

ABOUT THE SPEAKERS

THE HOW TO
FILM FINANCE SERIES

PRESENTED BY

 WRAPBOOK

SESSION I:

**HOW TO UTILIZE
& SECURE
DEBT / GAP
FINANCING**

MODERATOR



Patrick Rizzotti

CEO

Blue Fox Financing



Patrick Rizzotti has successfully secured \$100MM+ in financing spanning over 20+ feature films. Rizzotti recently launched the film and television lending marketplace, Blue Fox Financing. Blue Fox Financing is the first transactional digital platform to streamline and expedite film financing opportunities for the entertainment industry, connecting borrowers with the largest database of film and television lenders and gap financiers.

Rizzotti has produced major internationally successful films including the critically acclaimed "Pride" (Lionsgate), starring Academy Award Nominee Terrence Howard (Empire, Iron man), "The Collector", co-written and directed by Marcus Dunstan (The Saw Franchise), which spawned a two sequels called "The Collection" and "The Collected", "The Super", a psychological thriller starring Val Kilmer (Top Gun, The Doors) financed by legendary television producer Dick Wolf, "Malicious" starring Josh Stewart (The Dark Knight Rises), Delroy Lindo (Heat, Get Shorty), Bojana Novakovic (i-Tonya, Shameless) "The Free Fall" starring Andrea Lando (NARCOS) and Shawn Ashmore (X-Men Days of Future Past, The Boys), "Maximum Truth" Starring Ike Barinholtz (Central Intelligence, Blockers), Dylan O'Brien (Maze Runner, Teen Wolf) Financed by Edward H. Hamm Jr (Get Out, Blackkkklansman), "Tiger Mom" starring Ken Jeong (Hangover, Community) and "Bunker", financed by Blue Fox Entertainment and directed by Adrian Langley (Butchers).

SPEAKERS



Ryan Broussard

VP of Sales and Production Incentives

Wrapbook



As Wrapbook's VP of Sales and Production Incentives, Ryan Broussard works with productions of all sizes—from the largest studio features to the smallest independent projects—to help them optimize their production-incentive strategies and make the most of their budgets.

Broussard's career in production payroll began sixteen years ago. In that time, he's worked at payroll companies like Entertainment Partners, where he served as Senior Account Specialist; CAPS, where he served as Tax Incentive Manager; and Media Services, where he served as Vice President of Sales and Production Incentives. He has worked on production incentives from nearly every possible angle, developing innovative reporting measures to facilitate faster audits, advising countless productions on state tax incentives, and even helping some states and local jurisdictions design their incentive programs.

Broussard combines his industry-leading expertise with an emphasis on client service. He has helped clients budget their projects to ensure production incentives are applied correctly, and he has worked directly with clients' financial institutions to help productions secure financing using incentives. He maintains active relationships with every major film office.

As a well-regarded industry expert, Broussard has hosted numerous online tutorials, webinars, and educational videos, and he has served as both guest and host numerous panels and events for leading industry festivals like SXSW, AFM, NFACT, and more.

SPEAKERS



Will French

Head of Film & Television

Fallbrook Financial Services

Will French is one of the most prominent tax credit finance specialists in the film industry. He was among the first brokers and financiers of film tax credits in the nation, beginning in 2003 with the first-of-its-kind Louisiana transferable tax credit program. Through his network of operating companies, Mr. French has personally traded or financed more than \$500MM of state film credits for more than 250 projects.

From 2014-2017, Mr. French served as Managing Director of State Tax Credits for Enhanced Capital, a diversified, national asset manager specializing in complex credits. In 2018, he joined a small start-up called The Forest Road Company, which he helped grow into the largest non-bank financier of tax credits in the United States and which ultimately purchased the market-leading Three Point Capital.

In 2021, Mr. French left Forest Road and joined Fallbrook Financial Services, the largest trader of state tax credits in the country, where he leads the company's film finance, tax credit administration, and tax credit consulting practices.

A graduate of Purdue University, Mr. French received his J.D. degree from Tulane University School of Law in 1998. Prior to going into business, he practiced corporate law, commercial banking law, and mergers and acquisitions for the law firm of Fishman Haygood LLP. Mr. French serves on the Board of Directors of the Fenner-French Foundation, a family charitable foundation started by his grandfather, Darwin S. Fenner of Merrill Lynch Pierce Fenner & Smith, Inc.

SPEAKERS



Carolyn Hunt

Partner

Barnes & Thornburg LLP

Carolyn Hunt is a partner in the Entertainment, Media and Sports Practice Group in Barnes & Thornburg's Los Angeles office. Carolyn focuses her practice on media finance and entertainment transactional matters, with an emphasis on motion picture and television transactions.

Carolyn has experience with advising investors and producers in virtually all aspects of their film, television, interactive gaming and other finance and distribution matters. She represents domestic and international financial institutions, funds, high net worth individuals, media and entertainment companies and individual producers in their corporate, intellectual property and entertainment-related transactions.

Having been involved in the financing for hundreds of film, television and gaming projects, including many award-winning films, Carolyn routinely counsels clients on the legal and business issues of entertainment financing transactions, including single-project financing transactions, capital raises, slate transactions, lines of credit, co-productions and domestic and foreign incentivized financing structures.

Active in the community, Carolyn is a member of the Intellectual Property & Entertainment Law Section of the Los Angeles County Bar Association, the Entertainment Law Section of the Beverly Hills Bar Association and the State Bar of California. She has served for several years as a board member of the Los Angeles Museum of Contemporary Art 'Contemporaries' and the Hammer Museum's Kids Art Museum Project. She is actively involved with the board of governors of Cedars Sinai and the Independent School Alliance, and is on the board of the Heartland Film Festival.

Carolyn has consistently been named a top dealmaker, a top entertainment attorney and one of the most influential women in entertainment by Variety magazine. She is listed in Chambers & Partners as a ranked Media & Entertainment: Transactional lawyer. She was also named as a 'Rising Star' by Southern California Super Lawyers.

After graduating from San Diego State University with a B.A., cum laude, Carolyn earned her J.D. from the Georgetown University Law Center. In law school, she was a staff writer for the International Law and Policy Journal.

Carolyn is admitted to practice in California.

SPEAKERS



Michael Mendelsohn

Founder & CEO

Patriot Pictures and Union Patriot Capital Inc

Michael Mendelsohn is the Founder and CEO of Patriot Pictures and Union Patriot Capital Inc. Mendelsohn currently manages an investment fund totaling up to \$500 million specializing in project production finance and film IP acquisition in the entertainment industry.

Mendelsohn has been the prior Head of Media and Entertainment Finance and Advisor for BNP Paribas, Union Bank of California and arranged production financing for/or produced over \$2.1 billion in production financing and \$5.8 billion in box office revenue for over 428 independent and major studio films. Most recently he financed Nick Cassavetes written and directed God Is A Bullet.

Michael will be able to share insight on how his company internally develops their own projects, taking debt/gap financing into consideration along with analyzing projects that come to him for financing.

SPEAKERS



Jeremy Ross

Film Producer / Film Finance Executive

Jeremy is a founding partner in 3QU Media, an animated film financing and production company. Its first film "Gnome Alone" starring Becky G and George Lopez was released on Netflix in October of 2018 and its second and third films, "Charming", which stars Demi Lovato, Avril Lavigne, Sia, Wilmer Valderrama and Ashley Tisdale, and "Fe@rLeSS_" (which stars Yara Shahidi, Miguel, JakaKiss, Miles Robbins, D'Wayne Wade and Gabrielle Union) were released by Netflix in January 2021 and July 2020, respectively. Its fourth film, "Dog Gone Trouble", stars Lucy Hale, Big Sean, Betty White, Damon Wayans, jr, Joel McHale and Snoop Dogg. Jeremy most recently served as an executive producer on the Academy Award-winning animated short film "If Anything Happens I Love You".

Currently Jeremy is working on two unannounced major studio animated features, and one independent animated feature entitled "Sneaks", which stars Anthony Mackie, Laurence Fishburne, Martin Lawrence, Quavo, Ella Mai, Swae Lee and Chris Paul.

He also works with Blue Fox Financing, where he provides transactional support to producers in obtaining debt financing utilizing Blue Fox's online platform and lender relationships. During his career, Jeremy has closed or assisted in closing on well over \$100M in debt financing for independent productions.

Jeremy received an M.B.A. from USC's Marshall School of Business with high honors and a bachelor's in Economics from Northwestern University.