment attorney can significantly protect you and your career.

Some people are comfortable with competently handling most aspects of their business affairs, others feel the need to have their attorney review everything they before signing on the dotted line. There are certain things that should always be handled by an attorney including major contracts (long term or those that involved important rights and obligations), pending lawsuits (if you're being sued, or involved in litigation). The bottom line is that if a contract or other legal issue is (a) significant to your career or your project, (b) if it is complex, or (c) if there is quite a bit at stake, you should get an attorney involved.

Make sure you choose an attorney that specializes in the entertainment industry. Entertainment attorneys perform a variety of services including counseling, advising and negotiating on legal and business matters, negotiating entertainment deals and drafting legal documents, protecting your intellectual property and litigating disputes in court. Others act as agents, actively soliciting deals on your behalf, as managers, performing business functions not typical of an attorney, and some may even participate in films as producers themselves.

The first step in choosing an entertainment attorney is developing a list of prospects. Talk to your industry colleagues and get recommendations. Make an appointment for an initial consultation (many charge a fee for this). Be certain to inquire about cost, including flat fees, hourly rates, retainer fees, contingency fees, and variable contingency arrangements. Some attorneys will work on a percentage basis, or will require a finder's fee for investments. Experienced entertainment attorneys in Los Angeles and New York normally charge anywhere between \$250 to \$500 per hour. Some attorneys will charge a percentage or contingent fee.

Once you choose an attorney, you should get a retainer agreement from him or her that clearly spells out the scope of work to be done, the attorney's fees, expenses and billing methods. Carefully review the agreement to make sure you understand it.

ENTERTAINMENT ATTORNEYS

Issues within entertainment law include, but are not limited to, merchandising, licensing, advertising, franchising, contracts, copyrights and trademark infringement, and taxes. This area of the law often deals with motion pictures, books, newspapers, television broadcasts and Internet laws.

This lists the leading black entertainment attorneys.

STEPHEN D. BARNES

Morris Yorn Barnes & Levine
2000 Avenue of the Stars, 3rd Fl. North Tower
Los Angeles, CA 90067
(310) 319-3900
Fax (310) 319-3999, 3990
www.bmkylaw.com

GORDON M. BOBB

Del, Shaw, Moonves, Tanaka Finkelstein & Lezcano
2120 Colorado Ave., Suite 200
Santa Monica, CA 90404
(310) 979-7900

LEROY BOBBIT

Bobbitt & Roberts
6100 Center Dr. Suite 910
Los Angeles, CA 90045
(310) 645-4100
Fax (310) 645-5900

LISA BONNER

Bonner Law
14724 Ventura Blvd., Penthouse
Sherman Oaks, CA 91403
(818) 728-0580
Fax (818) 728-0582
lisab@bonnerlawpc.com
www.bonnerlawpc.com

LISA E. DAVIS

Frankfurt, Kurnit, Klein & Selz, P.C.
488 Madison Avenue
New York, New York 10022
(212) 980-0120
Fax (212) 593-9175
E-mail: ldavis@fgks.com
www.fkks.com

PETER L. HAVILAND

Kaye Scholer, LLP
1999 Avenue of the Stars, Suite 1700
Los Angeles, CA 90067
(310) 788-1000
www.kayescholer.com

LAWRENCE C. HINKLE II

Dreier Stein & Kahan LLP
1620 26th Street
Sixth Floor, North Tower
Santa Monica, CA 90404
TEL: 310-828-9050
FAX: 310-828-9101
(424) 202-6003
Fax (424) 202-6203
lhinkle@dskllp.com
info@dskllp.com
www.dskllp.com

CHANNING D. JOHNSON

Akin, Gump, Strauss, Hauer & Feld
2029 Century Park East, Ste. 2400
Los Angeles, California 90067
(310) 229-1000
Fax (310) 229-1001
losangelesinfo@akingump.com
www.akingump.com

MATT JOHNSON

Ziffren, Brittenham, Branca, Fischer, Gilbert-Lurie,
Stiffelman, Cook, Johnson, Lande & Wolf
1801 Century Park West
Los Angeles, CA 90067
(310) 552-3388
Fax: (310) 553-7068
www.ziffrenlaw.com

DARRELL D. MILLER

Miller & Pliakas, LLP
9720 Wilshire Blvd., Suite 700
Beverly Hills, CA 90212
(310) 360-1313
E-mail: ddm@mp-lawfirm.com

L. LONDELL MCMILLAN

The McMillan Firm
156 W. 56th St., 10th fl.
New York, NY 10019
(212) 399-8900
Fax: (212) 399-0337
www.llmpc.com

JOHN V. MEIGS

Hansen, Jacobson, Teller, Hoberman, Newman,
Warren & Richman, LLC
450 N. Roxbury Drive, 8th Floor
Beverly Hills, CA 90210
(310) 271-8777
Fax (310) 276-8310
www.hjth.com

C. ANTHONY MULRAIN

Locke Lord Bissell & Liddell LLP
The Proscenium, Ste. 1900
1170 Peachtree Street NE
Atlanta, GA 30309
(404) 870-4632
Fax (404) 806-5632
amulrain@lockelord.com
www.lockelord.com

VIRGIL ROBERTS

Bobbitt & Roberts
6100 Center Dr. Suite 910
Los Angeles, CA 90045
(310) 645-4100
Fax (310) 645-5900

NINA L. SHAW

Del, Shaw, Moonves, Tanaka Finkelstein & Lezcano
2120 Colorado Ave., Suite 200
Santa Monica, CA 90404
(310) 979-7900
Fax (310) 979-7999

RHONDA R. TROTTER

Kaye Scholer, LLP
1999 Avenue of the Stars, Suite 1700
Los Angeles, CA 90067
(310) 788-1000
Fax (310) 788-1200
www.kayescholer.com

DOMINIQUE SHELTON

Kaye Scholer, LLP
1999 Avenue of the Stars, Suite 1700
Los Angeles, CA 90067
(310) 788-1000
Fax (310) 788-1200
www.kayescholer.com

GARY A. WATSON

Gary A. Watson & Associates
1875 Century Park East, Ste. 1000
Los Angeles, CA 90067
(310) 203-8022
E-mail: gwatson@garywatsonlaw.com

MYCHAL A. WILSON

Mindfusion Law Corporation
1875 Century Park East, 6th Floor
Los Angeles, CA 90067
office (310) 407-5380
fax (310) 407-5499
Email: mychal.wilson@mindfusionlaw.com
www.mindfusionlaw.com

Hollywood Black Film Festival 2008

June 3-8, 2008
Beverly Hills, CA

www.hbff.org

ENTERTAINMENT FINANCE

This section includes entertainment banks, companies that provide production financing and structure financing for studios, independent producers, distributors, and interactive media firms, and those that insure projects by providing completion bonds. Completion bonds are required when a film's financing is secured through an indie film co or a bank. This insurance policy guarantees to the financier that the film will be completed.

Completion Bond Companies

CINEFINANCE

1875 Century Park East, Ste. 1345
Los Angeles, CA 90067
Phone: (310) 226-6800
Fax: (310) 226-6810
Fred Milstein
fmilstein@cinefinance.net
New York Office:
600 Lexington Avenue
22nd Floor
New York, NY 10036
(212) 326-9400
Fax: (212) 326-9330
Jim Berger
jberger@hccsu.com
www.cinefinance.net

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Fax (310) 275-1706
Maureen Duffy, VP, Production, mad@ffi.com
info@ffi.com
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john.morton@capitalonebank.com
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Samir Hussein, Director, Media & Telecom
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www.icbef.com

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Art Stribley, Executive VP, Entertainment Division

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Fax (213) 236-5852
www.uboc.com
Christine P. Ball, Sr. VP/Manager

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www.usbank.com
David Henry and Joan Stigliano, Sr. VP

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Stephen Hays, Managing Director
Peter Graham, Partner
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Fax: (242) 356-6144
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obethel@montaquegroup.com
Edison L. Sumner: esumner@montaquegroup.com
Michael W. Smith: msmith@montaquegroup.com
www.montaquegroup.com

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Julie Parker Benillo, Co-Founder
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David Shelton
info@filmfinancialservices.com
www.filmfinancialservices.com

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 jgarbus@nyc.rr.com
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 dan@dmcfilmco.com
 Dan Cogan, Executive Director
 Geralyn Dreygous, Director at Large

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 Neil Sacker, President/COO
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1 BP. 2505 Ouagadougou
Burkina Faso, Africa
(202) 332-5566, 226.50.30.75.38
Fax: 226.50.31.25.09
Email: sg@fespaco.bf
www.fespaco.bf
Every other year on odd years

HOUSTON BLACK FILM FESTIVAL

11152 Westheimer Rd. #299
Houston, Texas 77042
Email: info@houstonblackfilmfestival.com
www.houstonblackfilmfestival.org

PAN-AFRICAN FILM & ART FESTIVAL

3775 Santa Rosalia Dr.
Los Angeles, CA 90008
(323) 295-1706
Fax: (323) 295-1952
www.paff.org

SAN DIEGO BLACK FILM FESTIVAL

PO Box 12726
San Diego CA 92112
U S A
(619) 685-7215
Fax: (619) 667-9431
Email: info@sandiegoblackfilmfestival.com
http://www.sandiegoblackfilmfestival.com

TEXAS BLACK FILM FESTIVAL

501 Elm Street, Suite 385
Dallas, TX 75202
(214) 752-7797
Fax (214) 752-7798
info@texasblackfilmfestival.com
www.texasblackfilmfestival.com

March

ARIZONA BLACK FILM SHOWCASE

2320 East Baseline Road
Suite #148-494
Phoenix, Arizona 85042
(602) 304-0830
Email: info@azblackfilm.com
www.azblackfilm

BERMUDA INTERNATIONAL FILM FESTIVAL

P.O. Box HM 2963
Hamilton, HM MX BERMUDA
(441) 293-3456
Fax: (441) 293-7769
Email: info@biff.bm
www.bermudafilmfest.com

CINE NOIR: A FESTIVAL OF BLACK FILM

c/o Black Arts Alliance, Inc.
1013 Shadow Moss Court,
Wilmington, NC 28412
(910) 350-2681
info@blackartsalliance.org
Email: info@blackartsalliance.org
www.blackartsalliance.org

CLEVELAND INTERNATIONAL FILM FESTIVAL

2510 Market Ave.
Cleveland, OH 44113-3434
(216) 623-3456
Fax: (216) 623-0103
Email: cfs@clevelandfilm.org
www.clevelandfilm.org

D.C. INDEPENDENT FILM FESTIVAL (DCIFF)

2950 Van Ness St., NW, Ste. 728
Washington, DC 20008
(202) 537-9493
(202) 686-8867
Email: info@dciff.org
www.dciiff.org

IMAGES OF BLACK WOMEN FILM FESTIVAL

IBW Film Festival
PO Box 54145
London W5 9DA, England
+44 (0)20 8450 4827
Fax: +44 (0)20 8208 3873;
Email: info@imagesofblackwomen.com
www.imagesofblackwomen.com

INDEPENDENT BLACK FILM FESTIVAL

P.O. Box 54614
Atlanta, GA 30308
(404) 468-3013
Fax: (404) 627-4634
Email: info@indieblackfest.org
www.indieblackfest.org

INTERNATIONAL BLACK WOMEN'S FILM FESTIVAL

58 West Portal Avenue, Suite 141
San Francisco, CA 94127
Email: bwff@filmfestivals.net
<http://ibwff.filmfestivals.net>

April

ATLANTA HIP HOP FILM FESTIVAL

Creative Circle Entertainment
8200 Mall Parkway, Suite 135-227
Lithonia, GA 30058
(678) 471-4770
Email: info@atlhiphopfilmfest.com
www.atlhiphopfilmfest.com

DENVER PAN AFRICAN FILM FESTIVAL

Pan African Arts Society
Café Nuba/SlamNuba
Black Is...CultureFeast
PO Box 2396
Denver, CO 80201
(303) 298-8188
Fax: (303) 298-8804
Email: palmwine21@hotmail.com
www.panafricanarts.org

FILMFESTDC

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Fax: (202) 724-6578
Email: filmfestdc@filmfestdc.org
www.filmfestdc.org

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www.reelworld.ca

SPAGHETTI JUNCTION URBAN FILM FESTIVAL

PO Box 897
Lithonia, GA 30058
Email: info@sjuff.com
www.SJUFF.com

May

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Fountainhead@ Tanz Theatre
The Collegium - Forum & Television Program Berlin
Cultural Zephyr e.V.
Tempelhofer Damm 52
12101 Berlin/Germany
0049(0)30 - 7821621 / 75460946
Fax: 0049(0)30 - 7863466
Email: bicdance@aol.com
<http://members.aol.com/bicdance>
www.fountainhead-tanz-theatre.de
www.black-international-cinema.com

June

HOLLYWOOD BLACK FILM FESTIVAL

8306 Wilshire Blvd., Suite 2057
Beverly Hills, CA 90211
(310) 407-3596
Email: info@hbff.org
www.hbff.org

NEWARK BLACK FILM FESTIVAL

c/o The Newark Museum
49 Washington Street
Newark, New Jersey 07102
(973) 596-6550
Email: cjohnson@newarkmuseum.org
www.newarkmuseum.org

SAN FRANCISCO BLACK FILM FESTIVAL

P.O. Box 15490
San Francisco, CA 94115
(415) 771-9271
Fax: (415) 346-9046
Email: info@sfbff.org, film2fest@yahoo.com
www.sfbff.org

SWEET AUBURN INTERNATIONAL FILM FESTIVAL

c/o Len Gibson
1850 Cotillion Dr., #345
Atlanta, GA 30338
www.black-cinema.org/filmfestival.html

August

BLACK HARVEST INTERNATIONAL FILM AND VIDEO FESTIVAL

The Gene Siskel Film Center
Attn: Black Harvest
School of the Art Institute of Chicago
164 N. State Street
Chicago, IL 60601 USA
(312) 846-2800
Email: csonew@artic.edu
www.siskelfilmcenter.org

IMAGENATION FILM FESTIVAL

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Email: info@imagination.us
www.imaginationfilmfestival.org

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www.mvaaff.com

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www.motorcityfilmfest.com

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(617) 541-3900 Ext. 2-321
Fax: (617) 541-4900
Email: info@roxburyfilmfestival.org
www.roxburyfilmfestival.org

TWIN CITIES BLACK FILM FESTIVAL (TCBFF)

P.O. Box 23501
Richfield, 55423
Email: tcbff@hotmail.com
www.tcbff.com

URBANWORLD FILM FESTIVAL

c/o The Tribeca Film Center
375 Greenwich Street, 7th Floor
New York, NY 10013
(212) 941-3845
Fax: (212) 448-7330
Email: info@urbanworld.org
www.urbanworld.org

September

bfm INTERNATIONAL FILM FESTIVAL

379 - 381 High Street
Stratford London E15 4QZ
020 7540 0550
festival@bfmmedia.com
www.bfmmedia.com/festival

October

AMERICAN BLACK FILM FESTIVAL

P.O. Box 688
New York, NY 10012
Email: abff@theFilmLife.com
www.abff.com

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1353 Riverstone Parkway PMB-315, Suite 120
Canton, GA 30114
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Email: umff@urbanmediamakers.com
www.umff.com

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Chapter Arts Centre
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www.geocities.com/blackfilmfestivalwales/

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Fax: +27 33 234 4286
aa@amritsa.com
www.amritsa.com/eiff/08/home.htm

November

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www.aawic.org

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http://nyadff.org

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MCA - Place Léon Gontier
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www.filmfestamiens.org

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Email: bherc@bherc.org
www.bherc.org

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la@sundance.org
www.sundance.org

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www.sxsw.com/film

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www.festival-cannes.org

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www.ifp.org

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www.tiffg.ca

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<http://www.american.edu>

BOSTON UNIVERSITY

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CALIFORNIA INSTITUTE OF THE ARTS SCHOOL OF FILM/VIDEO

24700 McBean Parkway
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<http://www.film.calarts.edu>

CALIFORNIA STATE UNIVERSITY, NORTHRIDGE

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Northridge, CA 91330
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<http://www.uncg.edu/bcn>

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www.theatredirectories.com

ROSS REPORTS TELEVISION & FILM

www.rossreports.com

CAREER CHECKLIST

for performers

- My pictures are up-to-date
- I have an ample supply of my photos, resumes and/or bio.
- I continue to study my craft.
- I always carry some form of publicity materials wherever I go (pictures, resumes, business cards, postcards, demo reels, etc.)

for writers & filmmakers

- I have purchased a computer and screenwriting software to make my life easier and my writing more productive
 - TV Writers: I have at least one television spec script, preferably two, available (and ample copies for distribution)
 - Screenwriters: I have finished a film screenplay and am actively shopping it.
 - I am trying to get my film onto the festival circuit
 - I have held an industry screening of my film
 - I have ample screening copies of my film in various formats (DVD, VHS)
 - I have joined an industry organization and am networking to increase my circle of industry colleagues
 - I am part of the worldwide community of Internet users. I have an e-mail address and cruise “the net” daily to stay on top of what’s happening in the entertainment industry
 - I have a “hit list” of potential buyers (agents, distributors) I plan to pursue and/or people I plan to contact
 - I have mapped out a clearly defined goal and action plan for the year. I know what I want to accomplish.
-

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Industry organizations are a vital part of our Hollywood community. These organizations afford members the opportunity to develop professional relationships, offer support during the challenging days of building a career and give members the opportunity to become involved in the industry. When you actively participate, you have the opportunity to network with other industry professionals. You will meet colleagues and eventually many of these professional acquaintances will become friends.

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2. Access: Make Connections & Network With Other INdustry Professionals
3. Be Part an Active Participant IN the Hollywood Community

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www.besla.org

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Columbia College
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Chicago, IL 60605
(312) 235-0161
Fax (312) 235-0162
Email: chicagoupdates@ifp.org

IFP/MINNESOTA

2446 University Ave. W., Suite 100
Saint Paul, MN 55114
(651) 644-1912
Fax (651) 644-5708

IFP/PHOENIX

Phoenix Film Foundation
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Phoenix, AZ 85007
(602) 955-6444
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IFP/SEATTLE

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www.hbff.org/filmsummit.htm

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BASELINE STUDIOSYSTEMS

<http://www.blssi.com>

FILM TRACKER

<http://www.filmtracker.com>

FILM PROFIT

<http://www.filmprofit.com>

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<http://www.hcdonline.com>

IMDB

<http://www.imdb.com>

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<http://www.mediabynumbers.com>

NIELSEN EDI

<http://www.entdata.com>

SHOWBIZDATA.COM

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TVTRACKER.COM

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Entertainment Industry News

BLACKFILM.COM

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BFM BLACK FILMMAKER

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BLACK TALENT NEWS

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BOX OFFICE MAGAZINE

<http://www.showbizdata.com>

ELECTRONIC URBAN REPORT (EUR)

<http://www.EURweb.com>

FILM THREAT

<http://www.filmthreat.com>

INDIEWIRE

<http://www.indiewire.com>

MOVIE CITY NEWS

<http://www.moviecitynews.com>

MOVIEMAKER MAGAZINE

<http://www.moviemaker.com>

MOVIE MARKETING MADNESS

<http://www.moviemarketingmadness.com/blog>

SCREEN INTERNATIONAL

<http://www.screendaily.com>

THE HOLLYWOOD REPORTER

<http://www.hollywoodreporter.com>

VARIETY

<http://www.variety.com>

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 Matt Luber, Lena Roklin

PRINCIPATO-YOUNG MANAGEMENT

9465 Wilshire Blvd., Suite 430
 Beverly Hills, CA90212
 (310) 274-4474
 Fax (310) 274-4108
 E. Brian Dobbins *

RELEVE ENTERTAINMENT *

6255 W. Sunset Blvd. Suite 923
 Los Angeles, CA 90028
 (323) 468-9470
 Fax (323) 486-9300
 Holly Davis Carter

SANDERS/ARMSTRONG/CASERTA MANAGEMENT

2120 Colorado Ave., Ste. 120
 Santa Monica, CA 90404
 (310) 315-2100
 Fax (310) 315-2115
 Nancy Sanders, Mark Armstrong

SCREEN PARTNERS *

9663 Santa Monica Blvd. Ste. 639
 Beverly Hills, CA 90210
 (310) 903-0309
 Fax (310) 943-2713
 jenean@screenpartnersinc.com
 www.screenpartnersinc.com
 Jenean Glover

THE COLLECTIVE

9100 Wilshire Blvd., Ste. 700W
 Beverly Hills, CA 90212
 (310) 288-8181
 Fax (310) 888-1555
 www.thecollective-la.com
 Michael Green, Sam Maydew, Jeff Golenberg and
 Aaron Ray
 Shaun Redick heads new film finance & sales division

THE FTL COMPANY *

c/o Franklin Lett
1910 Bel Air Rd.
Los Angeles, CA 90077
(310) 472-1923
Fax (310) 476-5043
E-mail: franklin@theftl.com
www.theftl.com
Franklin T. Lett

UNLIMITED CONTACTS INC. *

(917) 217-2222
Dedra Tate

UNTITLED ENTERTAINMENT

331 N. Maple Dr., 3rd Fl.
Beverly Hills, CA 90210
(310) 601-2100
Fax (310) 601-2344
East Coast office:
23 E. 22nd St., 3rd Fl.
New York, NY 10010
(212) 777-1214
Fax (212) 777-1165
Evan Hailey *

WARNER MANAGEMENT *

9171 Wilshire Blvd. Ste. 541
Los Angeles, CA 90210
(818) 385-1641
Pamela Warner

VINCENT CIRRINCIONE ASSOCIATES

1516 N. Fairfax Ave.
Los Angeles, CA 90046
(323) 850-8080
Fax (323) 850-5080
www.vincentcarrincione.com

THE STAGES OF PRODUCTION

IN DEVELOPMENT: The project has attracted interest and the production company/studio is spending money on developing the project and moving it towards production. Script is being tweaked and names are being attached. Tentative release date is announced. When a project is in "development hell," the production company has invested money into developing the project but all the elements – script, talent, investors, distributor – have yet to come together to "greenlight" the film. Projects can remain in "development hell" from several weeks to several years.

SCRIPT STAGE: Either a script has been acquired by a production company/studio, or a production company/studio is developing a script in-house. Typically, no official announcement has been made.

IN PREPARATION/PRE-PRODUCTION: When a film gets "greenlighted", it gets the production company/studio approval to being active production. Talent and crew are being finalized, locations are scouted, principal photography is scheduled.

IN PRODUCTION: Principal photography has begun. Release date is announced.

IN POST-PRODUCTION: (referred to as being "in post", in industry jargon) Additional filming, editing, and dubbing take place. The soundtrack and special effects are added.

IN THE CAN: The film has been completed and is awaiting release.

VAULTED: This is a rather rare occurrence -- a film has been completed yet hasn't been released for a relatively long period of time. Films may languish in this phase until a solid release date has been announced.

MARKETING COMPANIES

* Denotes Black-owned companies

1124 DESIGN ADVERTISING *

11:24 Design Advertising
323 Culver Blvd.
Playa Del Rey, California USA
(310) 821-1775
Fax (310) 821-1972
Email: artsims@1124design.com
www.1124design.com
urban advertising and marketing

ANT FARM

110 S. Fairfax Ave., Ste. 200
Los Angeles, CA 90036
(323) 850-0700
Fax: (323) 932-6797
Email: info@theantfarm.net
www.theantfarm.net
Print, Trailers & TV Spots

BLT & ASSOCIATES

6430 Sunset Blvd., Eighth Fl.
Los Angeles, CA 90028
(323) 860-4000
Email: blt@bltomato.com
Fax: (323) 860-0890
www.bltomato.com
Print, Trailers & TV Spots

CIMARRON GROUP

6855 Santa Monica Blvd.
Hollywood, CA 90038
(323) 337-0300
Fax: (323) 337-0333
www.cimarrongroup.com
Interactive, Motion Graphics, Packaging, Print, Radio
and TV Spots, Trailers & Web-Based

CREATIVE DOMAIN

6922 Hollywood Blvd.
Los Angeles, CA 90028
(310) 845-3456, (310) 845-3000
Fax: (310) 845-3030
www.creativedomain.com
Interactive, Print, Trailers, TV Spots & Web

FANSCAPE

3201 W. Cahuenga Blvd.
Los Angeles, CA 90068
(323) 785-7781
Fax: (323) 785-7101
info@fanscape.biz
www.fanscape.com
New media marketing

LIQUID SOUL MEDIA (LSM) *

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Felicia Chandler, Account Director
Urban lifestyle marketing company that specializes in
faith-based, corporate and entertainment media
projects

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Bronx, NY 10455
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Shawn Prez, President
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www.powermovesinc.com
Marketing, promotions, mobile

SPECIAL OPS MEDIA

235 Park Avenue South, 5th floor
New York, NY 10003
(212) 219-0600
Fax (212) 219-0696
www.specialopsmedia.com
Online marketing

THINK TANK MARKETING

1030 Avenue of the Americas, 4th Floor
New York, NY 10018
Email: info@thinktankmktg.com
www.thinktankmktg.com
Online marketing

TRAILER PARK

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Los Angeles, CA 90028
(323) 461-4232
www.trailerpark.com
Motion Graphics, Print, Trailers & TV Spots

URBAN MARKETING CORP. OF AMERICA *

1450 S. Fairfax Blvd.
Los Angeles, CA 90019
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Fax: (323) 934-6154
Email: information@urbanmca.com
www.urbanmca.com

URBANWORLD WIRELESS *

1601 N. Sepulveda Blvd. #932
Manhattan Beach, CA 90266
(323) 782-0899
Fax (310) 545-6119
www.urbanworldwireless.com
Mobile marketing

MUSIC COMPOSERS

SAMM BROWN III

(818) 769.4498
Email: scores4cinema@aol.com
Represented by: North Star Media
Ron Sobel
(818) 766-2100

TERENCE BLANCHARD

www.terenceblanchard.com
Managed by: Burgess Management
Vincent Bennett
(504) 897-2958
Email: vincent@burgessmgmt.com,
Film Agent: First Artists Management
Randy Gerston
www.firstartistsmgmt.com
Credits include: "Talk to Me," "When the Levees
Broke," "Inside Man," "Waist Deep," "Their Eyes Were
Watching God," "Barbershop," "Caveman's Valentine"

STANLEY CLARKE

Managed by: Roxboro Entertainment Group
(310) 710-3900
Email: management@roxboroentertainment.com

GEORGE S. CLINTON

Managed by: First Artist Management
Randy Gerston, (818) 377-7750
Email: rgerston@firstartistsmgmt.com

TODD COCHRAN

Represented by: Evolution Music Partners
(310) 623-3388
www.evolutionmusicpartners.com
Credits include: "Woman Thou Art Loosed," "The
Hurricane," "Keep the Faith, Baby"

GEORGE DUKE

Represented by: The Agency Group Ltd.
(310) 385-2800

KURT FARQUHAR

(626) 585-5900
Fax: (626) 585-5904
Email: kurt@farquharproductions.com
Managed by: First Artist Management, Randy Gerston,
(818) 377-7750, rgerston@firstartistsmgmt.com
Credits include: "Moesha," "Girlfriends," "King of
Queens"

MARCUS MILLER

Represented by: First Artists Management
Rich Jacobellis
(818) 377-7750
Email: rjacobellis@firstartistsmgmt.com
Credits include: "I Think I Love My Wife," "Breakin' All
The Rules," "The Ladies Man"

VERNON REID

Represented by: The Agency Group Ltd.
Linda Kordek
(310) 385-2800

PATRICE RUSHEN

Phone: (626) 798-3367
Email: Bfingers10@aol.com
www.patricerushen.com
Credits include: Emmy Awards, NAACP Image Awards,
People's Choice Awards, HBO's Comic Relief,

BRENDA RUSSELL

www.brendarussell.com
Managed by: SKM Artist Management
Seth Keller
Email: seth@skmartists.com
Credits include: "The Color Purple" (the Broadway
musical)

GREGORY DARRYL SMITH

(310) 450-2679
Email: info@kickmusic.net

STEPHEN JAMES TAYLOR

Represented by: Soundtrack Music Associates
John Temperau, (310) 392-1401
www.soundtrk.com
Credits include: "Teachers Pet," "The Wedding,"
Nightjohn," "Carmen: A Hip Hopera," "The Natalie Cole
Story"

OPPORTUNITIES FOR FILMMAKERS

CREATIVE CAPITAL

Creative Capital Foundation
65 Bleeker St., 7th fl.
New York, NY 10012
(212) 598-9900 box 300
Fax (212) 598-4934
E-mail: info@creative-capital.org
www.creative-capital.org
Revolving multi-million dollar fund.

INNER-CITY FILMMAKERS LOS ANGELES

Inner-City Filmmakers Job Programs
3000 W. Olympic Blvd.
Santa Monica, CA 90404
(310) 264-3992
Email: innercity@earthlink.net
www.InnerCityFilmmakers.com
Inner-City Filmmakers was created in 1993 as a non-profit organization dedicated to creating lasting positive change in the lives of inner-city youth. Their mission is to open doors to possibilities for low-income, yet capable, high school seniors by providing free year-round professional and business skills training, mentors and paid work opportunities in the motion picture and television industries.

KODAK STUDENT FILMMAKER PROGRAM

1017 N. Las Palmas Ave., Suite 200
Hollywood, CA 90038
(323) 464-6131
www.kodak.com/go/student

MOXIEDOCS CO-PRODUCTION AWARD

Moxie Films
107 Suffolk St., Studio #517
New York, NY 10002
Phone: 212.982.5008
Fax: 212.353.3707
Email: info@moxie-films.com
www.moxie-films.com
The MoxieDocs Award has become one of the most valuable production resources available to documentary filmmakers. Projects considered are those in work-in-progress stages. Each competition receives an average of 200 submissions, five finalists are then selected for the "pitch" ceremony, and presented to a panel of jurors made up of award winning documentary filmmakers. \$150,000 in products and services. The MoxieDocs Production Award Package includes the basics for production, post-production and Festival/market needs.

NO BORDERS INTERNATIONAL CO-PRODUCTION MARKET

This IFP Market program puts mid-career narrative filmmakers directly in front of potential financing partners through one-on-one pitch meetings, social events and panels. Since its inception in 1995, No Borders has succeeded in linking experienced producers with leading domestic and international buyers, investors and agents. It is the only IFP Market section with international participation. As a collaborative effort, No Borders brings together producers affiliated with established funding bodies (U.K.-based Film Council, the German fund the Filmstiftung Nordrhein-Westfalen, South Africa's National Film and Video Foundation (NFVF) and Telefilm Canada) and support organizations (Ateliers du Cinema Europeen/ACE, CineMart, Asian Film Market/PPP and the Sundance Institute). It is the only section of the IFP Market exclusively dedicated to presenting projects in development by established producers. The No Borders International Co-Production Market takes place annually in September. For more information: Susan Boehm, Managing Dir, International Programs at sboehm@ifp.org.

OPPENHEIMER CAMERA NEW FILMMAKER GRANT PROGRAM

7400 3rd Avenue South
Seattle, WA 98108
(206) 467-8666
Fax: (206) 467-9165
E-mail: filmgrant@opppeheimercamera.com
www.opppeheimercamera.com/grant.html
The Oppenheimer Cine Rental New Filmmaker Equipment Grant Program is a grant to support new filmmakers in producing their first serious film project. The grant awards the use of our Grant Program Arriflex 16SR2 camera package to senior and graduate thesis students and to independent filmmakers for a scheduled period of time. This specific package, which we have set aside for the grant program, should meet the needs of most 16mm projects. Proposed projects may be of any non-commercial nature: dramatic, narrative, documentary, experimental, etc. In order to keep the package available for the largest number of filmmakers, feature length film projects will not be considered. The length of time the equipment will be available to any one project will depend on each project and on the pressures of the program. For complete details: www.opppeheimercamera.com/grant.html.

PANAVISION'S NEW FILMMAKER PROGRAM

6219 De Soto Avenue
Woodland Hills, CA 91367
(818) 316-1000

www.panavision.com/students.php

Panavision's New Filmmaker Program is an ongoing grant program. Through this program, Panavision donates the use of 16mm or 35mm motion picture camera equipment to filmmakers who are making Public Service Announcements, Showcase Reels, "Low-Budget" Independent Features or any other type of Short, Non-Profit film. The New Filmmaker Program has four 16mm and two 35mm cameras which have been set aside from the rental pool and are permanently attached to the program. These cameras are rotated from production to production, with time allotted for camera service and maintenance between shows. For complete details:
<http://www.panavision.com/students.php>.

PROJECT:INVOLVE

FILM INDEPENDENT
9911 West Pico Blvd.
Los Angeles, CA 90035
(310) 432-1200
Fax (310) 432-1203

www.filmindependent.org

Project:Involve is Film Independent's signature diversity program. Each year, 40 highly motivated and talented filmmakers from culturally diverse backgrounds are accepted into the program and paired one-on-one with mentors in the industry. Project:Involve is dedicated to increasing cultural diversity in the film industry by cultivating the careers of under-represented filmmakers. The program, which runs from October through June, offers a combination of one-on-one mentorships, filmmaking workshops, community screenings, and job placement. Fellows are paired with a one-on-one mentor for a four-month period during the fall or spring. For more information, contact Project:Involve at (310) 432-1280 or ProjectInv@FilmIndependent.org.

ROY W. DEAN FILM & VIDEO GRANTS

From The Heart Productions
1455 Mandalay Beach Road
Oxnard, California 93035-2845
carole@fromtheheartproductions.com or
caroleedean@att.net

www.fromtheheartproductions.com

The Roy W. Dean Film & Video Grants offer awards annually to short films, documentaries and other projects which are unique and benefit society. They currently have film and video grants out of L.A., and a film grant out of N.Y. Anyone can apply for these grants. Awards total over \$50,000 in goods and services including film and videotape, film processing, equipment rental, post production services and expendables.

SUNDANCE DOCUMENTARY FUND

The Sundance Institute Documentary Fund considers projects in three categories—Work In Progress, Development, and Supplemental. Documentaries in production or postproduction are eligible for the more substantial Work in Progress grants. Development grants provide seed funds to filmmakers whose projects are in the early research stage or in pre-production. The program awards Supplemental grants to projects that have previously received Development grants and meets the criteria for Work In Progress grants. Details on the Fund's award guidelines can be found on the Sundance Institute website, www.sundance.org.

SUNDANCE INSTITUTE FEATURE FILM PROGRAM

Sundance Institute
8857 W. Olympic Blvd.
Beverly Hills, CA 90211

E-mail: featurefilmprogram@sundance.org

The Sundance Institute created the Feature Film Program in 1981 to support next-generation filmmakers, and has at its core the Screenwriting and Filmmaking Laboratories, held each year at Sundance, Utah. Designed to offer emerging screenwriters and directors the opportunity to develop new work, the Labs offer a uniquely creative environment under the concentrated guidance of veteran filmmakers. Sundance selects 15-20 projects each year for one or more areas of support.

THE GUCCI TRIBECA DOCUMENTARY FUND

A partnership of The Tribeca Film Institute and Gucci, The Gucci Tribeca Documentary Fund offers finishing funds and post production guidance to independent filmmakers in need of finances to complete documentaries that promote social change and illuminate issues in need of comprehensive coverage currently missing from mainstream media. The Fund will provide grants totaling \$80,000 to a minimum of three filmmakers in 2008. The Gucci Tribeca Documentary Fund is open to documentary filmmakers who have projects in production or postproduction. Filmmakers will be required to submit a proposal along with a trailer, scene assemblage or rough-cut. Additional details can be found at www.tribecafilminstitute.org.

OPPORTUNITIES FOR WRITERS

GUY ALEXANDER HANKS AND MARVIN MILLER

SCREENWRITING PROGRAM

USC School of Cinema-Television

850 W. 34th St., GT100

Los Angeles, CA90089-2211

(323) 740-8194

www.cosbyprogram.com

Established by Drs. Bill and Camille Cosby in 1993, at the USC School of Cinema-Television. It was named in honor of Camille's father, Guy Alexander Hanks and Bill's producer, Marvin Miller. The fifteen-week intensive workshop was designed with a two-fold purpose: To assist writers in the completion of a film or television script. To deepen the participants appreciation for and comprehension of African American history and culture. Up to fifteen participants will be chosen.

NICHOLL FELLOWSHIPS IN SCREENWRITING

Nicholl Fellowships in Screenwriting

Academy Foundation

8949 Wilshire Blvd.

Beverly Hills, California 90211-1972

(310) 247-3000

E-mail nicholl@oscars.org.

www.oscars.org

The Nicholl Fellowships in Screenwriting program is an international competition open to screenwriters who have not earned more than \$5,000 writing for film or television. Entry scripts must be the original work of a sole author or of exactly two collaborative authors. Entries must have been written originally in English. Adaptations and translated scripts are not eligible. Up to five \$30,000 fellowships are awarded each year.

ORGANIZATION OF BLACK SCREENWRITERS WRITER'S COMPETITION

P.O. Box 70160

Los Angeles CA 90070

(323) 882-4166

www.obswriter.org

Promotes and supporting writing talent through publicity and financial assistance. Open to all writers. Script must not have been sold, optioned or produced at the time of submission.

SUNDANCE INSTITUTE SCREENWRITERS LAB

Sundance Institute

8857 W. Olympic Blvd.

Beverly Hills, CA 90211

E-mail: featurefilmprogram@sundance.org

The Screenwriters Lab is a five-day writer's workshop that takes place in January and June. The program offers ten to twelve emerging artists the opportunity to work intensively on their feature film scripts with the support of established screenwriters. Participating writers have one-on-one problem solving story sessions with "Creative Advisors," engaging in individual dialogues that combine life lessons in craft with practical suggestions to be explored in the next drafts.

TIME WARNER STORYTELLING ADVANCEMENT FUND

Time Warner Storytelling Advancement Fund is a partnership between The Sundance Institute and Time Warner. The four-year program will develop independent film and theater artists who participate in the Institute's core programs, and provide \$5,000 grants to filmmakers. The Fund is composed of two main components. The first is the establishment and specialized support of the Time Warner Storytelling Fellows, a talented group of Sundance film and theatre artists (up to 20 fellows over a four-year period) whose work uniquely positions and advances the concept of storytelling. Fellows will each receive a grant to enable them to focus specifically on the advancement of the narrative and voice in their projects. The second component is the piloting of activities to explore ideas in advancing storytelling throughout the broader arts landscape, including public readings and creative roundtables. Fellows are chosen for the uniqueness and diversity of the project's voice and narrative, and the particular timeliness of the story and its perspective. These artists will be developing projects which highlight the role and importance of storytelling in specific aspects of the creative process; in personal vision and perspective; and as a central component in embracing the diversity of our common experience. For more information: www.sundance.org.

NOTES:

PRODUCER'S REPRESENTATIVES & SALES AGENTS

The job of the producer's representative (producer reps) is essentially to sell the film to a distributor in the domestic marketplace. Few producer reps are working on spec these days. Most work on commission -- five and 10 percent of the film's net proceeds -- based on the size of the film, the amount of work involved and whether he/she was involved at the film's inception or became attached after it was completed. In recent years, some producer reps are now asking for a retainer fee which is a controversial practice and you, as the filmmaker, have to weigh the odds. Some say that the retainer fees affords the filmmaker with a better level of service.

Much like producer reps, sales agents take a percentage for setting you up with a distribution deal. Sales agents represent filmmakers who are looking for distribution deals for their films outside of the U.S. and Canada and will license your film to international territories. Sales agents' fees vary, but typically range from 5-15%.

Producer Reps

CINETIC MEDIA/SLOSS LAW OFFICE LLP

555 W 25th St. 4th Floor
New York, NY 10001
(212) 627-9898
Fax: (212) 627-9498
Email: office@cineticmedia.com, office@slosslaw.com
www.cineticmedia.com, www.slosslaw.com
John Sloss
Chris Horton, Acquisitions

COLLABORATION ENTERTAINMENT

9903 Santa Monica Blvd. #211
Beverly Hills, CA 90212
(310) 748-9980
info@collaborationent.com
www.collaborationent.com
Kristine Kreska, CEO
Iggly Kos, partner

EMERGING PICTURES

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New York, NY 10019
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Fax: (212) 202-4984
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www.emergingpictures.com
Ira Deutchman, CEO
Giovanni Cozzi, President
Josh Green, VP, Distribution

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Greg S. Bernstein, Esq.
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INTEGRATION ENTERTAINMENT

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www.int-ent.net
Amy Steuer, amy@int-ent.net
Joseph Dickstein, joe@int-ent.net

JEFF DOWD & ASSOCIATES

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Santa Monica, CA 90405
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Fax: (310) 572-1501
jeffdowdassist@aol.com
www.jeffdowd.com
Jeff Dowd

LANTERN LANE ENTERTAINMENT LTD.

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Calabasas, CA 91372-8187
(818) 222-2309
Fax: (818) 224-4028
Email: info@lanternlane.com
www.lanternlane.com
David L. Garber, CEO, dgarber@lanternlane.com

LICHTER, GROSSMAN, NICHOLS & ADLER, INC.

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(310) 205-6999
Fax (310) 205-6990
cpage@lgna.com
Linda Lichter

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Fax (818) 951-7924
www.magicclampreleasing.com
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Marketing/Sales Agent,
marc@magicclampreleasing.com
Marla Halperin, President, Publicity & Promotion,
marla@magicclampreleasing.com

OSTROW & COMPANY

100 South Doheny Drive, Suite 210
Los Angeles, CA 90048
(310) 276-5007
www.ostrowandcompany.com
Dawn Ostrow

Sales Agents**ARCLIGHT FILMS**

9229 Sunset Blvd, Suite 705
Los Angeles, CA 90069
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Email: info@arclightfilms.com

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Beverly Hills, CA 90212
(310) 273-0003
Fax: (310) 273-0007
Email: info@bleibergent.com or sales@bleibergent.com

CINETIC MEDIA/SLOSS LAW OFFICE LLP

555 W 25th St. 4th Floor
New York, NY 10001
(212) 627-9898
Fax: (212) 627-9498
Email: office@cineticmedia.com, office@slosslaw.com
www.cineticmedia.com, www.slosslaw.com
John Sloss
Cinetic prefers to represent films which have not yet
screened for distributors, producers reps, or press,
favoring to screen the film at the rough cut stage and
play an active role in developing a strategy for
screening the films for buyers or industry. They maintain
a presence at all the international film markets.

COLLABORATION ENTERTAINMENT

9903 Santa Monica Blvd. #211
Beverly Hills, CA 90212
info@collaborationent.com
(310) 748-9980
www.collaborationent.com
Kristine Kreska, CEO
Iggly Kos, partner

CONTENTFILM PLC

1337 Third Street Promenade, Suite 302
Santa Monica, CA 90401
(310) 576-1059
Fax (310) 576-1859
E-mail: la@contentfilm.com
Saralo MacGregor, Executive Vice-President,
Worldwide Distribution
E-mail: saralo.macgregor@contentfilm.com
Diana Zakis, VP Sales, Latin America and Asia
E-mail: diana.zakis@contentfilm.com
International Film Sales:
Jamie Carmichael, President
E-mail: jamie.carmichael@contentfilm.com
Graham Begg, Head of Film and TV Finance
E-mail: graham.begg@contentfilm.com
Content Film is a sales agency based in London with an
additional office in Los Angeles.

CONTINENTAL PICTURES

9701 Wilshire Blvd., 10th Fl.
Beverly Hills, CA 90212
(310) 203-3371
Fax (310) 203-9010
D. Jeffrey Andrick, Managing Director

CRYSTAL SKY WORLDWIDE SALES

10203 Santa Monica Blvd., 5th Floor
Los Angeles, CA 90067
(310) 843-0223
Fax (310) 553-9895
www.crystalsky.com
Daniel Diamond, International Sales Consultant

CURB ENTERTAINMENT INTERNATIONAL CORP.

3907 West Alameda Ave.
Burbank, CA 91505
(818) 843-8580
Fax (818) 566-1719
info@curbentertainment.com
www.curbentertainment.com
Carole Curb Nemoy, President, ccurb@curb.com
Christy Peterson, Head of Acquisitions,
cpeterson@curb.com
Curb Entertainment International is a sales agency
based in Burbank, CA. Curb has an open submissions
process for filmmakers, but may require at least one or
two B-stars appear in a finished film in order to take it
on for representation. Curb maintains a presence at all
major international film and television markets.

THE FILM DEPARTMENT

8439 Sunset Boulevard
 Second Floor
 West Hollywood, CA 90069
 (323) 785-3700
 Fax: (323) 785-3799
 www.filmdept.com
 Mark Gill, CEO
 Neil Sacker, President/COO

THE FILM SALES COMPANY

151 Lafayette St., 5th Fl.
 New York, NY 10013
 (646) 274-0945
 Fax (646) 825-5212, (646) 274-0923
 www.filmsalescorp.com
 Andrew Herwitz, President
 Stephen Oxman, Director
 Film Sales company is a US based sales agency.
 Typically they represent films from all over the world
 with a strong commercial element. They also raise
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SALES AGENTS & PRODUCER REPS: WHAT'S THE DIFFERENCE AND WHY SHOULD I CARE?

By Jerome Courshon - <http://www.distribution.la> (Reprinted from *Film Festival Today*, April 20, 2007, www.filmfestivaltoday.com)

Producers and directors with a completed movie who are submitting to film festivals, are frequently queried by Sales Agents and Producer Reps (short for "Producer's Representative"). Mostly Producer Reps, but some Sales Agents too.

Why does this happen? Once you've been selected by a particular festival, these reps/agents get a list of films that will be showing with contact info on the filmmakers. Then some of you get calls or emails.

So let's discuss the distinction between these two types of sales people, as I have found many filmmakers don't understand the difference -- and there is a BIG difference.

"Sales Agents" are those people who work for (or own) a sales company -- frequently referred to as a "foreign sales company" -- and this company will work on selling your movie into all the international territories outside the U.S. & Canada. What they actually do is license your movie to another company from a territory, say, a German company for Germany, who will then handle it for that territory. And this is done for as many territories as they can license to.

"Producer Reps" are those people who will work on selling your movie to a domestic (U.S.) distributor. Some of them will license the movie right from you and then go sell it wherever they can domestically. And some of them will just have a contract with you stating their percentage that they get of any deals secured.

Sometimes Producer Reps will also act as Sales Agents, and vice versa. And over recent years, a number of what would have been called Producer Reps are referring to themselves as Sales Agents. Ultimately the vernacular used doesn't matter; what matters is who is approaching you and what are they wanting to sell to? The U.S. and Canadian markets? Or all markets outside the U.S. & Canada? Or all of the above?

General rule of thumb: This is not an absolute, but you generally do not want to sign a contract with either one of these people for the whole World. Sales Agents are generally not that good at securing domestic deals (with some exceptions, of course), and most Producer Reps are pointless for the international territories. All a Producer Rep can do for the international territories is hook you up with a Sales Agent for this -- which you can do yourself! It is not that difficult. Really. It is not that difficult if you have a decent movie or it's the right genre. If you let them hook you up with a Sales Agent, then you're just giving up another piece of your pie to another middleman.

So it's important to know this distinction and important to know who you've been approached by and what they want to do. You don't want to contract and lock up rights with someone that won't do you any good for certain markets, and you don't want to contract and lock up rights with someone who will just be a second middleman and take more of your pie.

At some point in your journey, a Sales Agent is absolutely necessary to get your movie sold into the markets outside the U.S. & Canada. Can you get some overseas markets sold on your own? Yes, it is possible but is not the easiest thing to do. Overseas buyers tend to rely on the relationships they have with the Sales Agents they know, and are not generally fond of making one-time deals with filmmakers they don't know. So this area of the market is one where relationships actually mean something.

On the other hand, is a Producer Rep necessary to get your movie sold domestically? Absolutely not, and in fact sometimes they do more harm than good. Also, relationships mean less here. Domestic sales are more about the product -- the movie you've made -- and less about who's selling it. Many Producer Reps would have you believe otherwise and namedrop companies you've heard of to get you to sign with them, saying they have relationships.

Jerome Courshon is an award-winning Producer/Writer and has written articles & primers on distribution for Film Festival Today, MovieMaker Magazine and Indie Slate Magazine. Last fall he began teaching the strategies for achieving distribution to producers & directors in his groundbreaking seminar, "THE SECRETS TO DISTRIBUTION: Get Your Movie Distributed Now!" For more information on the seminar, visit: <http://www.Distribution.LA>

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Los Angeles, CA 90036
(323) 330-0525
www.tridestined.com
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Trey Haley, President, Studio
Gregory Anderson, President, Film

TRIMEDIA ENTERTAINMENT GROUP, INC.

1080 North Delaware Avenue, 8th Floor
Philadelphia, PA 19125
(215) 426.5536
Fax (215) 426.6099
www.trimediaent.com
Chris Schwartz, President

TV ONE

1010 Wayne Ave.
Silver Spring, MD 20910
(301) 755-0400
Alfred Liggins, President
Rose Catherine Pinkney, Executive Vice President of
Programming, Production & Development
Johnathan Rodgers, CEO/President

VERDON-CEDRIC PRODUCTIONS

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Beverly Hills, CA 90213
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Fax ((310) 274-0697
Sidney Poitier's production company

WAYANS BROTHERS PRODUCTIONS

8730 Sunset Blvd., Ste. 290
West Hollywood, CA 90069
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Fax (323) 930-6736
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Mike Tiddes, Development Executive
Keenen Ivory Wayans, Shawn Wayans and Marlon
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333 W. 52nd St., Ste. 602
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Fax (212) 245-6944
Tom Leonardis, President/Executive Producer/Director,
Development
Whoopi Goldberg's production company

WILLIAM GREAVES PRODUCTS, INC.

P.O. Box 2044
Radio City Station
New York, NY 10101-2044
1-800-874-8314
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E-mail: info@williamgreaves.com
www.williamgreaves.com

YAGYA PRODUCTIONS

DUKE MEDIA
7510 Sunset Blvd. #523
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(323) 962-4390
Fax (323) 962-4392
www.billduke.com
Bill Duke's production company

PUBLICITY FIRMS

* denotes Black-owned PR firms

42 WEST

11400 W. Olympic Blvd., Suite 1100
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Fax (310) 477-8442
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New York, NY 10036
(212) 277-7555
Fax (212) 277-7550
<http://42west.net>

5W PUBLIC RELATIONS

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1120 Avenue of the Americas, 7th Floor
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Los Angeles, CA, 90048
(323) 556-7077
Fax (323) 556-7011
E-mail: info@5wpr.com
www.5Wpr.com

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Los Angeles, CA 90013
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Fax (213) 253 0580
Adrian Reed, President
Atlanta Office:
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Atlanta, GA 30313
www.arprmarketing.com

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9100 Wilshire Blvd., West Tower, 6th Fl.
Beverly Hills, CA 90212
(310) 550-7776

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(323) 525-0559
Fax (323) 525-1877
Janet Curry, Mark Cheatham

BAZAN ENTERTAINMENT MARKETING *

New York Office:
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Suite 1005
New York, NY 10018
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Fax (212) 643-4688
Los Angeles Office:
5670 Wilshire Boulevard
Suite 1620
Los Angeles, CA 90036
(323) 525-3200
Fax (323) 525-3208
www.bazanpr.com
Jackie Bazan

BENDER/HELPER IMPACT

Los Angeles Office:
5670 Wilshire Boulevard
Suite 1620
Los Angeles, CA 90036
(323) 525-3200
Fax (323) 525-3208
New York Office:
330 West 38th Street
Suite 1005
New York, NY 10018
(212) 643-4664
Fax (212) 643-4688
www.bhimpact.com

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Los Angeles, CA 90036
(323) 634-7001
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Los Angeles, CA 90049
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Fax (310) 889-0019
Email: bobbi.marcus@bobbimarcuspr.com
www.bobbimarcuspr.com

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8687 Melrose Ave., 8th Fl.
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(310) 854-4800
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www.bncpr.com

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www.thebrittoagency.com

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9255 Sunset Boulevard, Suite 804
Los Angeles, CA 90069
(310) 273-2060
Fax (310) 276-4037
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www.brokawcompany.com

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Lisa Humphrey

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Sasha Brookner

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 Email: dewaalpr@aol.com
 Talin Boustani

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Beverly Hills, CA 90210
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Fax (310) 205-0879, (212) 957-2778

DO-IT-YOURSELF PUBLICITY

Publicity is a powerful tool. It gets your name out to the industry and public alike and helps you gain recognition and establish credibility. Getting the media (newspapers, magazines, Internet, radio and television) to talk and write about you is what publicity is all about. And check this out, do-it-yourself publicity is virtually free! The only costs involved are your time, press materials and postage.

Begin your campaign by creating attention-getting publicity materials and using them effectively to get more auditions, more jobs, more notoriety, and yes, more press. If you were to hire a professional publicist they'd probably begin by designing a press kit for you. You can do this yourself. Your basic materials will include your photo, resume, bio, press clippings, brochures, flyers, demo tape (video and/or audio), and 2-pocket folders to put all of your materials in. Depending on what profession you're in, you might use all or some of these components in your press kit.

Now for the nuts and bolts of how to put together your publicity materials. Here's where your time comes into play. Before you do anything, read, read, read! Go to your local library and educate yourself - read everything you can find on publicity. Read about writing bios, press releases and getting the press to write about

you. Then sit down with your pen in hand and begin to compose your own publicity materials. If you're not a good writer, ask a friend for their help. If you're in the business, I'm sure you know at least one writer who can help you out. Your bio and/or company profile are two of the most important elements of your press kit. They should be written like a story of your career (or business) and outline anything you want to highlight and draw attention to. Don't be afraid to toot your own horn - if you don't, who will? This is not the time to check your ego at the door. Make your bio/profile seem as fantastic as possible. You can insert a few personal quotes to illuminate important facts about yourself and your work.

Make copies of press clippings and include them in your press kit. In regard to photos, black and white photographs (no lithographs) are required for reproduction in newspapers and magazines. 5X7 photos are acceptable for press kit purposes. Always have a .jpeg copy of your photo available to e-mail. Once you've compiled your press kit, you're ready to begin your quest for press. First step, who do you send your press kit to? Free, local and small regional newspapers and magazines are a good place to start as they often have small staffs and need information to fill their pages.

You'll find the names of the editors and writers somewhere near the front of publication. If there's an entertainment editor, that's who you should address your package to. If there's no entertainment editor, call and find out who you should address an entertainment-related pitch to. Pitch? Yes, that's what you're about to do, pitch a story idea to a newspaper or magazine. Take the same approach as pitching a movie or television idea. Your goal is to sell them on the idea of doing a story on you. First pitch the idea over the phone to see whether or not they seem interested and if they do, send a short cover letter with your press kit. Of course you'll want to mention that you've already spoken to them - "As per our telephone conversation, my press kit is enclosed as you requested." Let them think they really initiated this! Wait a few days and follow up by phone to make sure they received your press kit (this is really just another excuse to make contact with them). Be straightforward and ask if they might do a story on you. If they say no, go on to your next phone call. Be persistent. That's the key to getting publicity!

SCREENING ROOMS

L.A. Screening Rooms

ACADEMY LITTLE THEATRE

Academy of Motion Picture Arts and Sciences
8949 Wilshire Blvd.
Beverly Hills, CA 90211
(310) 247-3000, fax (310) 859-9619
Contact: Moray Greenfield, Theater Operations
67 seats

CHARLES AIDIKOFF SCREENING ROOM

150 S. Rodeo Dr. Suite 140
Beverly Hills, CA 90212
Phone: (31) 274-0866
Contact: Josh
53 seats

CLARITY SCREENING ROOM

100 N. Crescent Drive, Suite 150
Beverly Hills, CA 90210
(310) 432-1660
Contact: Alex Hyde, alex@claritypartners.net
114 seats

COLUMBIA STUDIOS/SONY PICTURES

10202 W. Washington Blvd.
Culver City, CA
(310) 244-5721
Contact: Mike or Richard
Thalberg A, C, D, F - 41 seats
Thalberg B, E - 28 seats
The James Stewart Building, rooms 23, 24 - 94 seats
each
Backstage Theatre - 105 seats

CULVER STUDIOS – DEMILLE THEATER

9336 W. Washington Blvd., Culver City
70 seats
(310) 202-3253
Contact: Chris Wilson

CULVER STUDIOS – INCE THEATRE

119 seats

DGA THEATER - LOS ANGELES

7920 Sunset Blvd.
Los Angeles, CA
(310) 289-2021
Contact: Tim Webber, DGA Theatre Operations
Department, twebber@dga.org
Theatre 1 - 600 seats
Theatre 2 - 155 seats
Theatre 3 - 38 seats

FINE ARTS THEATRE

8556 Wilshire Blvd.
Beverly Hills, CA 90211
Tel: (310) 659-3875
Contact: Michael Hall
michael@studioscreenings.com
www.studioscreenings.com
410 seats

HARMONY GOLD SCREENING ROOM

7655 Sunset Blvd.
Los Angeles, CA 90046
(323) 436-7204
Contact: Kathryn Davolio
www.harmonygold.com/theatre.htm
351 seats (expandable to 385)

ICM SCREENING ROOM

MGM Tower, 10250 Constellation Blvd., Los Angeles
(310) 550-4299
Contact: Heather Moses
theatrerequests@icmtalent.com
Screening Room 1 - 127 seats
Screening Room 2 - 46 seats

Interactive Screening Room
(formerly Ticketmaster)
8800 Sunset Blvd.
West Hollywood, CA
(310) 360-2300 (hit 2)
Contact: Will
54 seats

LEONARD H. GOLDENSON THEATRE

Academy of Television Arts & Sciences Plaza
5220 Lankershim Blvd.
North Hollywood, CA 91601
(818) 754-2825
Contact: Bob Gould or Vicky Campobasso,
theatre@emmys.org

LINWOOD DUNN THEATER

Academy of Motion Picture Arts and Sciences's
Pickford Center for Motion Picture Study
1313 Vine St.
Hollywood, California
(310) 247-3000, fax (310) 859-9619
Contact: Moray Greenfield, Theater Operations
286 seats

OCEAN SCREENING ROOM

1401 Ocean Avenue, 1st Floor
 Santa Monica, CA 90401
 (310) 576-1831
 Fax (310) 576-1842
 info@oceanscreening.com
 www.oceanscreenings.com
 45 fixed seats (max. 55 person allowance)

RALEIGH STUDIOS

650 N. Bronson Ave., Hollywood
 (213) 871-5649
 Contact: Dean or Mike Chaplin
 Fairbanks Room – 24 seats
 Pickford Room – 24 seats
 Chaplin – 150 seats

SAMUEL GOLDWYN THEATRES

Academy of Motion Picture Arts and Sciences
 8949 Wilshire Blvd.
 Beverly Hills, CA 90211
 (310) 247-3000, fax (310) 859-9619
 Contact: Moray Greenfield, Theater Operations
 1012 seats

SUNSET SCREENING ROOM

8730 Sunset Blvd.
 Los Angeles, CA 90069
 Tel: (310) 652-1933
 Contact: Walter Moshay
 24 seats (room for an additional 20)

UNIVERSAL CITY STUDIOS

100 Universal City Plaza
 Universal City, CA 91608
 (818) 777-1331
 Contact: Robert
 Theatres #1, #2, #3 - 100 seats
 Alfred Hitchcock - 200 seats
 Theatres #7, #8 - 13-18 capacity

WARNER BROTHERS

400 Warner Blvd.
 Burbank, CA 91522
 (818) 954-2144
 Contact: Erika
 Theater 4 (48 seats)
 Theater 5 (113 seats)
 Theater 12 (226 seats)

WILSHIRE SCREENING ROOM

8670 Wilshire Blvd., Beverly Hills
 Tel: (310) 659-3875
 Contact: Michael Hall
 michael@studioscreenings.com
 www.studioscreenings.com
 43 seats (can increase to 49)

WGA/W THEATRE

135 South Doheny Drive
 Beverly Hills, CA
 (323) 782-4525
 Contact: Emal Nessary
 540 seats

N.Y. Screening Rooms**THE BROADWAY SCREENING ROOM**

1619 Broadway 5th floor
 New York, New York, 10019
 (212) 307-0990
 Contact: Theresa
 1012 seats
 67 seats

DGA THEATER - NEW YORK

110 West 57th St.
 New York, NY
 (212) 258-0811
 Contact: Addison MacDonald, DGA Theatre Operations
 Department , addisonm@dga.org
 436 seats (263 seats in the main level and 173 seats in
 the mezzanine level)

MAGNO SOUND & VIDEO

729 7th Ave.
 New York, New York, 10019
 (212) 302-2505 ext. 3
 Contact: Ada luiz
 Theatre 1 (68 seats)
 Theatre 2 (37 seats)

MILLENNIUM

66 East 4th Street
 New York, New York, 10003
 (212) 673-0090
 Contact: Howard Guttenplan

PLANET HOLLYWOOD

1540 Broadway
 New York, New York, 10036
 (212) 265-2404
 Contact: Iyana Brown or David Breeden

PARK AVENUE SCREENING ROOM

500 Park Avenue
 New York, New York
 (212) 735-5348
 55 seats

PIONEER THEATRE

155 East 3rd Street
 New York, New York, 10009
 (212) 941-3930
 Contact: Moray
 100 seats

TRIBECA FILM CENTER

375 Greenwich Street
 New York, New York, 10009
 (212) 941-2000
 Fax: (212) 941-2012
 Contact: Barry Manasch
 72 seats

Other Screening Rooms**DELANCEY STREET SCREENING ROOM**

600 Embarcadero
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 (415) 512-5104
 Fax (415) 512-5141

DOLBY SCREENING ROOM

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 San Francisco, CA
 (415) 558-0200

RAFAEL FILM CENTER

1118 Fourth St.
 San Rafael, CA
 (415) 383-5256
 Fax (415) 383-8606

SAUL ZAENTZ MEDIA CENTER

2600 Tenth St.
 Berkeley, CA
 (510) 705-8840
 Fax: (510) 705-8844
 Contact: Zach Robbins,
 zrobbins@warehamproperties.com
 www.saulzaentzmediacenter.com
 Alan Splet Theatre (53 seats)
 Ron Jacobs Memorial Screening Room (56 seats)

SOHO SCREENING ROOMS

14 D'Arblay Street
 London W1F 8DY
 Tel: 020 7437 1771
 Fax: 020 7734 4520
 Derry, derry@sohoscreeningrooms.co.uk
 Colin, colin@sohoscreeningrooms.co.uk
 Paul, paul@sohoscreeningrooms.co.uk
 Anges, agnes@sohoscreeningrooms.co.uk
 www.sohoscreeningrooms.co.uk
 25, 41 and 44 seats

THE SCREENING ROOM

San Francisco Film Centre
 39 Mesa St., Suite 107
 The Presidio
 San Francisco, CA 94129
 (415) 561-3456
 Fax (415) 561-3458
 propmgr@sffilmcentre.com
 24 seats

VARIETY PREVIEW SCREENING ROOM

582 Market St. (at 2nd St. in the Hobart Bldg.)
 San Francisco, CA
 (415) 781-3894
 www.varietync.org/preview/index.php

ABOUT PILOT SEASON

Pilot Season is every actors "Big Break" Opportunity! New fall series are being cast - not only series-starring role, but many smaller (but series regular) roles as well. Take all interviews and readings very seriously during March and April. If you're called in for inter- view,(1) go to the casting office and ask to see the entire script (to find out who and what your character is!)...(2) visualize the role as being you, nobody but you (your look, your personality, your characteristics that will make television viewers enjoy watching you). Series must and do cast only those actors that they observe to have viewer appeal. No series regular role is unimportant!

Prepare to be interesting. The more Human the character you bring to readings for series roles-that audiences can care about week after week, the better. When checking the entire script in the casting office, notice what other characters say about your character; why your character is important enough to be a series regular role. And at least become ready with some other scenes of your character. If they find you right and interesting, they'll probably have you read one or two more sequences of the role at the interview. A series pilot role interview is the chance of a lifetime to make a career leap forward.

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STUDIOS & NETWORKS

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Power Networking Tips

We all know how difficult it is to break into this business without a helping hand. Today, more than ever before, networking is one of the most important factors in furthering a career in the entertainment industry. But effective power networking isn't just about making contacts and social chitchat. What you should be doing is developing meaningful relationships based on trust. Build trust in your industry relationship, and from that trust you'll get more work. People employ, send business to, and do business with people they trust. Yet, to trust someone you must know someone. Get to know others in the industry by sharing your knowledge, expertise, and experiences in a non-monetary environment (meaning, you're not getting paid for sharing!). Your willingness to share will earn the friendship and loyalty of others.

Besides working in your chosen industry profession, you should work on being part of the "in" crowds, the inner-circle of African-Americans in powerful and

decision-making positions. Why? Because people tend to look to those closest and nearest to them when jobs are being handed out. Even though there are no African-Americans heading major movie studios or television networks, there are quite a number of African-Americans with decision-making power in the upper ranks of the television and movie business. Knowing who these people are can put your name on their "A" list when they've been given the go-ahead to hire someone and are looking for someone just like you. Certainly, there are African-Americans with the power to cast you in a role. You should know who these people are. In the music business, African-Americans are faring better and now number among some of the industry's most powerful and respected people. You should know who these people are and what they do. Don't find yourself in a conversation where someone mentions a well-known industry person to hire you for a job. Your goal is to meet and socialize with

these people in order to forge a long-lasting business and quasisocial relationship. In the entertainment business, the people you regularly socialize with in your business life also tend to be the people you socialize with in your personal life.

A bit of warning is in order -- don't be overzealous in asking for help or assistance. Relationships take time to build, and its recommended you wait at least a year before you enlist the aid of any new industry contact. A year is enough time to build trust, which is the cornerstone of any productive business relationship. No one likes being put in the position of having to go to bat for someone they are not too familiar with. After a year's time, you should have established a rapport and relationship where they will be more than happy to put in a good word for you. Remember, their reputation is also at stake if they stick their neck out for you, and you want to make sure they feel absolutely comfortable helping you out.

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TAMPA/HILLSBOROUGH FILM COMMISSION

400 N. Tampa St., Suite 1010
 Tampa, FL 33602
 Tel: 813-223-1111
 Fax: 813-229-6616

VOLUSIA COUNTY FILM OFFICE

123 E. Orange Avenue
 P.O. Box 910
 Daytona Beach, FL 32114
 Toll free: (800)544-0415
 Tel: (386)255-0415
 Fax: (386)255-5478
 Email: bvaught@volusiafilm.org

Georgia**GEORGIA FILM AND VIDEOTAPE OFFICE**

Atlanta, GA
 Tel: 404-656-3544
 Fax: 404-651-9063
 Email: film@georgia.org
 Macon Film & Music Commission
 City Hall
 700 Poplar Street
 Macon, Georgia 31201
 Tel: (478) 751-7170
 Fax: (478) 751-7931
 Steve Bell
 Chairman Email: steve@allegroadvertising.com

SAVANNAH FILM COMMISSION

City Manager's Office
 P.O. Box 1027
 Savannah, GA 31402
 Tel: (912) 651-3696
 Fax: (912) 238-0872

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County of Hawaii, Department of
 Research and Development
 Marilyn Killeri
 25 Aupuni Street #219
 Hilo HI 96720
 Tel: (808) 961-8366
 Fax: (808) 935-1205

HAWAII FILM OFFICE

State of Hawaii
 Georgette Deemer, Manager
 No. 1 Capitol District Bldg., 200 S. Hotel Street
 Honolulu, HI 96813
 Tel: 808-586-2570
 Fax: 808-586-2572

KAUA'I FILM COMMISSION

County of Kauai
 Judy Drosd
 4280-B Rice St.
 Lihue HI 96766
 Tel: 808.241.6390
 Fax: 808.241.6399
 Email: info@filmkauai.com

MAUI FILM OFFICE AND MOLOKAI AND LANAI ISLANDS

Georja Skinner
200 High Street, 6th Floor
Wailuku, HI 96793
Tel: 808-243-7710
Fax: 808-243-7995

OAHU FILM OFFICE

Walea Constatninau, Manager
530 S. King Street, Room 306
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Tel: 808 527 6108
Fax: 808 523 4242
Email: oahufilm@filmoahu.com

Idaho

IDAHO FILM BUREAU

700 W. State Street, 2nd Floor
Box 83720
Boise, ID 83720-0093
Toll free: (800) 942-8338
Tel: (208) 334-2470
Fax: (208) 334-2631

Illinois

CHICAGO FILM OFFICE

1 N. LaSalle, Suite 2165
Chicago, IL 60602
Tel: (312) 744-6415
Fax: (312) 744-1378

ILLINOIS FILM OFFICE

100 W. Randolph, Suite 3-400
Chicago, IL 60601
Tel: (312) 814-3600
Fax: (312) 814-6175

QUAD CITIES DEVELOPMENT GROUP/FILM COALITION

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Rock Island, IL 61201
Tel: (309) 326-1005
Fax: (309) 788-4964

Indiana

INDIANA FILM COMMISSION

Indiana Department of Commerce
One North Capitol Avenue - Suite 700
Indianapolis, IN 46204-2288
Tel: 317-232-8829
Fax: 317-233-6887 FAX
Email: filminfo@commerce.state.in.us

Iowa

IOWA FILM OFFICE

Manager: Wendol Jarvis
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Fax: 515-242-4859
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FORT DODGE FILM COMMISSION

Box T, 1406 Central Avenue
Fort Dodge, Iowa 50501
Tel: 1-800-765-1438
Email: wcedc@dodgenet.com

Kansas

KANSAS FILM COMMISSION

700 SW Harrison Street, Suite 1300
Topeka, KS 66603
Tel: (913) 296-4927
Fax: (913) 296-6988

LAWRENCE/TOPEKA FILM COMMISSION

Lawrence Convention & Visitors Bureau
734 Vermont
Lawrence, KS 66044
Tel: (913) 865-4411
Fax: (913) 865-4400

MANHATTAN FILM COMMISSION

555 Poyntz, Suite 290
Manhattan, KS 66502
Tel: (913) 776-8829

WICHITA CONVENTION & VISITORS BUREAU

100 S. Main, Suite 100
Wichita, KS 67202
Tel: (316) 265-2800
Fax: (316) 265-0162

Kentucky

KENTUCKY FILM COMMISSION

500 Mero Street
2200 Capitol Plaza Tower
Frankfort, KY 40601
Tel: (502) 564-3456
Fax: (502) 564-7588

Louisiana

LOUISIANA FILM AND VIDEO COMMISSION

Tel: 504-342-8150
Fax: 504-342-7988

NEW ORLEANS FILM AND VIDEO COMMISSION

1515 Poydras Street, Suite 1200
New Orleans, LA 70112
Tel: 504-565-8104
Fax: 504-8108

Maine**MAINE FILM OFFICE**

State House Station 59
Augusta, ME 04333
Tel: (207) 287-5707
Fax: (207) 287-5701

Maryland**MARYLAND FILM OFFICE**

217 E. Redwood Street
Baltimore, MD 21202
Tel: 1-800-333-6632
Tel: (410) 767-6340
Fax: (410) 333-0044

Massachusetts**BOSTON FILM OFFICE**

Boston City Hall, #716
Boston, MA 02201
Tel: (617) 635-3245
Fax: (617) 635-3031

MASSACHUSETTS FILM OFFICE

10 Park Plaza, Suite 2310
Boston, MA 02116
Tel: (617) 973-8800
Fax: (617) 973-8810

Michigan**MICHIGAN FILM OFFICE**

525 W. Ottawa
P.O. Box 30004
Lansing, MI 48933
Tel: (517) 373-0638, Toll free: (800) 477-3456
Fax: (517) 373-3872

MAYOR'S OFFICE FOR FILM & TELEVISION

1126 City-County Bldg.
Detroit, MI 48226
Tel: (313) 224-3430
Fax: (313) 224-4128

Minnesota**MINNESOTA FILM BOARD**

401 N. 3rd Street, Suite 460
Minneapolis, MN 55401
Tel: (612) 332-6493
Fax: (612) 332-3735

MINNEAPOLIS OFFICE OF FILM

Tel: 612-673-2947
Fax: 612-673-2011

Mississippi**COLUMBUS FILM COMMISSION**

P.O. Box 789
Columbus, MS 39703
Tel: (601) 329-1191, Toll free: (800) 327-2686
Fax: (601) 329-8969

MISSISSIPPI FILM OFFICE

Box 849
Jackson, MS 39205
Tel: (601) 359-3297
Fax: (601) 359-5757
Email: wemling_gw@decd.state.ms.us

MISSISSIPPI GULF COAST FILM OFFICE

P.O. Box 569
Gulfport, MS 39502
Tel: (601) 863-3807
Fax: (601) 863-4555

NATCHEZ FILM COMMISSION

P.O. Box 1485
Natchez, MS 39121
Tel: (601) 446-6345, Toll Free: (800) 647-6724
Fax: (601) 442-0814

OXFORD FILM COMMISSION

P.O. Box 965
Oxford, MS 38655
Tel: (601) 234-4680
Fax: (601) 234-4355

TUPELO FILM COMMISSION

P.O. Box 1485
Tupelo, MS 38802-1485
Tel: (601) 841-6454, Toll free: (800) 533-0611
Fax: (601) 841-6558

VICKSBURG/WARREN COUNTY FILM COMMISSION

P.O. Box 110
Vicksburg, MS 39180
Tel: (601) 636-9421, Toll free: (800) 221-3536
Fax: (601) 636-9475

Missouri**KANSAS CITY, MISSOURI FILM OFFICE**

10 Petticoat Lane, Suite 250
Kansas City, MO 64106
Tel: (816) 221-0636
Fax: (816) 221-0189

MISSOURI FILM OFFICE

301 West High, #630
 P.O. Box 118
 Jefferson City, MO 65102
 Tel: (573) 751-9050
 Fax: (573) 751-7384

ST. JOSEPH, MISSOURI FILM DIVISION

St. Joseph, Missouri
 Contacts: Beth Whitchurch
 Tel: 800-7850360

ST. LOUIS FILM OFFICE

One Metropolitan Square, Suite 1100
 St. Louis MO 63102
 Tel: 314.992-0609
 Fax: 314.421.0394
 Email: stlfilm@stlfilm.com
 Key personnel:
 Jim Leonis, Executive Director
 Andrea Gardner, Associate Director
 Patricia Scallet, Associate Director
 Kara Hollensbe, Location Resource Manager

Montana**MONTANA FILM OFFICE**

1424 9th Avenue
 Helena, MT 59620
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 Tel: (406) 444-2654
 Fax: (406) 444-1800

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815 2nd Street South
 P.O. Box 2127
 Great Falls, MT 59403
 Toll free: (800) 735-8535
 Fax: (406) 761-6129

Nebraska**NEBRASKA FILM OFFICE**

P.O. Box 94666
 Lincoln, NE 68509-4666
 Tel: (402) 471-3797, (800) 228-4307
 Fax: (402) 471-3026

OMAHA FILM COMMISSION

6800 Mercy Road, Suite 202
 Omaha, NE 68106-2627
 Tel: (402) 444-7736 or (402) 444-7737
 Fax: (402) 444-4511

Nevada**CLARK COUNTY**

Nancy Hehn, Film Administrator
 Tel: (702) 455-3566
 Fax: (702) 386-2168.

NEVADA FILM OFFICE**SOUTHERN NEVADA:**

Charles Geocaris, Director
 555 E. Washington Ave., Ste. 5400
 Las Vegas, NV 89101
 Tel: (702) 486-2711, 877-NEV-FILM (877-638-3456)
 Fax (702) 486-2712
 Email: lvinfo@bizopp.state.nv.us

NORTHERN NEVADA:

Robin Holabird, Deputy Director
 108 E. Proctor Street
 Carson City, NV 89701
 Tel: (775)687-1814
 Fax (775)687-4497
 Toll Free: 877-NEV-FILM (877-638-3456)
 Email: ccnfo@bizopp.state.nv.us

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 Concord, NH 03302-1856
 Tel: (603) 271-2598
 Fax: (603) 271-2629

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 Newark, NJ 07101
 Tel: (973) 648-6279
 Fax: (973) 648-7350
 Email: NJFILM@NJFilm.org

JERSEY SHORE FILM ASSISTANCE

PO Box 7986
 Shrewsbury, NJ 07702
 Tel: (732) 581-5249
 Fax: (732) 842-65330
 Email: Shore_Film@euro-pacific.com

New Mexico**ALBUQUERQUE FILM AND TELEVISION OFFICE**

P.O. Box 26866
 Albuquerque, New Mexico 87125
 Tel: (505) 842-9918
 Fax: (505) 243-3934

NEW MEXICO FILM OFFICE

Linda Taylor Hutchison, Director
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Santa Fe, New Mexico 87504-5003
Toll free: (800) 545-9871
Tel: (505) 827-9810
Fax: (505) 827-9799
Email: film@edd.state.nm.us

LAS CRUCES FILM COMMISSION

Ted Scanlon
540 North Water
Las Cruces, New Mexico 88001
Toll free: (800) 343-7827
Tel: (505) 524-8521 or (505) 525-2112
Fax: (505) 524-8191

SANTA FE FILM OFFICE

Kathy Madden or Mark Trujillo
201 West Marcy St.
Santa Fe, New Mexico 87501
Toll free: 800-984-9984
Fax: 505-984-6679
Email: kathy@santafe.or

New York**NEW YORK CITY MAYOR'S OFFICE OF FILM,
THEATRE, BROADCAST**

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New York, NY 10019
Tel: (212) 489-6710
Fax: (212) 307-6237

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MOTION PICTURE & TV DEVELOPMENT**

633 Third Ave, 33rd floor
New York, NY 10017
Tel: (212) 803-2330
Fax: (212) 803-2339
Email: nyfilm@empire.state.ny.us

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BUREAU**

107 Delaware Avenue
Buffalo, NY 14202-2801
Toll free: (888) 228-3369
Tel: (716) 852-0511, ext. 267
Fax: (716) 852-0131

HUDSON VALLEY MEDIA ARTS CENTER

40 Main Street
New Paltz, NY 12561
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Fax: 845-256-0185
E-Mail: info@hvmac.com

NASSAU COUNTY FILM COMMISSION

Nassau County Department of Commerce and Industry
1550 Franklin Ave. Suite 207
Mineola, NY 11501
Tel: 516 571-3168
Fax: 516 571-4161
E-Mail: tgulotta@co.nassau.ny.us

**ROCHESTER/FINGER LAKES FILM & VIDEO
OFFICE**

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Rochester, NY 14604-1102
Tel: (716) 546-5490
Fax: (716) 232-4822

SARATOGA COUNTY FILM COMMISSION

28 Clinton St.
Saratoga Springs, NY 12866
Tel: (518) 584-3255
Fax: (518) 587-0318
Email: info@saratoga.org

North Carolina**CHARLOTTE REGION FILM OFFICE**

Charlotte Regional Partnership
1001 Morehead Square Dr., Suite 200
Charlotte, NC 28203
Phone: 704-347-8942
Fax: 704-347-8981
Toll Free: 1-800-554-4373
Beth Petty
bpetty@charlotteusa.com

NC FILM OFFICE

Tele: 919.733.9900
Fax: 919.715.0151
Production Hotline: 1-800-232-9227

**WESTERN NORTH CAROLINA FILM
COMMISSION**

134 Wright Brothers Way
Fletcher, NC 28732
ph. 828-687-7234
fx. 828-687-7552
Mary Trimarco, Director
mtrimarco@awnc.org

**WINSTON-SALEM PIEDMONT TRIAD FILM
COMMISSION**

7025 Albert Pick Drive, Suite 303
Greensboro, NC 27409
(363) 393-0001
info@pedmontfilm.com

North Dakota

NORTH DAKOTA FILM COMMISSION

Tel: (800) 328-2871
Fax: 701-328-4878

Ohio

DAYTON/MONTGOMERY COUNTY FILM COMMISSION

Tel: (513) 226-8267
Fax: (513) 226-8294

GREATER CINCINNATI FILM COMMISSION

632 Vine Street, #1010
Cincinnati, OH 45202
Tel: (513) 784-1744
Fax: (513) 768-8963

GREATER CLEVELAND MEDIA DEVELOPMENT CORPORATION/FILM COMMISSION

825 Terminal Tower
50 Public Square
Cleveland, OH 44113
Tel: 216-623-3910, Toll free: 1-888-747-FILM
Fax: 216-736-7792

OHIO FILM COMMISSION

77 S. High Street, 29th Floor
P.O. Box 1001
Columbus, OH 43266-0413
Toll free: (800) 230-3523
Tel: (614) 466-2284
Fax: (614) 466-6744

Oklahoma

OKLAHOMA FILM COMMISSION

Telephone: 918-584-5111
2265 N. Denver Place
Tulsa, OK 74106-3628
Contacts: Brian Blagowsky, Director
E-mail: okfilmcommission@cox.net

Oregon

OREGON FILM & VIDEO OFFICE

Tel: 503-229-5832
Fax: 503-229-6869

Pennsylvania

PENNSYLVANIA FILM OFFICE

Commonwealth Keystone Building
400 North Street, 4th Floor
Harrisburg, PA 17120-0225
Tel: 717 783-3456
Fax: 717 787-0687

THE GREATER PHILADELPHIA FILM OFFICE

Land Title Building
100 South Broad Street, Suite 600
Philadelphia, PA 19110
Tel: 215-686-2668, Hotline: 215-686-3663
Fax: 215-686-3659
Email: Sharon Pinkenson, Director

PITTSBURGH FILM OFFICE

7 Wood Street, 6th Floor
Conestoga Building
Pittsburgh, PA 15222
Tel: 412-261-2744, Hotline: 412-281-3343
Fax: 412-471-7317
Email: Dawn Keezer, Director

Puerto Rico

PUERTO RICO FILM COMMISSION

355 F.D. Roosevelt Ave. Fomento Bldg. #106
San Juan, PR 00918
Tel: (787) 722-1551
Fax: (787) 756-5706

Rhode Island

RHODE ISLAND FILM & TV OFFICE

RI Economic Development Corporation
1 West Exchange Street
Providence, RI 02903
Tel: (401)222-3456
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Email: rsmith@riedc.com

South Carolina

SOUTH CAROLINA FILM OFFICE

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Columbia, SC 29202
Tel: (803) 737-0490
Fax: (803) 737-3104

UPSTATE SOUTH CAROLINA FILM & VIDEO ASSOCIATION

P.O. Box 10048
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Tel: (803) 239-3712
Fax: (803) 282-8549

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SOUTH DAKOTA FILM COMMISSION

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Pierre, SD 57501-3369
Toll free: (800) 952-3625
Tel: (605) 773-3301
Fax: (605) 773-3256

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 Kadoka, SD 57543-0058
 Toll free: (800) 467-9217
 Tel: (605) 837-2229
 Fax: (605) 837-2161

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 245 Wagner Place #4
 Memphis, TN 38103-3815
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 Fax: (901) 527-8326

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 Fax: (615) 862-6025

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 Nashville, TN 37243-0790
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 Tel: (615) 741-3456
 Fax: (615) 741-5829

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1000 S. Polk Street
 Amarillo, TX 79101
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 Fax: (806) 373-3909

CITY OF AUSTIN

P.O. Box 1088
 Austin, TX 78767
 Tel: (512) 499-2404
 Fax: (512) 499-6385

DALLAS/FORT WORTH REGIONAL FILM COMMISSION

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 DFW Airport, TX 75261
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 El Paso, TX 79901
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 Tel: (915) 534-0698
 Fax: (915) 532-2963

HOUSTON FILM COMMISSION

801 Congress
 Houston, TX 77002
 Toll free: (800) 365-7575
 Tel: (713) 227-3100
 Fax: (713) 223-3816

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6309 N. O'Connor Road, Suite 222
 Irving, TX 75039-3510
 Toll free: (800) 2-IRVING
 Tel: (972) 869-0303
 Fax: (972) 869-4609

SAN ANTONIO FILM COMMISSION

P.O. Box 2277
 San Antonio, TX 78230
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 Tel: (210) 270-8700
 Fax: (210) 270-8782

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 Austin, TX 78711
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 Fax: (512) 463-4114

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 Provo, Utah 84606
 Tel: 801-370-8390
 Toll free: 1-800-222-UTAH
 Fax: 801-370-8105

UTAH FILM COMMISSION

324 S. State St., Suite 500
 Salt Lake City 84111
 Tel: 801-538-8740
 Fax: 801-538-8886

Vermont**VERMONT FILM COMMISSION**

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 Montpelier, VT 05601-0129
 Tel: 802-828-3618
 Fax: 802-828-2221

Virginia

CENTRAL VIRGINIA FILM OFFICE

15 West Bank Street
Petersburg, VA 23803
Tel: 804-733-2403
Fax: 804-863-0837
Ken Roy, Executive Director
Email: cvfo@cvfo.org

VIRGINIA FILM OFFICE

901 E. Byrd Street, 19th Floor
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Fax: (804) 371-8177
Email: vafilm@vedp.state.va.us

METRO RICHMOND FILM OFFICE

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Richmond, VA 23219
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Tel: (804) 782-2777
Fax: (804) 780-2577

Washington

CITY OF SEATTLE - MAYOR'S FILM OFFICE

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Seattle ,WA. 98104
Donna James, Director
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Lena Tebeau, Assistant Film Coordinator
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Tel: (206) 684-5030 or (206) 684-8504
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TACOMA FILM COMMISSION

Tel: 253-284-3267
Tacoma(Pierce County), Washington
Contacts: Tacoma Film Commission
1119 Pacific Avenue, 5th Floor
Tacoma, WA 98402
P: 253-284-3267 F: 253-627-8783
Website: www.tacomafilmcommission.com
Email: FilmProjectSpecialist@traveltacoma.com

West Virginia

WEST VIRGINIA FILM OFFICE

State Capital Complex
Bldg. 6, Room 553
Charleston, WV 25305-0311
Toll free: (800) 982-3386 ext. 705
Tel: (304) 558-2234
Fax: (304) 558-3248
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Wisconsin

MILWAUKEE FILM COMMISSION

809 North Broadway
Milwaukee, WI 53202
Tel: (414) 286-5700
Fax: (414) 286-5904

Wyoming

WYOMING FILM COMMISSION

I-25 and College Drive
Cheyenne, WY 82002-0240
Toll free: (800) 458-6657
Tel: (307) 777-7777
Fax: (307) 777-6904

JACKSON HOLE FILM COMMISSION

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