

WEDNESDAY

SEPT 13**9:30AM PDT**

THE HOW TO FILM FINANCE SERIES

PRESENTED BY

 WRAPBOOK

SESSION 2: HOW TO USE **INTERNATIONAL FILM ESTIMATES & PRE-SALES** AS PART OF YOUR FINANCING

Moderated by Patrick Rizzotti,
Blue Fox Financing

Independent 
Film & Television
   **Alliance**[®]

MODERATOR



Patrick Rizzotti

CEO

Blue Fox Financing



Patrick Rizzotti has successfully secured over \$100MM in financing for more than 20 feature films. Recently, he launched the film and television lending marketplace, Blue Fox Financing. The first transactional digital platform to streamline and expedite film financing opportunities, Blue Fox Financing, connects borrowers with the industry's largest database of film and television lenders and gap financiers.

Rizzotti has produced a number of major internationally successful films. This list includes the critically acclaimed "Pride," starring Academy Award Nominee Terrence Howard (Iron man), "The Collector", co-written and directed by Marcus Dunstan (the "Saw" Franchise), "The Super", a psychological thriller starring Val Kilmer (Top Gun) and financed by legendary television producer Dick Wolf, "Malicious" starring Josh Stewart (The Dark Knight Rises), Delroy Lindo (Get Shorty), Bojana Novakovic (i-Tonya), "The Free Fall" starring Andrea Lando (NARCOS) and Shawn Ashmore (X-Men Days of Future Past), "Maximum Truth" starring Ike Barinholtz (Central Intelligence) and Dylan O'Brien (Maze Runner) and financed by Edward H. Hamm Jr (Black Klansman), "Tiger Mom" starring Ken Jeong (Hangover) and "Bunker", financed by Blue Fox Entertainment and directed by Adrian Langley (Butchers).

SPEAKERS



Juliet Berman

Founder

Spiral Stairs Entertainment

Since forming Spiral Stairs Entertainment in 2023, Juliet Berman has produced two independent features, a remake of the 1991 cult classic *DON'T TELL MOM THE BABYSITTER'S DEAD* and coming of age comedy *GRIFFIN IN SUMMER*, starring Melanie Lyskey, Owen Teague and Kathryn Newton.

Berman previously served as Head of Production for Treehouse Pictures, where she built a slate from the ground up of socially-conscious, commercial, film and television projects across all genres and managed an in-house fund for independent development/production financing. She has a track record of identifying emerging talent as well as working with IP rights holders, including John Grisham, Cat Stevens, David Crosby, the Martin Luther King Jr estate and the victims of the Kent State shootings.

At Treehouse, Berman built an early relationship with Netflix. She brought in and oversaw the production and financing of *SAND CASTLE*, starring Nick Hoult and Henry Cavill, which was sold in post to Netflix as one of their first Original Film acquisitions. She followed that up with the romantic comedy *SET IT UP*, which was developed at Treehouse based on her original idea and went on to become Netflix's top-performing movie in over 200 territories in the summer of 2018.

Prior to Treehouse, Berman worked at New Line Cinema, Summit Entertainment and Anonymous Content. She grew up in Los Angeles and graduated with honors from Columbia University. In her spare time, she volunteers for non-profit mentorship program Young Storytellers, and serves as a jury member for several screenplay competitions and film festivals.

SPEAKERS



Maxime Cottray

EVP, Production & Finance

XYZ Films

Maxime oversees the production and financing activities at the Los Angeles-based independent film production and distribution company, XYZ Films. He produces and executive produces many of the company's titles, including most recently "Stowaway" starring Anna Kendrick and Toni Collette and "Dual" starring Karen Gillan and Aaron Paul. In addition, Maxime spearheads the execution of all financing arrangements for both the company and for individual films produced and distributed by the company. Most recently he raised a \$100M production financing fund for XYZ in collaboration Finnish venture capital company IPR.VC.

Before joining XYZ in 2017, Maxime spent many years at the film financing group, Ingenious Media in London where he was responsible for sourcing, evaluating and negotiating investments in the media industry ranging from studio blockbusters including "Life of Pi" and "The Rise of the Planet of the Apes" to award-winning independent films including "Selma," "Carol" and "Brooklyn." A French and German national by way of the UK, Maxime resides in Los Angeles.

SPEAKERS



Jordan Fields

Vice President of Acquisitions

Shout! Factory

Jordan Fields joined Shout! Factory in 2007 and currently heads all acquisition efforts for Shout! Factory, Shout Factory TV and their horror imprint Scream Factory. He also oversees original feature development for Shout! Studios. Recent acquisitions include "Language Lessons," the SXSW Audience Award winner from Mark Duplass and Natalie Morales. Fields recently EP'd Shout's original western, "Old Henry," starring Tim Blake Nelson, which premiered at the Venice International Film Festival, as well as Shout's remake of Roger Corman's Syfy hit "Slumber Party Massacre." Prior to Shout!Factory, Jordan was the acquisitions manager for Rhino Entertainment, where, among other properties, he oversaw the home video releases of "Mystery Science Theater 3000." Jordan earned his Bachelor of Science in Film and Television from Northwestern University.



James Huntsman

Owner

Blue Fox Entertainment

James Huntsman was a founding partner of Blue Fox Entertainment in 2015. After 12 months as a producer representative, Blue Fox expanded into a full service domestic distribution and international sales company handling between 20-25 movies a year in all genres. In 2022, Blue Fox Entertainment acquired Crossroads Lending to form Blue Fox Financing, the largest global marketplace to cash flow debt and provide gap financing. Prior to Blue Fox Entertainment, James was a founding partner of the Beverly Hills based production company Asgaard Entertainment in 2006.